

3/16/24

JCNA AGM Meeting Minutes Sat, 3/16/24

00:00:03 **Speaker 2**

I just remember that we can't even talk about people. Look at that guy over there. I don't think we need any questions.

00:00:23 **Speaker 2**

So, get your ballot, do we have a ballot? Get the last sheet of your packet. There's the ballot for the election. Follow it, that's the ballot right there. You all, all you learn now when it's time to vote will be one of those things. If we don't have a package, we need to at least get you a ballot. I need a ballot. I need a ballot. I've got Rob Downer at the fairgrounds there, but I need a few more ballots. I just need a few more ballots. I need a ballot.

00:01:00 **Speaker 2**

The ballot will need to be validated by you. We will be doing your roll call once the meeting starts. The best thing to do is to have your ballot ready and roll call is done. You need to validate your ballot by filling in the box for your name, your club, and the total number of votes that you are carrying. Some of you are carrying one vote. Some of you are carrying two.

00:01:29 **Speaker 2**

When we validate the roll call, a whole number of ballots that you are carrying will be announced. If you feel that that number is incorrect, you will have to make sure that it is correct.

00:01:52 **Speaker 2**

for the delegates. This report that I turned in, that's where the money comes from. And you need to know more than you have sense. We have a product. Yes, that is the voucher. So you have one. Oh, you printed your own. This is the kind of documentation coming to the end. Printed your own. Now let's say about the part of the voucher printed on the paper. Because at the end, there's going to be a pull -up and a little taper, and we're just going to throw up the garbage.

00:02:33 **Speaker 2**

We're going to do things a little out of order here. I'm going to do the, does anyone have any changes to make in the delegates? I have Don Leidy coming in from Cincinnati. And the

New Mexico 12, one delegate to two delegates. Les Hamilton, he wasn't going to be here. He's not now here. So, He just did that to screw up all my delegate counts.

00:03:06 **Speaker 2**

Anybody else? Let's see. North Alabama Jaguar Club? They're not here, I assume.

00:03:15 **Speaker 2**

Jaguar Association of Central New York.

00:03:29 **Speaker 2**

It's probably about the sixth page in your package. Go to the roll call.

00:03:42 **Speaker 2**

All right. I'll go to the board first, or senior board. Introduce your name and president, John Boswell. Here. Here. OK. Vice President J .P. King. Yes, sir. Secretary, that's me. By the way, my name is pronounced as a T. It's a Polish name and J. is pronounced as a Y. I answer to anything, so I don't care. Hey, you! Yeah.

00:04:19 **Speaker 2**

Bill Seeler is our treasurer. He is not here. He's off in South America someplace, yeah.

00:04:32 **Speaker 2**

Lee Raposo, Bob Fuss.

00:04:41 **Speaker 2**

JLR Liaison, Fred Hammond.

00:04:49 **Speaker 2**

JCNA past president, Les Hamilton, not this time. Okay, let me go through Northwest regions. Jaguar owners club of Oregon, I have Tim Ashcroft and Woody Wahila.

00:05:08 **Speaker 2**

Jaguar club of Seattle, Brian Case, Eric. The rest of the Northwest region, Brian Case. Here. Here, here, here, here.

00:05:25 **Speaker 2**

North Central region, John Boswell and Buddy Boswell. Here.

00:05:35 **Speaker 2**

Jaguar Affiliates Group of Michigan, Gary Cunningham and Tim Moorer. Here. Here. Jaguar Club of Ohio, Don McIntyre, here, Juat and Murat, here, Juat and McIntyre, here, thank you. Jaguar Association of Central Ohio, Juat and Juat, here, here. Ontario Jaguar Owners Club, Don McIntyre, here, here. Jaguar Club of Pittsburgh, Stewart and Stewart, here, here. Johnson Jaguar Limited, Don Boswell and Buddy Boswell.

00:06:14 **Speaker 2**

Jaguar Association of Greater Indiana, Mark Smith and Steve Jones, here.

00:06:22 **Speaker 2**

Jaguar Club of Cincinnati, Don Leavies, is Don here.

00:06:31 **Speaker 2**

I got an email as I was boarding my plane yesterday saying oh they didn't send in their proxy form, a delegate form. So we're going to send on Levy. Respond and let us know we've gotten this. I was in a section of the airport. I couldn't call out. I couldn't email out. So if they didn't get my email, maybe they're not sending anybody.

00:07:04 **Speaker 2**

He's registered, so if by any chance he comes in late, he's in. Susquehanna Valley Jaguar Club, one and one.

00:07:17 **Speaker 2**

North Central Regional Director is John Boswell and Gary Cunningham.

00:07:31 **Speaker 2**

Club of Southern New England at Elk, Richmond, and Jane, Pritchett. Here.

00:07:39 **Speaker 2**

Jaguar Association of New England, Gus, Dean, Halstead, and Gus. Here. Empire Division, Richard Clarkson and Owen Davis. Here. Yep.

00:07:52 **Speaker 2**

Jaguar Drivers Club of Long Island, Gus and Dean. Here. Here.

00:07:59 **Speaker 2**

Jaguar Aficionados of Greater Buffalo, Gus and Dean.

00:08:06 **Speaker 2**

And Jaguar Associates of Central New York, I never got anybody from the club, so they're not here.

00:08:15 **Speaker 2**

Most of these should follow what you've got in your package on page 3. Jaguar Touring Club, Gus and Gus.

00:08:25 **Speaker 2**

Delaware Valley Jaguar Club, Anthony Tenari and James Green.

00:08:32 **Speaker 2**

Nation's Capital Jaguar Owners Club, Peter Crispin and Matt Siegel.

00:08:44 **Speaker 2**

Jaguar Auto Group, Dean Cassano and Reese Cassano. Capital Region Jaguar Club of New York Limited, Dustin Dean. Northeast Regional Director, Justin Dean.

00:09:02 **Speaker 2**

Top page, second page. Jaguar Club of Southern Arizona, we've got Les Hamilton and both of them.

00:09:13 **Speaker 2**

Jaguar Club of Central Arizona, Jeff Gennaro and Marjorie St. Cher. Do I get the names fairly right? No. That's okay. Shafer. Joe is Shafer. Okay. And your D, or Jeff? Jeff. Okay. Well, just an FYI, Don Lee did check in yesterday, so apparently she's arrived. Oh, good. Thank you.

00:09:44 **Speaker 2**

of Deidre Rommel and Paul Novak. Here. Here.

00:09:52 **Speaker 2**

Jaguar owners club of Los Angeles, Mark Mayuka. Present. Jaguar associate group of San Francisco, Phil Edwards and John Swenson. Here.

00:10:06 **Speaker 2**

Sacramento Jaguar Club, Les Hamilton on both. Rocky Mountain Jaguar Club, Steve Kennedy and Deedee Kennedy. Here.

00:10:17 **Speaker 2**

Wasatch Mountain Jaguar Register, Steve and Deedee. Here. Inland Empire Jaguar Club, Deidre and Deidre. Here. Jaguar Club of Southern Colorado. Okay. Here. Yes, thank you.

00:10:41 **Speaker 2**

You're telling it got moved until you walked in the door. It got assigned to somebody else. Thank you for being here.

00:11:05 **Speaker 2**

Jaguar Club of Northern Arizona, Mark Mayuka, Mark Mayuka. New Mexico Jaguar Club. Greg Beal and Stan Fitch.

00:11:17 **Speaker 2**

The Regional Directors are Mark Mayuga and Les Hamilton. South Central Region. The club from Jaguar Club AC, which is from Mexico City, is David Shepard and David Shepard. Welcome.

00:12:01 **Speaker 2**

J .J., St. Louis, J .J., Tulsa, J .J., Central Oklahoma, J .J., Jaguar owners of North Texas, J .J. and his wife Rebecca, here, Jaguar Club of Boston, Lisa Schaefer and Lisa Schaefer,

00:12:31 **Speaker 2**

San Antonio Jaguar Club, Brian Blackwell, Brian Blackwell, here, Regional Directors are J .J., and Brock Wallace is not here, so J .J. is carrying his vote as well.

00:12:45 **Speaker 2**

Southeast Region, Jaguar Club of Florida, we've got Tom Wright sitting next to me. South Florida Jaguar Club, Greg Currens, here. Suncoast Jaguar Club of Florida, Gary Hagopian and Sue Hagopian.

00:13:06 **Speaker 2**

Virginia Jaguar Club, Brian Trippett and Brian Thomas.

00:13:16 **Speaker 2**

Carolina Jaguar Club, Rick Wotry and Steve Smith. Steve Thomas

00:13:32 **Speaker 2**

I didn't know that, I did have a mistake and I thought I fixed that one. Jaguar Club of Jaguar Society of South Carolina, Nicole Smart. Jaguar Club of North Florida, Greg Currens and Jay Lander. North Jaguar Club is, North Georgia Jaguar Club is Dick Warsh. North Alabama Jaguar Club I know is not represented. Jaguar Club of Southwest Florida, Mike Tranovich and Mike Tranovich. Southeast Regional Director. We had a transition here. Ron Gardner was the Regional Director up until the end of the meeting. He has already passed off his position to Mike. So Mike is covering for him. And Craig Kearns is the other Regional Director. Okay, now to really complicate things.

00:14:32 **Speaker 2**

The people that have multiple ballots, they're carrying multiple votes. I don't know how this thing is sorted, but anyways, I've got Brian Blackwell is carrying two votes. Brian, you have two hands, so you both can hold your two hands up.

00:14:52 **Speaker 2**

Case is carrying 10 bales, 10 votes, for his region and his own. So he has a card to hold up with the number 10 when he votes, or if he wants to make things difficult, he can split it.

00:15:06 **Speaker 2**

I wanna give these cards out to those that need it. Virginia Jaguar Club, Brian Thomas has two, so you got two hands. So we're all set there.

00:15:20 **Speaker 2**

New Mexico. Who's that? Who's Brian Jones?

00:15:29 **Speaker 2**

What'd they say? Brian Demacon Jones?

00:15:35 **Speaker 2**

Virginia Brown. Brian Jones.

00:15:41 **Speaker 2**

Apparently, I had the time of my life. On this list, where I've got everybody together, I'm showing you Brian Thomas and Brian Trigger.

00:16:31 **Speaker 2**

around somewhere around him that has a number four on it.

00:16:37 **Speaker 2**

David Shepard has two, he's got two hands. Dean Casano has six, he's got a card that's all it says, six. Dean McKenzie.

00:17:04 **Speaker 2**

Jack is here, so now you're down to two votes and you've got two hands.

