



CLUB KIT REPORT – 2019 Ken Matheson, Deputy Chair

Questions have been raised about club clothing; about stock, finances and our relationship with Pro Vision. So, for everyone's benefit, I thought I should just recap on how we arrived where we are now.

Over the years we looked at alternative suppliers but decided that, overall, the products, prices, service and location of Pro Vision suited our needs well.

Prior to May 2014 the club had to collate orders from members and place a bulk order on Pro Vision. The terms being 50% deposit with order, balance on delivery. This gave us a quite few problems; no stock, collecting orders/money, distributing kit on delivery, dealing with sizing issues, problems and complaints. The difficulties increased as the club grew in size.

The solution was for Pro Vision to take everything over, and hold stock for members to buy as needed. A meeting was held and Andy MacDonald came up with the following recorded agreement: -

A credit note was raised as a way to transfer ownership of the kit from NTC to Pro Vision, this was to allow all sales income to belong to Pro Vision (cut down on administration) and also give Pro Vision some working capital to try and maintain stock levels for when NTC members wanted new kit. The credit also made NTC a creditor in Pro Vision's account and in the event of the agreement being closed, the amount owed to NTC would be repaid by NTC kit and or money to balance.

The credit note 5396 was to the value of £7329.55 and dated 18/04/2014.

Pro Vision had problems maintaining popular stock against the value of their stock holding, which included quite a few less popular items/sizes. So we held two sales/auctions, and agreed to reduce the value of the credit by the difference between normal and sale price.

Invoice 6574 of 20/06/2016 for £2836.50 was raised to cover the decrease in stock value, reducing the credit to £4493.05. A figure which has appeared in our accounts since that date.

In October 2016 Pro Vision introduced their Club Portal (a system common to many club clothing suppliers). Individual club members were then required to order, and pay for, kit online and wait for delivery. I duly spoke with Pro Vision and reminded them that this significantly changed our agreement with them. I was told that they would still be able to supply some items from stock but we would review the situation in the future. We failed to do that.

This is where things went wrong. Pro Vision's Club Portal became the standard way to buy kit and the situation was never properly reviewed and addressed.

Andy MacDonald and I met with Pro Vision on 31/01/2020 to review the situation and agree the way forward.

Pro Vision say that they have used stock to deal with urgent requests and exchanges for sizing problems etc. which leaves the value of Pro Vision's current stock at approximately £3500. So there is a discrepancy of approximately £1000 between their figures and ours, in NTC's favour.

To move to some kind of resolution we agreed: -

- Pro Vision will provide an exact stock list and value. Note: It is likely that many pieces will be less popular items and sizes, and possibly of older design.
- There will be another sale to reduce, or eliminate, stocks.
- We will then decide how to resolve finances between NTC and Pro Vision.

It should be apparent that, at present, NTC has made no loss, other than the sale reductions from which members have benefited. Regardless of the arrangement with Pro Vision the stock situation would be the same.

It should also be noted that Phil Rowley bears no responsibility for this situation. It is one that he inherited and his role as Kit Officer is one of coordination, not financial control.