

**ICPA MERCHANDISE REPORT**  
**January 2023**

The year started well with merchandise sales at the Bourke conference. Marking down some stock lines assisted in reducing stock levels of slow to move items and larger shirt sizes. There were two new lines added, a specially designed cap for the Bourke conference and sock savers. The introduction of EFTPOS card facilities via 'Square' has facilitated direct online payments and assisted in managing stock levels. The reduction of stock has enabled merchandise to be contained to one large 25 kg suitcase, which will make it easier for traveling to conferences.

Due to circumstances beyond my control, I was unable to attend the Federal Conference in Perth, and as a result there were no sales. I am planning to attend the Moree Conference in March; however, I will be unable to attend the Federal Conference due to a previous engagement and will require someone to manage the merchandise on my behalf.

Please note the following breakdown of merchandise on hand:

ITEM	February 2022		Sales		January 2023
<b>Polo Shirts</b>					
Men's	8		4		4
Women's	10		3		7
<b>RB Sellars Shirts</b>					
Women's	31		4		27
Men's	6		1		5
<b>Rugby Tops</b>	2				2
<b>Beanies</b>	3		2		1
<b>Sock Savers</b>	100		15		85
<b>Caps Conf 2022</b>	?		?		?
<b>Stubbie Holders</b>	24				24
<b>Men's Neck Ties</b>	8		3		5
<b>Caps</b>	74				74
<b>Scarves</b>	17		7		10
<b>Pens</b>			<i>Not counted</i>		
<b>Keyrings</b>			<i>Not counted</i>		

David Shrimpton  
MERCHANDISE MANAGER