00:17:27 **Speaker 2**

North Georgia, Dick Warren has two. Jaguar Club of Ohio, Dominic has two, Fred Hammond has one.

00:17:41 **Speaker 2**

Jaguar's Affiliate Group of Michigan and Regional Director Gary Cunningham has two votes.

00:17:49 **Speaker 2**

Gary Hagopian has one, Gus Newenhaus has eight. So he's got two in the card, Fred Hammond has eight.

00:18:00 **Speaker 2**

J .J. has one, J .J. has 13, so he should have a card that says 13 so he doesn't do any voting.

00:19:07 **Speaker 2**

Les Hamilton has five, Lisa Schaefer has two, Marjorie has one, Mark Mayuga has five, he has a card already, Mark Smith, Matthew Siegel, all has one, Mike Tranovich has three,

00:19:35 **Speaker 2**

Paul Smart has two, she's got two hands. Steve Kennedy has two votes. This is no longer covering for Southern Colorados.

00:19:57 **Speaker 2**

Steve Smith has one, Stuart Benson has two. Padopia, Tim Ashcroft, Tim Moore have one each. Tom Wright has two. Winnie Waukeela has one, and that is it. So as John mentioned earlier, you've got the ballot that's in the back of your book. Somewhere in there, the first big question is, how many votes are you carrying? So we just went through that, so now you know how many you are carrying.

00:20:39 **Speaker 2**

So bottom line on the ballot, you can put that number that we just went through. It's anywhere from 1 to 13. And if your number doesn't match, What I and the recording people are showing, we're going to maybe throw out your ballot or try to get a hold of you while you're eating, and you won't like it.

00:21:37 **Speaker 2**

Is everyone okay with your ballot? Yes. Thank you.

00:21:46 **Speaker 2**

What do you need, Tim?

00:22:10 **Speaker 2**

I'm just curious, how many people do not have a package? One, two, three, four, five.

00:22:23 **Speaker 2**

Do you have a ballot? You have a ballot. Exactly. Whoever doesn't have a package, we have a ballot for you. We have a ballot for you. We have a ballot for you. We have a ballot for you. We have a ballot for you. We have a ballot for you. We have a ballot for you. We have a ballot for you.

00:23:01 **Speaker 2**

J Landers, J Landers, J Landers, J Landers, what club do you run? What club do you run? What club do you run? I'm from Jacksonville. What club do you run? I'm from North Florida. What club do you run? I'm from North Florida. What club do you run? I'm from North Florida. What club do you run? I'm from New York. What club do you run? I'm from New York. What club do you run? I'm from New York. What club do you run? I'm from New York. What club do you run? I'm from New York. What club do you run? I'm from New York. What club do you run?

00:23:33 **Speaker 2**

I'm showing Kramer for one and Jay Lander for the other. These two win. Jay Lander's over there. Greg's over there. I'm Jay. Okay. I show both of you here. All right. Good. Anyone else not have a balance? Everyone should have one. Everyone that didn't balance should have a balance.

00:24:02 **Speaker 2**

The bottom line on that ballot you put down is on number two, your very two numbers. So, when you vote, if there's life on your ballot, what's your next vote going to be? You can vote all year, vote for whatever happens. You can split your vote between two candidates if you

want to. If you have more than one. If you do not have more than one, do not vote more than once.

00:24:30 **Speaker 2**

If you want, that's up to you. No one needs to know how you're voting. This number down here cannot be exceeded by the numbers you add on the top. Do we have any people here from Chicago?

00:25:04 **Speaker 2**

We've got too many rules in this club. We've got special rules, even. Ballots, for God's sake.

00:25:57 **Speaker 2**

And the meaning is to change.

00:26:37 **Speaker 2**

Thank you.

00:27:13 **Speaker 2**

We're always out there looking for her.

00:28:09 **Speaker 2**

It's good

00:28:54 **Speaker 2**

Thank you for watching my video. I'm sorry to waste your time on that, the bylaws say once the gavel drops, there are no changes, no new delegates. So we have to get all the delegates and the people who are out of the way before the gavel drops. So John, you want to drop the gavel?

00:29:53 **Speaker 2**

Okay, I'm sure every one of you can read that on the screen.

00:30:00 **Speaker 2**

It's also the second page of your packet.

00:30:14 **Speaker 2**

the agenda, A to O. We will be going back and forth this year, yep. So we will be following this. Some of the topics will be grouped together. And just in case we don't have time to

cover all the things, down at the bottom on the second page, we have some issues that don't have any real substance to talk about.

00:30:43 **Speaker 2**

So, we will get to those if we can, but it's not for shattering information in there.

00:30:53 **Speaker 2**

I'd like to introduce the Board of Directors, President Jeff Oswald.

00:31:04 **Speaker 2**

By the way, I carried some of this paperwork over from last year, and I will show you some mistakes because of that. Should we hold applause to the end?

00:31:18 **Speaker 2**

Okay, top of this page says 2023. That was corrected in 2023. Vice President is not Phil Beible.

00:31:41 **Speaker 2**

to the Executive Committee, one of the board members is elected to the Executive Committee. And in the event that we have to have an Executive Board meeting, we have three voting members, the President, the Vice President, and the elected member from the board to the Executive Committee. Rob and I are members of the committee, but we're not voting.

00:32:06 **Speaker 2**

Okay, Secretary, uh, Craig Kerins is the elected member of the Executive Committee for 20... and after 2023, so he is in 2024. And Craig is hiding here someplace. Okay, I'm Secretary of Legal Counsel is Rob Thuss, back there. He was our earlier past president is Les Hamilton. Bill Seeler, again he's on vacation somewhere in South America.

00:32:39 **Speaker 2**

Jaguar Land Rover North America LLC JCNA liaison is Fred Hammond. Did I get all the letters right?

00:32:52 **Speaker 2**

And we should have an honorary vice president for Jaguar Land Rover. and we don't. We had a hard time finding people at Jaguar over the past few years.

00:33:09 **Speaker 2**

Northwest Regional Director Carol Borgens is not here. So Brian Case is kind of carrying the whole region almost. It's a good distance to travel from. That far in Canada or northwest of the U.S.

00:33:27 **Speaker 2**

Quite often, most of them are together. Southwest, Mark Miuga and Les Hamilton. They're on both sides of me. North Central, Gary Cunningham and John Boswell. South Central, J.J. King and Ron Wallace. Ron Wallace is not here today. J.J. is carrying his boat. South Central Region Director, as Mike Tranovich is the new one as of today, but Ron Gartner kind of gave up his term a little bit early, so Mike didn't participate in the board meeting yesterday and again today.

00:34:08 **Speaker 2**

Ron Gardner is here, he will be here at the banquet again tonight, and Greg Curtis is the other one. Northeast Regional Director, incoming Gus Niehaus is new to it. His predecessor, Bill Beible, got out of it a couple of months early so that he could come in and get a running start this year. And then Dave Pisano, he's back.

00:34:34 **Speaker 2**

These other people are advisors and contributors. JCNA to JLR liaison, Marvin Grayson. That is actually going to change out to Bill Beaver. He gave up his regional director's position, and he has been talked into it. He lives in Philadelphia, so he's not too far from Maui.

00:35:03 **Speaker 2**

Jack Humphrey, Jaguar Journal editor, Peter Grissman in the back, and we'll hear more about Peter later in the Jaguar Journal.

00:35:15 **Speaker 2**

JCNA to Coventry Foundation liaison is Dean Cassano. Coventry Foundation legal counsel and liaison to JCNA and parliamentarian is Tom Wright.

00:35:57 **Speaker 2**

agenda. Someone talking about the weekend schedule. Someone from the Carolina Club would like to address the group.

00:36:17 **Speaker 2**

I've got Jon Stewart and Eric Dunn listed. Eric Dunn was the past president. Jon Stewart is the new president. He's not here.

00:36:36 **Speaker 2**

Good morning, thanks everyone for coming, welcome to Charlotte, and I hope everybody is safe, thus far it's been good. We're delighted to be putting on this presentation and this event, and we're very excited about it. If there are any issues or questions that come up, please ask myself, or anyone else.

00:37:18 **Speaker 2**

several times, so we dodged the weather on that. But, again, thanks for coming. Brad, do you want to say anything? Yeah, just wanted to give you a heads -up on lunch. We're going to do kind of a sandwich station, buffet -type thing. It's going to be out there and ready to go at 11 .45. We do not have to break immediately when it's ready, but you can start, and you can break at that point.

00:37:42 **Speaker 2**

So if we don't break soon enough, we may run into a problem with him trying to take us to do this. So I recommend that you do start lunch at least by 12. And the rest is pretty straightforward. There's tech sessions. They're happening, I think, at 3 o 'clock or 4 o 'clock. They'll be in the salons just to my left and your right.

00:38:16 **Speaker 2**

talking about the market for our car and the four o 'clock. Dean Antonio will be in the seat talking about the. What does it mean to be a good? We're going to switch it up. We're going to have Q &A about originality. Yeah, it's about originality. You have a catchy title. I really like that one. Yeah. Okay, so, any questions on any of that? CocktailLR6 and their following here will also be in C &D. They'll read you those letters, Dr. Dexos, and we'll have them there too. Won't be done. Thank you.

00:39:11 **Speaker 2**

We seem to have taken quite a bit of time this morning. I think you're all aware we haven't been around in a little bit. I want to thank the group for supporting me for the last four years as president, and I'm looking forward to being the current past president. Thank you.

00:39:36 **Speaker 2**

Okay, let's do roll call.

00:39:41 **Speaker 2**

Administrative instructions, the basic things that's been carried over year after year after year. Please mute your cell phone. If you do have to take the call, please take it outside. Hopefully everybody's looked over the agenda on all the reports that are here. We'll briefly cover each of them. The meeting is being recorded, we've got two recorders going, so everything will be recorded today. If any of you need an alibi for anything, speak up clearly and announce your name and you will be recorded as being here.

00:40:16 **Speaker 2**

If you have something to say, raise your hand and you will be recognized. There are two portable microphones, one is at that table, and John's holding the other one. I'd like you to be near a microphone so everybody can clearly hear you. The meeting is scheduled to run from 8 to 2 .45. There's a breakout session in the middle, bathroom break, whatever. 9 .45 to 10, somewhere there, whatever you want. Lunch in the middle, I believe you said it was 11 .30 to 12.

00:40:59 **Speaker 2**

We'll also have another break in the middle of the afternoon if it's needed. Parliamentary procedures will be handled as they come up by Tom Wright. If anyone is in need of a delegate or proxy form before the meeting starts, well, we already did that.

00:41:16 **Speaker 2**

On your delegate form, you were either told to vote as you wish or vote to follow the ideas of the club you're representing. your form. I saw that they were checked. I don't know who you are or what's on there so use your conscience to do what your club wants.

