

SEPTEMBER 2018 DISTRIBUTION CENTER OVERSIGHT COMMITTEE REPORT

1. The DCOC held its monthly meeting on September 11th with the Operations Manager and Board Liaison to review the current inventory numbers and discuss the need for placing orders.
2. Later that day the Operations Manager submitted a quote for 10,000 Newcomer Booklets that the DCOC approved and sent to the Board for purchase approval.
3. The next week the DCOC requested quotes for BRB and Meditation books. These were obtained the following week, approved and sent to the Board for purchase approval.
4. The order for 10,000 of the BRB was approved for purchase by the Executive Committee.
5. The DCOC recommendation to purchase 10,000 soft cover mediation books (the largest quantity ever ordered) was brought before the board at its working session and approved.
6. The DCOC inquired if the Newcomer Booklet could be sold on Amazon at a price that would not compete with the Intergroups, yet still make it available to the general public since it is our highest volume selling piece of literature. The office was going to look into the feasibility doing this.
7. The DCOC approved the office request to order 7,200 tri-fold pieces of literature and sent it to the Executive Committee for purchase approval.
8. The DCOC approved the office request to order 5,000 Welcome Chips, 500 6 Month chips, 500 1-Year Medallions, 250 2-year medallions, and 500 7-year medallions and brought it to the Executive Committee for purchase approval.
9. The DCOC obtained sales data from the accounting staff that has enabled us to prepare a comparison of sales for the first 3 quarters of 2017 to the first 3 quarters of 2018 for our books and booklets. Many of us have often said we were going through books faster than ever before but now we have sales numbers from the shopping cart and Amazon that support this. Below is a snapshot of the books and booklets sales comparison for the first 3 quarters of 2017 and 2018 showing units sold and the percent increase or decrease of 2018 sales over 2017 sales. **The average increase for the titles shown below was 41.3% without periodic low inventory issues factored in.**

PRODUCT UNIT SALES COMPARISON - ALL SALES CHANNELS				
FIRST 3 QUARTERS of 2018 - 2017				
Item #	Description	2018 Jan-Sep Unit Total	2017 Jan-Sep Unit Total	Percent Increase/ (Decrease)
100-01	Hardcover Red Book	12,771	10,531	21.3%
100-02	Softcover Red Book	3,406	1,829	86.2%
100-03	Spiral Workbook	13,946	9,460	47.4%
100-05	Meditation Book Hardcover	2,712	2,380	13.9%
100-04	Meditation Book	5,925	4,597	28.9%
100-09	Laundry List Workbook	4,048	3,695	9.6%
101-01	Cross Talk Booklet	1,121	646	73.5%
101-02	Good Enough Booklet	622	416	49.5%
101-03	Identity Paper Booklet	1,273	1,369	-7.0%
101-04	Newcomer Booklet	16,256	12,251	32.7%