

[Reference A]

Report on t-shirt sales to the AGM of Clan Fraser, October 2009

In 2007, the Board of Officers of the Clan Fraser Society authorized the purchase and sale of Clan Fraser t-shirts. The original purchase was for 72 shirts, at a total cost of \$498.84. In 2008, the board authorized an additional purchase of 48 shirts, at a total cost of \$378.00. Thus the total purchase was of 120 shirts, at an average cost of \$7.307 each. The Board set the price of adult shirts at \$20, each, with a discount of \$5, each, with a paid membership; and children's shirts at \$15. Sales have been fairly brisk, and as of September, 2009, have netted \$1388.00, for a net profit of \$511.16.

The current inventory in the hands of Dave Lovett is 31 shirts, with a small number (perhaps 10-15) in the hands of others. The profit potential from these is about \$600.

All sizes and colors have sold well, with red perhaps slightly less popular, and XL and child sizes slightly more popular. The current inventory (Dave Lovett's) has only one XL, and six child and adult S shirts. XXL is available, and there has been some interest, but they cost about \$2 more per shirt.

I recommend the purchase of an additional 48 shirts, at an expected cost of about \$400, with emphasis on XL and children's sizes.

There has been some concern about the somewhat "rubbery" texture of the emblem and lettering. I inquired about a different process, and found there was not much difference in feel, but the only other process I could find cost \$2 more per shirt. I propose to use the same vendor, same process, for the next order.

Respectfully submitted,

David E. Lovett