00:41:46 **Speaker 2**

business will be covered in the committee reports. Actually, we don't really have any new business, old business, but when we did that separately, it just kind of bogged things down because we had to leave the topic and then come back to the topic later.

00:42:02 **Speaker 2**

Thanks to John Stewart, who's not here, Eric Dunn, and the rest of his team from North Carolina Carolina Club for putting this together. If by any chance, in today's world, if you become sick during or following me being here, the weekend trip here, please let us know. We'll pass on the word to others that something might be going around. I hate to say it, but it's a new world.

00:42:31 **Speaker 2**

Thank you for attending, and I hope you enjoy the weekend.

00:42:40 **Speaker 2**

Okay, the first thing on the... Okay, approval of the minutes from last year. That is...

00:43:49 **Speaker 2**

Who knows if they're right? Somebody raise your hand. Has any of your friends visited the last year's meeting that are on the website? Yeah, but I wouldn't know. I move we accept them, and it says written in my hand. Thank you. Thank you. Can I ask your name?

00:44:11 **Speaker 2**

But think about this, you're going through 145 pages here over a course of about six hours. Think about it, how do you take minutes on that? Slowly. What I am doing, I try to get everything in there ahead of time and I take minutes on the differences. Right. So it's a lot less going on. Briefly, it's up on the screen right now. I'll roll through it real fast. We have a motion on the floor. And a second to move by. We have a walk -along. So that's not recorded. So we have a walk -along. Who's up? All in favor? Aye. Aye. Aye. Opposed?

00:44:59 **Speaker 2**

Okay. Let's go. Now that you've done that, this chart in the front of your folder Bill Biebel presented a financial report last year. During the meeting, he said, oh, that guy that was the short of \$350 ,000 was wrong. It should be at \$300 ,000. So he asked me to please change it for the record. This has been changed, per his instructions, during the meeting last year. So this was supposed to be attached to the minutes.

00:45:39 **Speaker 2**

narrative was presented. Yep. You remember it. Yes. Good.

00:45:51 **Speaker 2**

Let's see our Dash 1C. Yep.

00:45:58 **Speaker 2**

Okay. Some of us read it. You may have to

00:46:12 **Speaker 2**

I didn't have much of a financial report this year. Bill Seeler is not here. Bill Seeler works mostly with an accounting firm, and they did not get the information to him. He went to South

America, and so he is not here. He's in a financial status. Can you put the microphone in front of your mouth so we can hear? Sorry about that.

00:46:41 **Speaker 2**

The Treasurer's Report, we don't have it because Bill Seeler didn't get it from the accounting firm before the meeting. That is always a problem every year. We'll be sending it out afterwards.

00:46:57 **Speaker 2**

I don't know, it's J .J. who's going to be responsible for getting that report out to everybody. CR1C here, financial status, again, this one was carried over. Bill Beevil's name is not here. It should have been. Sorry, this is last year. When will it return? I'm sure we'll get a financial statement from him. And we will then forward that to all delegates. Okay.

00:47:27 **Speaker 2**

All right, on to the nominating committee.

00:47:32 **Speaker 2**

We have two candidates.

00:47:38 **Speaker 2**

JJ Kaye from the Jaguar Owners Association of North Texas is currently the 2024 -2025 South Central Regional Director, and Mark Mayuto from the Jaguar Owners Club of Los Angeles is currently the 2023 -2024 Southwest Regional Director.

00:47:58 **Speaker 2**

I'd like to welcome the committee chair. Yes, I know it's this part. Lisa, you're welcome to it. Lisa, please help them hold the microphone. Microphone over there. We're taking one back there.

00:48:15 **Speaker 2**

Hi,

00:48:23 **Speaker 2**

thank you.

00:48:26 **Speaker 2**

We do have two nominations for president for this year, A .J. Pei and Mark Heidegger. There were no nominations for vice president. At this time, we want to open up nominations from

the floor. So if there are any nominations for president, additional nominations for president, raise your hand.

00:49:00 **Speaker 2**

No additional nominations for president, so we just have to - Wait, I'm about three times. Oh, sorry. Are there any additional nominations for president?

00:49:17 **Speaker 2**

I'm saying 30 times. Are there any additional nominations for president?

00:49:25 **Speaker 2**

Moving on to Vice President, there were no nominations prior to the deadline of January 15th, so now we are going to open up the nominations from the floor for Vice President. I'd like to nominate Craig Kearns for our Vice President. I second. Craig doesn't need to be seconded.

00:49:52 **Speaker 2**

you to write that person into your ballot for Vice President Craig Erdman, C -R -A -I -D -E -R -I -N -S. We also have another question.

00:50:17 **Speaker 2**

Last name is K -E -R -I -N -S.

00:50:24 **Speaker 2**

First name Craig.

00:50:31 **Speaker 2**

K -E -R -I -N -S -O -N -E -A -T -I -O -N would like to break terrible fortunes as nominee for Vice President.

00:51:09 **Speaker 2**

Nobody can hear you. What we're discussing is that Carol is not here. She is a member of the board of directors. She is a current director. She can be nominated from the floor at this meeting and be added to the ballot. Was that also for vice president? That is for vice president. We're currently in the vice president's nomination. So we have a second person. Carol Corkum. B -O -R -K -U -M. B -O -R -G -E -O -N -S, B -O -R -G -E -O -N -S, Carol, common spelling.

00:51:49 **Speaker 2**

By the way, Carol has an E at the end of her first name.

00:52:13 **Speaker 2**

We're going to move on to the third request. If there are any additional nominations for the Vice President.

00:52:25 **Speaker 2**

If you are aware of the President of the Nation, funds for nations, they are provided by the President. Craig Curran is in North Florida, I believe it is. That's right. Okay. Carol Morgan is in the Vancouver Island Club.

00:52:44 **Speaker 2**

what it's called up there, but it's the island outside of Vancouver. Victoria. Victoria. Carol's actually in Vancouver.

00:53:04 **Speaker 2**

Alright, so now we have a blue ballot.

00:53:14 **Speaker 2**

Fill out your ballot, how you intend to vote, your number of votes, and then fold it in half so that it can't be read by everyone and place it at the center of your table. The election committee will come around and collect your ballot, and we'll do the tabulation. Thank you.

00:53:46 **Speaker 2**

Everybody have your lunch. Does anyone say how long they've been members of GACF?

00:53:58 **Speaker 2**

All of the candidates are regional directors. It's one of their requirements to run for office. I'm not sure how long each has been a regional director.

00:54:16 **Speaker 2**

We're going to be here for two years.

00:54:45 **Speaker 2**

We will give the delegates to the presidential candidates. Yes? Are the candidates going to make small presentations so that we can help them make decisions? I was just going to mention that before you get it wrong. No. Laughter They're going to have an elevator

speech. Mark, would you like to talk about what you're doing with the Autobike Patrol? Mark, I know the Jaguar Motors Club L .A. Celebrating...

00:55:17 **Speaker 2**

Celebrating...

00:55:23 **Speaker 2**

Can you hear me now? Yeah. Can you hear me now? Yeah. Yeah. I'm Mark Maiaga. I'm the current president of the Jaguars of L .A. I've been a member since 1969. And I've been a faithful member of the JCA since 1969. I was nominated or appointed by Jack Humphrey

00:55:54 **Speaker 2**

My vision for JCNA is to grow our membership. I think a number of you were in on my message in the beginning, so you know pretty much how I feel. And I think JCNA is, it's time to have fun again. And that's a big, big thing.

00:56:47 **Speaker 2**

I'm very pleased to pursue the opportunity for your presence and we have a business to run. So we have financial obligations that we need to be mindful of, as well as having a business

00:57:16 **Speaker 2**

opportunity to lead this organization into the next year or more with sound financial decisions and business decisions as well as having fun. Thank you.

00:57:45 **Speaker 2**

six years, a Jaguar owner and fan for years and years. I got into the club and started judging and became the chief judge of the North Georgia Jaguar Club. And then later, the North Florida, I was the chief judge of the IJF back in Gainesville, Georgia. 2017 Chief Judge of the Fort Myers, IJI, about two years ago. I love the club. I love the people in it. I belong to, I think, three clubs right now. And have very much enjoyed being Regional Director.

00:59:09 **Speaker 2**

Carol Morgan is this sensational lady that lives in Vancouver, Virginia, and she is a steadfast member of the membership committee.

00:59:31 **Speaker 2**

a lot to the board meetings, the membership committee meetings, the marketing committee meetings. She would be a wonderful addition to the board of directors as the vice president.

Her vision is to reinvigorate regional directors, and she would like to be part of this wonderful organization. A very genuine, wonderful organization.

01:00:07 Speaker 2

A general question for any of the candidates. I'm a relatively newer Jaguar member, but I've been involved in Triumph's, Austin Healey's, and other marks. We won't call it the Pullman against Jaguar. I think Jaguar is in a death spiral and is in a very precarious position, including this club. What do you think can be done at this time in history to prevent that or to reinvigorate this club? Look around the room, look at the age of the membership and how many of your clubs have any members under 50 years old.

01:01:16 Speaker 2

what they did in the 1950s, taking a great leap forward to electrification. Whether you support it or not, it's gonna happen. I suppose they're shifting to electrification and they're not competing with a somewhat overcrowded market right now, which is BMW, Mercedes.

01:01:40 Speaker 2

My son works at Tesla. Oh. Our condolences. We do carbon offset. But actually, put it in this perspective. We are the custodians of a historic Marx. We have this incredible program, thanks to Hal Christman, Steve Kennedy, and his family.

01:02:12 Speaker 2

It's sort of an anthropological effort on our part to maintain what was, what is, and what might be. So as an organization, that's one of our primary responsibilities, is to maintain the history, the remembrance, and the great stories that are around the Jaguar Park. The Jaguar cars, they have said so, they have made a decision in the direction that they're going. They are embracing 2022, you know, the century. And I think as an organization, we have to do the same. We can't do the same old, same old. I think we have to move forward. In my club, L.A., I'd say we have maybe 40 % of our membership is below 50.

01:03:06 Speaker 2

They probably do color their hair, I don't know. But, you know. And have hair. I don't color my hair. I just have a lot of hair. I just have that much hair. But I joined this club, you know. And this is what happens.

01:03:23 Speaker 2

This club, there is, we do a lot of healing clubs, trying to work. And honestly, you know, we English car guys,

01:03:36 **Speaker 2**

We boil, I mean they de -boil, and we overheat, right? And that's who we are, and that's part of our misdeed. That's our responsibility as an organization is to keep that misdeed from happening. And that's how I see it.

