

# Agenda Item H

## Proposal

I propose that we reduce the size of all GR/ResGR, BW/ResBW, and MC ribbons to a 4" rosette with 3 - 16" streamers.

## Reason

After the sanction fees were changed January 2020, it was brought up at the June BOD meeting that we were losing money on each sanction since the MC ribbons were more expensive than the others, and our mailing expenses were going up due to the change. The decision to make a change in the ribbons was tabled until January 2021.

At this time, I am proposing that the GR/Wether/MC ribbons be reduced in size to save on expenses. Over the past many years when the budget is addressed the response has been to raise fees, not to cut expenses. The cost of the ribbons is one of the major expenses in the budget and yet most of the membership does not exhibit animals.

There are 3 things that contribute to the cost of the ribbons. 1) the size of the rosette 2) the length of the streamers and 3) the number of streamers

JR/SR rosettes are 4" have 3-16" streamers and cost \$2.85

GR/ResGR rosettes are 6" have 3-18" and cost \$4.90

MC rosettes are 6" have 5-24" streamers and cost \$8.40

In addition, we receive the lowest price if we order a minimum of 1000 at a time. This has not been an issue with the JR/SR order since we use 4 for each show. Since there is the potential that we will be ordering 3 times the number of MC rosettes as we have in the past it may be more difficult to get the best price break on them

My suggestion is that we make all the rosettes and streamers the same—4" rosettes with 3-16" streamers—for \$2.85 each. The design of the rosette itself would not be significantly altered, the 1" pleated outer ring would be removed from the 6" rosettes.

## Advantages

1. Ease of ordering to obtain the greatest discount
2. Reduced shipping costs. The difference in shipping an order with our current size rosettes vs. the same number of the smaller size is 2.00 to 4.00 per shipment because of the weight difference
3. Reduced supply costs as all orders can be shipped in the free boxes provided by USPS rather than purchasing larger boxes to accommodate, more, larger ribbons.

## Disadvantages

1. It is different!

## Financial Implications:

Savings to the organization:

- There would be a reduction in the shipping costs to us since there would be less weight. Based on the last order which was placed 2/2019 and was just for JR/SR and GR/ResGR we would have saved approximately \$3000 on our \$12500 order (almost 25%).
- Savings in our mailing expenses, which is increased in all cases due to extra ribbons, extra weight.

Submitted by Susan Seiler

The photos below shows our current ResJRCH, ResGRCH and the proposed smaller size of the ResGRCH. And the proposed smaller size of the MC rosette.

