

#### **Item 7.4 SALES REPORT FOR COUNCIL MEETING AND AGM**

Sales over the last year have been steady but certainly not record breaking.

Our stock purchases have been only to top up fast moving items with no new item purchases excepting the 75<sup>th</sup> Macca badges.

Melbourne midwinter dinner bought in Club sales of \$918.

The Macca badges are all but sold with only 3 left that's a great result thanks to Dale and her Facebook posting well done Dale.

Value of stock in hand at cost is \$14790. This reflects not only Club sales Merchandise but also merchandise not for sale (eg. Life Member badges, Phil Law Medals).

Thanks to David Dodd for his assistance in the stock take and reconciliation. Of the stock in hand we have identified some slow-moving items which will be phased out in order to reduce the inventory. These items will be offered at a substantial discount.

Working on the procedure for discount sales, watch this space.

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