01:03:58 **Speaker 2**

I'm glad that you asked that question. I'd like to end, I'd like to address the question that you asked.

01:04:08 **Speaker 2**

early evening at dinner, I spent a great deal of time with various people in the audience and at my dinner table to discuss exactly the exact same question. I don't know what correlation there is between power club and an organization.

01:04:50 **Speaker 2**

maintain to ensure the sustainability of our organization. We need to identify best practices from the same or similar.

01:05:12 **Speaker 2**

We have to share some of the same concerns that they do. We have to look at best practices. We have to look at where they both succeeded and failed. I think we recently initiated a pilot program last year with a membership of our program.

01:05:46 **Speaker 2**

very, very quickly, so we are trying to address this very serious problem that you pointed out. Thank you for the opportunity. Thanks for answering the questions. Questions for the candidates? Questions for the candidates that don't know? I'll take another attack, that's a very big question.

01:06:19 **Speaker 2**

You know, they have abandoned the fabulous character of Jack Arnold. And they always kind of, they put the pictures up and show them. So that's about as far as I can go. So that, them disappearing isn't going to be a big change. And the other marks that you mentioned are orphans, you know, their parent companies are gone, and we'll just join the ranks of the other British car companies. There are not very many automobiles, not very many automobiles. They're as beautiful as that.

01:07:09 **Speaker 2**

and there'll be Jaguar enthusiasts forever. And I think the old age argument is a little bit erroneous in that people are getting older every day. You know, people retire every day, people turn 60 every day, and that group is broken. People are living long, but they're getting older today. And I found a club to be a fabulous thing in return. And I work, I work, and I didn't have a lot of time to work on the cars. Well, this is like a gift to come back and have time to spend with other people that love cars and with these cars that I just look at. So I'm not negative about this one.

01:08:06 **Speaker 2**

I'm a member of seven different clubs and we all have the same problem. We're all getting older. The average age of a classic car club is 82. Our average age, as I've been told recently, is close to 70. Every club I belong to has the same issue. How do you get younger members? The young group today are not joining. They don't want to be a member of a club.

01:08:39 **Speaker 2**

working on it and trying different things, trying to entice younger members to join, trying to find out from them what it would take to get them to join. If we get the right answers, and if we start getting more young members, it'll certainly be a help, but it's like we're not the only ones out there doing it. As far as answering for JLR, do you want to give us any current information?

01:09:09 **Speaker 2**

and a corporate archivist, and Jacqueline J .R., appointed board member of the JCNA.

01:09:17 **Speaker 2**

I think, I don't remember if it was Will Rogers or Mark Twain who said that the reports of my demise and of our demise have been greatly exaggerated.

01:09:34 **Speaker 2**

I find myself, put the position, I didn't write a report for inclusion in the package because the situation changes almost on a daily basis. It's like trying to describe where all the gloves are in the bottle. You know, it's off the pen. But I can tell you this. There's a commitment on the part of Tata, the parent corporation of Jaguar Land Rover, to keep Jaguar as a brand going.

01:10:08 **Speaker 2**

I will be more than happy to discuss when my time comes, which I hope it does, to discuss the current status of the corporation. But one of the things that I said many years ago is that the club as a whole has to learn how to live without depending on the narcotic of getting money from Jack Orlando.

01:10:41 **Speaker 2**

of change, but the fact remains it will still be a Jaguar. There has been... There's been an awakening inside the Jaguar Land Rover that if you're going to move up market, and there are several reasons for moving up market which I'll get into during my report, but if you're going to move up market, all the people who currently occupy that real estate, Rolls -Royce, Bentley, Highline, Maybach, Mercedes, parts of BMW, If you're going to move in that direction, which in the car business is referred to as the Northwest strategy, you wanna move on the two -axis plane, you wanna move to the Northwest. Every one of those corporations sells their heritage. Mercedes has been selling it for decades. Rolls -Royce. What's the compelling reason to have a Rolls -Royce other than your favorite hip -hop star has one? What is the compelling reason to have a Bentley? It's all based on the Bentley boys Gustav Neumann, it's based on You know all those things. You're not, you don't spend 125 or 150 thousand

01:12:08 **Speaker 2**

dollars on a car that appeared yesterday And as we all know, everybody, with the exception of this group, a lot of people have a very short value. So the company's going to survive. There's been a rebirth in the interest in heritage. Some of that is driven by the fact that now there's actually some money in the coffers. Jaguar and Land Rover just turned in record profits for 2023.

01:12:39 **Speaker 2**

There's a whole discussion about the dealer situation, which we can approach later. But mostly, I'll give it back to you in a second. The one thing I can tell you is, keep an open mind. And if your dealer told you anything, it's probably not correct.

01:12:56 **Speaker 2**

As usual, land corporations, they can't do this because of them. Not so much that it's true, it's just not a way to tell you, I don't want to observe your car, I don't want to talk to you. Alright, let's keep moving. I've got a couple things to add to that. I'm sure some of you can correct me. Triumph and MG went out of business about 25 years ago.

01:13:25 **Speaker 2**

They're stronger than ever.

01:13:29 **Speaker 2**

M .G.'s pretty strong. Yeah. There's also a different view of those cars. Those cars will stay around forever. They're cheap, and they're simple. Yes. I mean, you can go out anywhere and get a nice M .G. or Triumph for about 15 grand. Depending on the quality, but somewhere in that range you can get one for \$15 ,000. Jaguars are expensive and they're complicated. Everyone's got one that says, do you know a mechanic? So that's a problem they have. If the company goes out, I don't think it will, but if they should go, it should not affect the club. We still love Jaguars. We still love socializing with people that love jackfruits. It should not make any difference whether the company is there or not. I mean, if a new person buys it and gets a new Jaguar, they're leasing it for three years and they're walking away from it. They're not an owner in their mind. I didn't mean to bog the group down. I wanted 15 -20 seconds for each one.

01:14:49 **Speaker 2**

Okay. Membership committee report. Mark or Deidre, do you have anything to talk about shortly? Quickly.

01:15:03 **Speaker 2**

The, uh, membership committee, I took over the membership committee in 2018, uh, and expanded six representatives, who at that time, 60, I think it was, 60,

01:15:21 **Speaker 2**

On the 59th of August, we invited all of the members of the committee, members, chairmen of the club, to participate in our Mexican community. It is probably a reawakening of that committee. And it is, the format of that committee is sort of an open, open agenda in which we discuss real, intrinsic problems in each club.

01:15:49 **Speaker 2**

We're also very honest about how we feel about the club and about PCA. And I invite any of you here today to encourage your membership committee chairmen to participate in the membership committee. Myself and Deidre, please stand.

01:16:10 **Speaker 2**

We have a lot of fun in our meetings and we resolve a lot of issues.

01:16:22 **Speaker 2**

In our meetings, we address the problems that each club has. We're in line? Okay, okay. And this is Mark Crew. Okay. This is Mark Crew. This is Tony Perry from the Delbert Growing Club. And he shared their viewing calendar that they promote. And, for instance, in our club, we just pass out a business card on shields of jets that we see on the street, and Tony shared his, and I think it's much, much better than what we have. And he shared with all the clubs. So, it's hard to definitely share, we learn from each other, and we can talk about the student membership and how to bring them back. So, I mean, we had a good year, a very, very good year.

01:17:16 **Speaker 2**

And so, you say, okay, there's 50,000 cubs. Why do you want to inform people to participate? Well, these are the people that really care and are problem solvers. And it makes a difference.

01:17:31 **Speaker 2**

Our participation is, it's not mandatory, it's most of the people that participate in our meetings are there because they want to have a problem solved, or they want to share a solution to a problem that they found, and found something that actually works. And right now, membership is the lifeblood of this organization. We've been talking about finding, how do we attract young people to our club? This is what we've got to use. Right here, this thing. This thing that we all have in our pockets. Social media.

01:18:11 **Speaker 2**

social media is, I think, is going to be one of the tools that we're going to have to use. And folks, we all have gray hair. Well, all of us guys have gray hair. And we're going to have to learn how to use this tool to attract new people. And as we will say, we're going to do this. They want to have fun. They want to drive the heck out of their cars. They want to go wine tasting. And they want to socialize, meet people, and network. And that's what we have to rely on. Now, if you want to grow your club, that's how you're going to find some younger folks. So I encourage you to think about social media. Think about direct, in -person. Everybody in your club is an ambassador of your club. Give them tools. or a flyer or whatever, get some tools to when they see a jaguar, hand it off to that one. It works. It really does. Thanks. John? Les, you've got one? Yeah. Les? I think you want to step into this? Les has got it. He's got it. He's got it, Mike.

01:19:28 **Speaker 2**

You're up. Membership. Comments? Comments on membership. All right.

01:19:37 **Speaker 2**

We do not have a formal report from social media, but we do manage a Facebook page, well two Facebook pages, for people who want to get in touch with us. JCNA, one which is open to the public and is used primarily for advertisers, but also current Jaguar -related news, and then additionally there's a members -only page, which is only open to members, which quite a bit of club news gets posted from. We also have an Instagram feed. Now the thing is there that the administrator of the Instagram feed, Patrick, who set it up and was really very instrumental in moving that forward, he's gone off to college. So we do need a new administrator for that. But they're very effective tools. Within my own club, we also have a page and a closed group, and we get a lot of members that way. And it's tied into our website, so most of our new members, probably 95 of our new members, come through our website. And the big thing about that is we gather all the information at the time that they request membership,

01:21:05 **Speaker 2**

and we get accurate information. and it doesn't quite make Phil's job easy but it makes it a bit easier so I think it's important that we use these tools and we're looking to expand them additionally. And the other area that we have, we use social media, is in the GCNA YouTube channel. And there's quite a bit there in terms of old, traditional, educational tapes from Jaguar that we took, we converted, and we posted, and then also pictures of events.

01:21:52 **Speaker 2**

If you're aware of a video that is directly Jaguar related, we're going to put that in place. There's a lot of content there. And we also did put the last Junior School, the last online Junior School video up. And there is also a link to... the video that Jay did that was relative to judging, particularly judging e -titles. It was a great video. So that was social media and membership. Same. And then you also have the direct marketing mail. If there are charts in your packet that compare membership by product

01:22:45 **Speaker 2**

You can see where your club is, where the other club is. Whether they're going top or down, they're going declining.

01:23:14 **Speaker 2**

For those of you who are not familiar, this program used to be called Passport to Service. And in the older models, in the service manual, there was a section about J .C. and Amy's

membership. And there was actually a care about a card. And that would be mailed and it would come to me. And I would find the letters above and send them information. Send them the referral information and send it to the club. Unfortunately, now, there's no tariff. There's sort of a sentence or a tariff that's hard to find. So, we have two sources. One is the cards, and that is when they make a number. And the other is when they go to the JCA website, Victoria Club, that comes to Jeff. He sends the information to me. So, you can see the numbers are down a little bit. We've received, Steve, Do you remember how many cards you received this year? Not that many, right? Maybe 20? Yeah, yeah, yeah. So they're down. But I want to thank all the clubs who have responded. And we had some increase in membership because

01:24:25 **Speaker 2**

of this program.

01:24:46 **Speaker 2**

I didn't. I didn't. I go to the Google Fusion website and search Pacifica and I have to find the club. Then I have to go to the club to make sure your press area or membership chair is not changed. So if anyone in here that your membership chair or prison has changed in the last couple of months, please let me know.

01:25:28 **Speaker 2**

I think it's about personality.

01:25:44 **Speaker 2**

I know the Wisconsin Club is my home club. We do contact every club located in the constituency, and we have a very high percentage of people that join our club. Yes, ma'am. Your question, or sir, I'm sorry. I'm just curious. I know there was no financial report, but are the membership fees covering losses? on an ongoing basis? Sorry. Are the membership fees covering costs every year right now? Last year, we did a \$5 increase because that was about 7 % inflation over the previous year. We probably have, since the \$10 increase several years ago, we've probably had 50 % inflation or more than that. So we didn't cover it all, but we covered the majority of it. Now inflation is down, thank goodness, hopefully it will stay down in the 2 -3%, 4 % is the max for the next few years and we try and keep coverage where we, in 2022, We covered expenses and did not have to go into reserves. 2023, we made a minor withdrawal from our reserve funds in December to cover until the renewals started coming

01:27:17 **Speaker 2**

in. So we were running a little short of cash in December. But we have not gone into the reserves as we have been until this was another \$30,000 to \$40,000 a year. I hope that answers your question. Is this then, is this an accurate chart? That was last year. That is not, that's an update to the 2023 chart. We do not have one for 2024. Okay, so, is that line at least straight above the reserve? That's all really my question.

01:27:53 **Speaker 2**

The goal is, to build a reserve to the \$300 mark. We are currently at about \$250,000 in that reserve. The reason we were able to do that in the reserve is A club our size should keep one year's operating capital in reserve in order to be solvent according to most indicators in industry. Some of them say 2%, but the minimum is 1%. We are starting with 1% and we're doing our best to build it back up to at least 1%

01:28:34 **Speaker 2**

members out of their pockets as much as we can. We're doing as many cuts as we can, we're saving money wherever we can save money, and we're doing our financial responsibilities and taking very serious. We have a five-year plan it has, unfortunately, we couldn't stop it in the five-year plan we have got the year-end results 2023 from the accounting firm that

01:29:06 **Speaker 2**

You're welcome

01:29:15 **Speaker 2**

You mentioned this sheet, okay, if you look at the two options on this sheet, it's one with no dues increase and it goes right on down the bottom, the other one where the line is staying above the horizontal, that's with a \$10 dues increase, we passed a \$5 dues increase So, our profitability is much closer to the break-even point here, just looking at last year's chart.

01:29:52 **Speaker 2**

We took the feedback from folks last year that we announced the \$5 increase too late. Some of them had already started their annual renewal drives within their clubs. And so, we've taken that note and we will make sure that if we are going to do an increase again, we will make sure that it is done in the August time frame. I don't foresee one, I don't know, and I think we can run along and continue as we are with the cuts we've made and the redressals we have on the place. Although, the current situation with the journal and JLR pulling their \$40,000 worth of advertising is something we've got to figure out how to recover from that.

01:30:43 **Speaker 2**

Some, coming back to make sure they think, they really need to continue to analyze the journals. The Jaguar Journal was started in 1958 and is the longest running publication of Jaguar in the world.

01:31:03 **Speaker 2**

I never look at mine. I leave it in the plastic bag. Is there a way to opt out of getting it that way and just get it through email and save some money for the club? It's all going to that direction. We'll get into that later. A club going to an electronic newsletter, it's a hundred percent savings because you've got volunteers putting it together. JC & A, we get a one-third savings because we pay editors, we pay a company to pull all the pieces together, And then we paid to have it printed and shipped. If we were to go electronically, we would eliminate the portion of paying and shipping. So we would save half to a third. It's not a massive savings for JCNA. I'd be willing to chip in to that. For a club, yes, you can sign up for the electronic techware journal. Les will gladly walk you through that. And it's probably in the package here. But it is available. It's easier to share with other people that way too. If you're trying to recruit a new member, you could send the email on to them

01:32:25 **Speaker 2**

and get them excited about it. And I was just gonna add, young people can't afford JURs. They're probably not members of Mercedes Club or Ferrari Club or any of the other clubs either. But they might have an FG or Triumph. Yeah. So the media outing of the Jaguar Journal is posted on the QECA website. You can download that and forward it to us. to affect the members, or just don't go to the website to explore, because again, it's in the non-member section. It's open to anyone to see if they want to or not. Yeah, that's right. So, just point them to the CSA website, and they can find the journal there, they can download it themselves, you don't have to. John, it's in the members-only section. It is now. Yeah, it has been currently, for almost two years. No, you can download it and save it as a file. As a member, you can log in and move to the other side of this component. Just as a legal perspective. You sign up for the Electronic Jaguar Journal and you get a link to your house every month.

01:33:28 **Speaker 2**

Or every other month. Just forward the email. I just want to go back to that comment that was made about Advertising no longer being, G -J -O -R being advertising money. What you have to understand is two years ago there was a very real chance that there would be no

more Jaguar or Land Rover. Post -pandemic, the company was hit with three really big, devastating financial lows. The company has now recovered from that.

01:34:16 **Speaker 2**

was that you have to plan your life around your own business. You know, this is, if Jaguar comes back and says, hey, we'll give you another \$25 ,000 and we'll buy three pages of the Jaguar journal, that's great, but the bottom line is, to depend on someone else handing you a check. Every year is a fool's errand, and it's about time JC &A weaned itself from that idea that they're going to get outside help. If you're healthy on your own, you don't need JLR. And that's what I've been trying to get everybody to understand. I mean, I hear comments all the time as well, what's, you know, we on the board here, what is JC &A doing for us? And then on the board I hear, what's JLR doing for us? I don't want to be in the house.

01:35:14 **Speaker 2**

Thank you.

01:35:20 **Speaker 2**

We used to get a donation from JMR, and we used to pass it on to the clubs. About three years ago, before that stopped, and everybody said, oh, why did you do that?

01:35:36 **Speaker 2**

We don't ever expect that to come back. Advertising is a different story. We are attempting to keep the pages available to JLR if they want to buy back. If we still hold advertising pages for somebody else and JLR wants to get back in, then as far as we can accept their advertising, we're going to be able to have things. That's why we're hoping that the NLR wants its tickets at some of its enterprises back up, but we are selling the ads to other entities on a short notice, trying to keep them open if they do want to come back with that, because there's a short window for that to happen. If they don't, well then, we sell them to the other organizations that are willing to pick them up. I'm sure that'll be covered in the, one of the committees. That's what I heard, that's my opinion. But yeah, we, as a board, I don't think we are, you know, I don't think it was any kind of money that we were given. Just to be clear, I think, just one here. Okay, just the results of the locator service result,

01:36:49 **Speaker 2**

or the front locator service results, that too here. See all that? Okay.

01:36:58 **Speaker 2**

The count of members in each club in JCNA, some have gone up, some have gone down. Here's the amount of changes. Oh, we're down to 25 isn't it? Yep. Excuse me. I'd like to address that last comment you made because I think it misses the point. I don't think the relationship between Jaguar, Lennon, Grover, and the journal is the same. is the only issue. I agree with you 100 % that it shouldn't relate to, stroke a check to put an ad in, stroke a check to keep the organization alive. support the products that this group loves to enjoy. I shouldn't have to struggle to find a part for a car I enjoy.

01:38:24 **Speaker 2**

reasonable to obtain a part and has walked away from its heritage is what I believe many people who enjoy, adore, and love the brand find frustrating.

01:38:49 **Speaker 2**

they won't stroke a check to put an ad in a magazine, while Mercedes, Porsche, and other places seem to have a better heritage support system. And I realize there's a little here and there, but that's at least something that I sense as a tension. Well, I agree with you. I agree with you 100%. The biggest problem we have right now is, and this is not only General Manohar, it's everybody. Certainly. Nobody makes a delineation between what is the corporate and what is the dealer. And as I mentioned before, if your dealer is told you something, chances are it's not right. It's not the dealer, it's the manufacturer. No, it is the dealer. Jaguar Land Rover currently has a heritage parts division. I deal with them all the time. Yep, well the dealers, most of the dealers can't be bothered. The parts manager can't be bothered wasting his time to get into the other computer system. I get people, I get calls in the archives. I'll be finished. I get calls in the archives from people who have 10 year

01:40:12 **Speaker 2**

old Jaguars. Oh, the dealer tells me they can't find a cap converter for our car.

01:40:23 **Speaker 2**

We're dealing with multiple pianos here, you know, it's like, oh, it's his fault, or it's their fault. So I can tell you right now that what I do, if a customer calls in and says I can't find a cap converter, and the other thing is, if you call J .L. Warren, you have a 10 -year -old car, they switch you to our cars. I have no capability of answering their question. All I can do is give them direction. And what I do each time is, if you check with the dealer and they move you off, Here's Welch, here's S &G Barrett, here's Moss, here's their email address, their website, their phone number. I do the same thing with Rovers North on the Land Rover side. The biggest problem is there is a huge market and there's huge availability. on a lot of these

parts, you just got to know where to look for them. Now, in terms of service, that's another whole problem. I understand. Again, I was going to address this later, but the biggest narcotic to dealers today is warranty work. You know, someone came to

01:41:38 **Speaker 2**

me the other day and said, well, the dealer told me that they were told by Jaguar not to work on anything over 10 years old.

01:41:51 **Speaker 2**

I'm trying to answer your question, that there are resources out there, and the bottom line is, if most dealerships, if you can't plug it in and read it off the OBD -II, and it doesn't give you codes, they won't invest the time on the car, because they lose money on diagnosis time. So, they don't want to be bought. So again, when there is a vacuum, okay, we've seen it with a couple of other organizations, including Coventry Foundation, where there's a vacuum, something rushes in to fill that vacuum. And now this is the opportunity for JCNA to rush in and fill a vacuum that exists. But don't confuse the manufacturer with the dealer. Everybody inflates those two.

01:42:49 **Speaker 2**

It's not the same thing. Dealers are independent business people who you can't terminate unless they're convicted of fraud. You can't arbitrarily terminate everybody. Every one of the Jaguar dealers that gave up their franchise... Sir? Yeah? I appreciate all your sharing. I have found every part I've ever needed. It should not have taken me the effort it took me. what you're sharing. Thank you. All right. All right, Bob. Let's see if we can get this going again. Okay, let's do it. You've got the report in your packet of how many clubs have changed. Let's see, this one went up 16%, or, you know, grew by 16 members is what lost, you know, last year. So, a little all over the place.

01:43:52 **Speaker 2**

Marketing Committee.

01:44:24 **Speaker 2**

I'm going to start a new agency. I just have one. There it is. Oh! Thank you. Thank you. Thank you. Thank you. Thank you. Thank you. Thank you. Thank you. Thank you.

01:44:39 **Speaker 2**

Thank you. I apologise, I misread the schedule there, so I thought I'd have a cup of coffee before this. In the September, well the fall board meeting, John came to me with a suggestion that had come from one of our members

01:45:16 **Speaker 2**

is to use direct marketing and we have access to a list of 7,800 Jaguar owners. So we put together a small project team and we ran through this, we defined our objectives, what we intended to do, costed it out, brought it back to the executive board and we got approval to go ahead with the trial. So our trial size was 1,000 potential members. and this is the project team. The project team was Jack, myself, Nedra and Mark. Mark is the person that came up with this idea and he spent roughly 25 years with the I think the American Antique Motorcycle Organization, and he'd been in charge of recruiting. He'd grown their membership from about 25,000 significantly above 100,000, I believe. So we ran through this and we did all the prep work, got approval to go ahead with the trial and on the 2nd of January the 6th we mailed out 996 invitations to join GSE &A and the invitation was an invitation letter and our current membership brochure and a essentially prepaid envelope for a reply to come

01:47:02 **Speaker 2**

back to. Well, we sent this out and we waited. and today we've had 11 responses which is not a very good response rate. Six of them were positive and five were negative. Five of them are no longer on the Jaguar or this person that you're mailing has passed on.

01:47:27 **Speaker 2**

So the six came to Jack, who passed them off to Nedra, and Nedra has passed them off to the membership in each club. The next piece of the process would be for the membership chairs in each of these clubs to go and contact these potential recruits and turn them into members. Given the numbers for these response, our belief is that the We've got a good process, we understand what's the process, but the list that we were provided was too old. And so we, at the moment, what we're doing is we're gathering the rest of the information. There's no time. We need to get through the process and see how many will actually convert to members. And if there are any stragglers coming, which, well, may or may not happen. But then, once we probably, about the, sometime early May, we'll produce a report for the board, and the board can determine if we want to look for another source, another list source. We might even find two potential list sources. One is Pravcon, the production house that produces the

01:48:51 **Speaker 2**

Jaguar Journal, and they've indicated that they, They have suitable names and addresses for us. And then the other one is Xperia. Xperia, in actual fact, a long time ago I used to work for Xperia when it was TRW and they have literally millions of names and addresses, and also they run auto check programs. They know about cars that people own. So, we're not going to pursue that until we've got approval from the board and they say that we'll need to produce our final proposal, our final report, and let the board decide. So that's where we're at. The big thing is that recruiting is everybody's job. Everybody's job, everybody who's a member, should be looking to expand our membership. And this is one arrow in our quiver, and we should look to see if this makes sense. If not, then okay, we've made an exercise, we've evaluated it, and we'll move on.

01:50:07 **Speaker 2**

questions? Did you say that this cost 30 grand? No, it cost is \$2 ,936 .83. Oh, \$2 ,000. Okay, so if you pick up theoretically out of that \$70 ,000, you pick up 200 and something members. At \$440, you're at about \$8 ,000. If you go look at a traditional marketing organization, you look at the cost of member acquisition, it's somewhere in the order of \$12, \$15, and a high. It could be a lot higher. It depends on the product. But you very rarely break even on the first year and you need to recruit members and retain members, that's part of it. Overall, everybody should be doing that as well. If you go look at the table that we produced there, it's an eye chart. If you go look and look at the trends, you can see the clubs where the retention is not strong

01:51:13 **Speaker 2**

Very good. Thank you. Thank you, Les. That program was presented to the board from a member, who has done direct marketing for the last 20 years in the antique motorcycle industry and pushed the membership of their club from 50 ,000 to 100 ,000 over the course of three years. So, he's very committed to it, he says it's a good process. It would be any expected of KCNA to at least attempt to do it. So, we put together, we're trying. If it works, great, if it doesn't work, we'll have to. But what I'd like to say is, every member's responsibility is to let them, if you have an idea of how to grow memberships, make sure that the Board of Directors, nobody but regional directors, so that we can at least attempt to grow membership that way. I know I had last year, they had me on my challenge, every one of those things, to go back to their clubs and say, if every single member recruited just one member a year, we would double in a year.

01:52:25 **Speaker 2**

So once you pay for the first, the 2,000 is for the 1,000 people or for the 7,000 people? We bought, in fact we paid for 1,500 names, about 16 sets of names. The major cost is for the printing and the post outbound postage. And then it took a lot of Jack's time to set up a business reply envelope licensed with USPS so that we get very good rates on the return postage. Overall that was the biggest part was the printing. Okay. And if we did this again, we would probably

01:53:12 Speaker 2

move from focal print to cubical print and shave some more pennies off each one, but that was the biggest part. And you only need to buy new names, right? That once you've bought the names, you own that list, you don't have to... for next year, you may only ask them for the changes to that list, right? Well, at the moment, we've got 1,600 names that we bought, sorry, 1,500, I run a de-nuke against our current roster, or in actual fact, our roster for the last three years, we've

01:53:55 Speaker 2

those as many times as you want, but as I say we need a better quality list. If anybody here knows of a list or has got sources, you know the main sources would be something like SMB Marriott, but they're a little bit gaugy about sharing their customer list.

01:54:22 Speaker 2

experience is in this business. I mean, probably 60 % of the job that you get comes from experience. So anyway, that's that's that's the current strategy. All right, let's thank you. Any other questions before we take a short break? Take a 10 -minute break, whatever you need to do, and I'll see you back here in 10 minutes. If you have your mail filled out, hold it in half and you can take it from your place setting.

01:55:58 Speaker 2

Thank you for watching my video. Please subscribe to my channel. See you in the next video.

01:56:15 Speaker 2

Bye. and I will try to do what I can as best as I can for everything in the world. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can. I'm trying to be as strong as I can.

when this guy stood up and said how I did it. I'm surprised you kept silent to answer this question. That question? Yeah. That's what my breakout sessions were. Now, I know, that's exactly what it was for you. But when you talk to somebody who doesn't realize it, we never relied on the factory for parts. Never. Not since the early 60's when I came to Northwood. And then I didn't get Jaguar parts because they were too expensive. I said, cross it for an Austin and Healy, cross it for a Simca, cross it for a Sunbeam, and sure enough I get the same doggone slave cylinder. Exactly the same bolt pattern. But if I bought it under an Austin

02:00:47 **Speaker 2**

and Healy number, it was \$29. If you bought it under a Jaguar number, it was \$79. I try to avoid all the normal talking points. The normal talking point is like, you know, how do we get younger people involved? I'm so sick and tired of hearing that.

02:01:15 **Speaker 2**

I think historically it was not people that were raising their families that were involved

02:01:32 **Speaker 2**

There was no answer to it. Absolutely not. Not only did he get it dressed once, three times. It took time. I understand what you're saying, but the factory should make it easier for us to get parts. Why? That's just a proclamation on the soapbox. Yeah. Why? Part of the enjoyment was finding the parts. Parts are totally

02:02:06 **Speaker 2**

I have an Excel spreadsheet of the parts that I need to buy, and in there, one of the columns is the local Jaguar dealership. And I have been surprised pleasantly numerous times when I was pricing parts out, looking for availability and stuff, and I found that the Jaguar dealership had not only the part competitive and because I can pick it up at the dealership instead of having it shipped to me. Well, it depends on what you're talking about. But in most cases, because of the cost of inventory, they made a 10 -year cutoff. After 10 years, they no longer replace stock.

02:03:00 **Speaker 2**

The one that was in there, it was shot, it was really all clogged up, and I wasn't going to get it re -cored, I wanted to do it. So I searched around, and it was XK's Unlimited at the time, but they couldn't get me, it was like a six month lead time or something. I called them, the dealership, they had to install. What happened, there was enough demand, that they went out and they had their supplier build, I don't know, a hundred of them or something like that. I

happened to luck out and I said, I can't believe this. And so when I picked it up here, it was beautiful, it was OEM, it was brand new, it was cheaper. Net cost to me was cheaper than anybody else offered. There was no lead time because I ordered, they said we can get it in like two or three days because it's up and down. Literally, if that happens to me, the next thing I'd do is go to local and get myself six digits for the next lottery. That's how lucky, that's how lucky that was. Also things like, if you work on your cars, it

02:04:01 Speaker 2

sounds like, you know, those little crush washers that they use, the C41, 46s, it's got a ring on it and they use it for oil and coolant and all of that. Yeah, pressure, pressure. Yeah, but if you go to most of the suppliers, they just have a regular washer, but the Jaguar one had a ridge on it, so when you crush it, it was a good seal. I buy them, they always have them at the dealership. I go buy them, buy them a dozen, because they were on my E -type, they were on my XJ12, they were on my XJ. They were on many, many hardware suppliers that have OEM parts, and they probably, in most cases, you do have to buy them for the walks of a hundred. So what am I gonna use them for, you know? I think that I need the copper washers. I ended up finding a supplier that said, okay, these quarter -inch copper washers, which you put underneath the nuts. You need to get Harbor Freight, afraid they have a package like this and they're assorted sizes and it just so happens that the copper, the ones that

02:05:05 Speaker 2

fit under the tampon... I made a good relationship with a hardware dealer in Missouri, and they still had my hardware dealership, and I said, can you get these ones, that's a specialty type order that I have, and one of my suppliers does. Some of the stuff is, yeah, it wasn't made for the general public, it was made for the And you have to have those type of ties to do that. And I said, you know, when I needed certain bolts that I couldn't get, and I tried to make that bolt myself. So if I needed a bolt that had the right head on it, I needed a one and a half inch of non -threaded area, but then it had to be four inches of, I'll say, three -step thread. It's like 5 -16 -24 thread, what we call that.

02:05:55 Speaker 2

I had to cut it off and chamfer the end off and then I had to re -blade it and then I had the white bolt. But they were military, because they needed that much non -threaded area. Buy a regular bolt, SAE says you get it in the left of the bolt, you get so much of non -threaded area at the top of the bolt. If your bolt called out to be one and a half inches, and the bolt is four inches long, you have to buy an eight inch long bolt. By standard, because these were

special military standards, how I got away with making a beginning five millimeter bolts, specific standards by making general production. And these are the crazy things they do. This goes back. Now, virtually everything that you can buy is made for you. You have a little guy on a mission, Steve Barrett, and they will make a special run and you get a package. It's all the nuts and bolts, all proper British standards, all properly marked on the head. Okay, sure. It's \$229 for those 50 pieces. It's the hardware. So, what's your time

02:07:07 **Speaker 2**

worth, you know, searching around and... My challenge, because I did it in the early 70s, you didn't have the incident. The only thing you had was some really good suppliers. One was an airline pilot, who used to go to England at least twice or three times a month. It was really crazy. He'd come back and go to every one of the automobiles.

02:07:35 **Speaker 2**

with cards, and he'd get them back to the states and he'd type them all out into a type sheet and he'd mail them to you, and it was like your wish list was right there. Again, these were all kind of old, as long as the supplies last. I mean, I got three of those, I got five of those. You just had to get them at the right time. You couldn't leave them with just one list. But that's how you had to do it.

02:08:04 **Speaker 2**

What I have is going on the hunt.

02:08:36 **Speaker 2**

Make sure to tune in to our next report, which is a national participation show for those of you who don't know about it. It's right in Central Park.

02:09:26 **Speaker 2**

What do you like about life? What moves you? Yes or no?

02:09:56 **Speaker 2**

That's a good joke.

02:10:45 **Speaker 2**

Rawr!

02:11:16 **Speaker 2**

Thank you so much for watching! I hope you enjoyed this video. If you want to see more videos like this, please subscribe to my channel.

02:11:36 **Speaker 2**

Thank you!

02:12:20 **Speaker 2**

We all come together, it's all in the end.

02:12:39 **Speaker 2**

Eighteen. I'm having a great time. You're doing okay? Yeah, everything's going great. I love this hotel. This hotel is really nice. Oh, good. How you doing? Stressed out? You're not stressed anymore? What's going on? You okay? I think you're sitting back and going, yeah, I'm good.

02:13:05 **Speaker 2**

It's like raising a child, right? Well, I think they created the weather, because when we were located, the hotel, and so much was going back and forth, it was kind of rainy, but it was difficult. It was great.

02:13:23 **Speaker 2**

Do dinners come here sometimes? I think it might be here or the one right next door. See you later.

02:13:35 **Speaker 2**

Yes, thank you.

02:13:50 **Speaker 2**

All the hard work's done already, right? Now you can relax and smile a little bit. I know where they're going to put the presentation. Be careful when you go to walk away.

02:14:07 **Speaker 2**

It's all good.

02:14:11 **Speaker 2**

What time do you leave? I leave at noon, I'm gonna have to leave around 10.

02:14:27 **Speaker 2**

Kevin, I've got another spot for you.

02:14:55 **Speaker 2**

It makes you wonder.

02:14:59 **Speaker 2**

You should take it apart and watch it.

02:15:08 **Speaker 2**

There you go. That was fun.

02:15:13 **Speaker 2**

Well, I go back this week. This week coming isn't going to be a college this week. I'd almost rather just stay here. I had a show last week and a show the week before. I had three shows last week. I had two shows.

02:15:29 **Speaker 2**

Let's do this. Next year we will be in Philadelphia, Pennsylvania. Next year we will be in Philadelphia, Pennsylvania. Next year we will be in Philadelphia, Pennsylvania. The Delaware Valley Jaguar Club is going to host the AGM next year, and we're going to have a presentation later tonight.

02:15:49 **Speaker 2**

We went to Columbia, South Carolina for an IJF in 2024. We are heading for Flagstaff, Arizona. Right on Route 66 for the IJF there. And that's a nice plan.

02:16:11 **Speaker 2**

Let's see, first thing in my package here is the ATM Delaware Valley Network Club. We have the two hosts in the club. Oh yeah? Yeah. Do I have a microphone? Yes. Do I have to get presented? Do I have a thumb drive at all, or do I talk off the paper? It's not on the... It's not on the... Yes.

02:16:35 **Speaker 2**

By the way, because you have all those colors, they don't copy Verterona black and white. Yeah, it's a very dark blue. Well, we're very happy to be making this presentation while everybody is still thinking that the AGM is a great thing.

02:16:54 **Speaker 2**

So, we did our AGM in 2015.

02:17:04 Speaker 2

This time the hotels are not available so we moved out into the suburbs and King's Park. So if we move to the next slide, we're at the Sheraton Court, which is a lovely hotel. You can bring your cars, you don't have to valet park. So we'll be happy to see all the cars that you bring. And along those lines, being in the center of the megalopolis, we'll have plenty of cars coming in.

02:17:35 Speaker 2

The bookshelf, of course, has all the great amenities, as you'd expect. And the next slide, please. We're returning to the Simi Ong Foundation along the road to Bouguesville. It's a fantastic last time. And coming to Nara here will tell us more about that. That's Jay. So we haven't figured it out. Jay is doing the play -by -play. I'm going to do some color commentary. So if you thought Philadelphia was famous only for the Liberty Bell and Independence Hall and Cheesesteaks and the Rocky movies, think again. We are the home of the world famous Simeon Museum, Simeon Foundation Auto Museum, and it's all thanks to the late Dr. Fred Simeon. He was a preeminent neurosurgeon. Are there any neurosurgeons in the house?

02:18:33 Speaker 2

He is, along with Dr. Richard Rothman, co -author of the text that is still used to study the spine. More importantly, he was a collector of historically significant race cars. I think over 75 race cars have the city done. We've got the next slide, including these jacked C &D models where the D -type was famously acquired at an auction at which the under -bidder was some rich musician, Jack, who was reportedly very indisposed at the car. But anyway, that awaits you at the Cineo. Dr. Simeon was a distinguished Philadelphian and a proud Italian - American who was actually knighted by the President of the Republic of Italy, and has assembled an amazing museum that ranks consistently among the top museums in the country. So there you go. While we're chatting about that, too, you may have seen in the Gag Journal there is a very special edition of Simeon that's going to be held in June of this year called the Abyssinian Museum, and it's all for the benefit of the Humanities Research in the area

02:19:50 Speaker 2

of pediatrics at the world -renowned Children's Hospital. So, it's history. to be a very special event for us and we really look forward to seeing you. So that's our Friday event, and then Saturday we're at the hotel again for our tech sessions and banquets. And so, thank you.

We're going to wrap this up with a picture, a couple of maps. Let you know what's going on. For those of you who don't know Penn is for George Washington, but it's grown up in Cincinnati. mall, the King of Prussia mall, so you can see that while you're there. Let's see, other things nearby, we've got casinos. I don't know if they're legalized. There we go. So you can see Valleyport Park is nearby, so is the casinos and the mall. So the next slide will show you that we're not that far from Philadelphia. It's about a 30, 35 minute drive from King of Prussia for those of you who want to see the historic buildings there. And you can see about four inches up on the left, and Philadelphia's down on the lower right. And

02:21:01 **Speaker 2**

the next picture will show how, we're easy to reach. We've got all these airports from, whether you want to come in from Washington, or Philadelphia, or LaGuardia Airports, where you can find it in Atlantic City, and come into Philadelphia, there's an awful lot of regions for you to see. So, thank you, I think that's enough for now. Bill, Bill, excuse me, don't go into the water, All right, so we want to make

02:21:41 **Speaker 2**

sure that, one more question? Yeah, I want to congratulate you all for acquiring Kenny Pickett. Acquiring? Kenny Pickett, the quarterback of the Steelers. Oh! All right, I'm not a big football fan, I didn't know that. Anyway, see you there, this is Bill Peebles' car, and he's, sorry he's not here today, but glad to see you soon. Thank you.

02:22:14 **Speaker 2**

We're going to do our interest in going to the Philadelphia Concord. It is not a GSA sanctioned event, but Jaguar is a featured part of the Philly Concoours. And Bill Beeble is personally on the committee responsible for getting as many 374 Jaguars as we can for the event. I don't know if he has any spots available. I know I said he's accepted my 38 SS, so I will be there.

02:22:47 **Speaker 2**

IJF, Mark, you have something to talk about, and Nora.

02:22:56 **Speaker 2**

IJF 2024, Blackstaff, Arizona. I hope everybody knows where Arizona is. It's in the Southwest region. It's over there in the brown place. It's going to be at the O'Quinn Arrows Casino. which is about a 20 -minute drive outside of Flagstaff. We're on a lease on Route 66. It's a Navajo Nation owned casino, very elegant. We have secured a very good room

rate of \$192 a night. For those of you who are familiar with Arizona, it has all kinds of features, like Grand Canyon, Sedona,

02:23:41 **Speaker 2**

be on our part of our event. We have secured the local observatory, and they will be on Friday night. So we'll have early dinner.

02:24:08 **Speaker 2**

We're also going to have a quick briefing from a NASA astrophysicist who works at the Naval Observatory there.

02:24:24 **Speaker 2**

just outside of Flagstaff. And also, you might even go to the NASA training site for the moon landing, where they have these little cars that fly around there. So it's going to be kind of a fun event. We have a concord land on Saturday, a slalom on Friday, a rally tour on Thursday. We'll go out to the area. We'll be going to some old Mesa Verde types.

02:24:52 **Speaker 2**

We're going to be walking on lava flows, so it's going to be a very interesting and very different IJS. And I think it's going to be cool. It will be cool. Yeah. But, you know, and I wouldn't want to sit here crying. By the way, a lot of folks, I don't know how many of you guys have ever walked on lava, anybody here? Yeah, this lava that they have here in Arizona is unique. And who would be able to walk over to a cinder cone? It's going to be kind of a different kind of an idea. We do have the driving events, we have the concourse events, and the food in this casino is exceptional. And you'll also, if you want to, choose the Navajo dinner, traditional Navajo food. So, it's going to be different, and the Northern Arizona Club is helping us show you Huffingtonburg. As is the San Diego Club, the My Club, the LA Club, the Sioux Ball, and Jeff Gennaro, just to volunteer, it is a higher cost to have a house, so it's gonna be a lot of work. Yes.

02:26:05 **Speaker 2**

Oh, yeah, yeah, I'm sorry, I'm sorry. The 192 is inclusive.

02:26:28 **Speaker 2**

So it's a pretty good rate, and if you come early, they will give you that same rate. If you stay late, it's like two days after, they will still give you that same rate. That's how good of a negotiator I am. So I just wanted to make it an incentive. By the way, oh, there will be a pub crawl on Thursday night for those who partake. And Flagstaff has this wonderful street called

San Francisco, and so we're gonna go there. and all these clubs and wine tasting and wine tasting shops and restaurants, all of this one piece of the street. It's simply a lot of fun, as I said, very good fun. Of course, we have wide open spaces of the Arizona desert, and we've seen success. So, please plan on attending. We will probably go live next week with the registration.

02:27:26 **Speaker 2**

to their insertion in their newsletters both at the hard copy and what's on it. You saw the pictures in the Tag War Journal on page 30 of the 31th edit. Russ and Nicole were together for me and you ain't seen nothing yet. This is very different for you East Coast guys. You've never seen anything like this. I think you'll enjoy yourself. Thank you.

02:27:57 **Speaker 2**

All right, concourse is coming up next. I was asked to talk about a little bit of all that happened yesterday. I was also asked to try to get concourse done before lunch, so we just thought we'd be able to do that, too. We still got some time. How many of you remember the concourse issues over the last few AGMs? It got a little testy at times?

02:28:29 **Speaker 2**

The board realizes that our concourse program has some issues. Looking at it for the past few years, the issues that are coming up are... We're breaking it down between hardware, defining the car, judging the car, and all that. And the process... of putting the program together on the field. Judges, training, and timing, and all that. So, we are proposing to split the half -course rule into two halves. The second half is talking about the vehicle, judging, the details, what's required of each car, how many points for this, that, and the other thing. And Hal and Steve will be responsible for that. The first half of the book, the program issues, that will be responsible for by the concourse committee. Well, they'll work together on what your timing dates are for the judge's training and all that. But managing the program on the field, the concourse committee will be responsible for that. So, this should eliminate, and we also realize some of our rules are maybe conflicting, maybe confusing,

02:29:58 **Speaker 2**

stated in funny language, that's going to try to get cleaned up. The board of directors owns this problem now. We don't want to dump it on the few volunteers that are leading the program. The board is going to own this now. We are going to bring in a concourse administrator. He will not be part of those two committees, but he will work with them. And he will be the central point contact. If any club has a concourse question, contact him. That

person, he said yes, but he hasn't heard all the details yet. I volunteered him. Dave Allen, the Chief Judge out of San Diego. He is, he is literally a rocket scientist. Yes. He is, he's the chief judge in San Diego. He put together an online judge's training program for his region, so he has done things you need already. He will come in, he will help those two committees man their committees. They're supposed to have an active member from each region come into their committees. They have people on paper that they haven't seen in years. They say, people

02:31:28 Speaker 2

aren't answering our calls for meetings. They want to set up conference calls, television calls. They're not showing up. The regional directors will make sure that their region is represented. So, we are taking this seriously. Your region will be represented. The workload will be lessened from these guys. It's up to them to how really they work it out. Jim Sambold is working his ass off right now. He does the sanctioning. looks at the score sheets, certifies that, he keeps track of the judge's training, who does what and when and where. And if anyone has a question to how to get the results on the computer, he'll spend time with you working those out too. If Jim has six good people on his committee, I'm not telling him what to do, he could have one person on his committee take care of all the judging certification. judging records, judge's personal records. One person will take care of sanctioning. One person will take care of reviewing of the CAG course results. One person will be responsible

02:32:36 Speaker 2

for helping people with website entries. So it will relieve Jim, and therefore his wife, of a lot of problems. And by having these fully staffed committees, overall the two groups will have about 18 people in it. We would like them to go out to as many concourses as possible. In those concourses, introduce themselves. How do you like the program? What can we do differently? What is confusing? What don't you like? And they will bring that input back to their committee, and their committee will try to work those things out for the future. Dave Allen, when he comes in, he's gonna help get these committees staffed with the board help. And his first single task, not that it's gonna go very far, but it's to look at the process half, the first half of the rule book. What makes sense and what doesn't make sense. He's put half a day into that already. He's brought a lot of discrepancies. So, we want to clean up the rules. We don't want you to come and bitch about it next year to say, our judges

02:33:57 Speaker 2

were trained on this set of rules, when it was supposed to be that set of rules. The timing changed a little bit. We were off by a day. We want to try to eliminate that. And we also want

to be realistic when something goes off wrong, rather than, if a rule is best, we don't want to throw out scores. We sort of want to put, if it doesn't affect much, if it's not a serious violation, okay, let them in. But next year, a person will be at that club site six weeks before the concourse, going over their planning and preparation, and be there two weeks afterwards to make sure that the follow-up is done properly. We want to support the clubs. The concourse program is one of the biggest things we've got here. My club got away from it for a year and the president called out for it. So we're back into the concourse program after one year of taking time off. A lot of people joined for the sake of the concourse.

02:35:17 **Speaker 2**

I was asked by the Cap Course Committee to bring out this little bit of explanation before they got into the rule changes and some of the stuff. We haven't worked this stuff out yet. This administrator will be reporting to the Vice President of JC & A. He will not be a member of those two committees. He's an independent. He will report to the Vice President of JC & A just short of the quarterly board meetings. So the board will be aware of what's happening. We don't want you upset. We don't want anyone taking it out on them. We want everybody to be happy and living together. We're in this for fun. We're volunteers.

02:36:08 **Speaker 2**

So that's our goal right now. As I say, we have to work out the details. This just came up yesterday. I presented it to the board yesterday. Already they've made some changes. And Dave Allen was asked a week or two ago if he would do it. Yes, he will. So, we're trying. We are listening to you. Yes. Who is the chief judge at the AOA? Dave Allen. Dave Allen? Yes.

02:36:47 **Speaker 2**

So you're going to do this without any rule changes that require an ATO vote? It's, nothing is changing on the rules. You're not going to vote into it. Does that affect it? Does that really make a difference? You're not going to change some of the content? Oh, that will all be presented. The changes that happen will come up in next year's AGM. Okay. This is the year to start getting it moving. Things will be presented next year. for probably the year after. I want to thank Steve and everybody else who's been working on this editorial team. We have the most amount of respect for Steve, Hal, and Jim. They have put so much effort into it, and gotten this program in such good shape. I mean, is there anyone around here that doesn't know you're not supposed to have green bell caps on your tires?

02:37:52 **Speaker 2**

So, they have done a hell of a job, we congratulate them on everything they've done. We want to support them as well. We don't want them to stand up and take the brunt of the accusations that take place in these AGMs. They deserve better than that.

02:38:19 **Speaker 2**

I want to commend Mark Mayuga this last year, too. He has worked really hard at creating Zoom calls for judges training in California. They've done them several times. We've attended. We've put our people into those because the one thing that the concourse absolutely requires is credibility and consistency. And when you're trying to train judges in your own clubs, You lose this through attrition, people who were the best people to know those cars, they're gone. Now you're trying to find somebody else to fill that spot. I almost think JCNA should advance a program internally for judges across the country that are specifically trained for, you know, XKs, E -types, XJs, whatever cars we want to,

02:39:17 **Speaker 2**

this program running on, and allow clubs to use those people as resources to be one of the judges in the three -man team. So if I have an E -type team, that's what I'm going to do. I can call on a judge that I know has been trained with other judges within JC &A on the same basis. So my now... You brought it up ten years ago and it fell flat on its face. Well, it may have, but now it's a different time. We don't have those people anymore. Glad you're going to hand it up. It may take somebody to do that. Unfortunately, we don't have that many cards in the shows either. I mean, most people that come in, they get first place. Well, that's true too. If you have one car, you know, what's the point, right? But still, people want, they come to one, they want those points to be reflected, you know. People going for a North American Championship, yes, they want the points. Most of the people that come in from the club for the one show a year, they get first place because they're one of, one or two

02:40:24 **Speaker 2**

cars in that class. Right, but if they're getting scored and they get an 86 versus a 98 or whatever the heck it would be... The points if they're going through, you know, if they're going for a regional or right? I understand. Yeah, but if it's the person that comes out one time a year

02:40:49 **Speaker 2**

Yes

02:41:00 **Speaker 2**

The judging is getting better and better as we move along. But we're still not quite, there are still some songs out there that we don't know. We could just judge the way we want to judge. Those are the people that we're trying to get through to say consistency is the only way to make this program as good as it can be. And we're going to continue to work on it and we'll do our best. And hopefully sometime we'll get to that point where consistency across the country can begin to be achieved.

02:41:35 Speaker 2

Gary Huckabee has not been here in a number of years, a number of years ago Gary put together a video. Gary Hagopian. I'm judging a Mark II, I have a VCR, a VHS tape, if you remember those. I think you did another vehicle as well. We did an XK140 as well. Okay, 140 and a Mark II. The Coventry Foundation has multiple copies of those. You are welcome to call the Coventry Foundation up. Borrow the tapes, find a VCR at the Salvation Army store, at this point they're not. So those are available as a training resource if you want them. Gary did quite a job of doing that.

02:42:40 Speaker 2

Jeff, thanks for that. Yeah, in the Southwest region, we have on April 6th, judges training school via Zoom. Dave Allen will be, Dave and I will be conducting that, judges school. And we get participants from Utah, Colorado, Mexico, Arizona, California. It's been a very effective tool. There's also an online version that you can use. on the website, very effective, very simple, even an online test. And anybody here is welcome to join our judges' school on April 6th, or I invite the regional directors to be, to initiate their own school in their own region. All the tools are there on our website, on the JCA website. So, please, it's a very effective way of solving the judging currency issue. Have a Zoom call, get all your people together on Monday, give them enough notice, and it solves a lot of issues. Yes, ma'am. Can you send emails to the regional directors? We are, yeah. Carol's not here, but maybe our club would like to do that. Yeah, I'll drive here and email them. Seattle also does

02:44:05 Speaker 2

the same thing that we have done for the last three years. It will be in May, and we send it out to all five of the clubs in the region. So the difference is ours, when the judges go to judge in Canada,

02:44:24 Speaker 2

transportation. A quick example is the Tigers on the E -Types. 185 is a real legal in Canada. So everybody will have a 205 on it. I found that out the hard way. I broke up six cars.

02:44:41 **Speaker 2**

There you go. Here's something for the rules of Canadian reconsider. But anyway, please,

02:44:49 **Speaker 2**

Starting to use the judge's training, currency testing, and program that was created by the San Diego Club as a very effective tool in high school to make everybody take a little pressure off the judges. Any 40 has that coming up too. Right, is that our turn? Hang on for one second. So thank you very much for the bargaining and the efforts that you and your group have done to do this. I just want to ask Steve Kennedy to make sure that this is in concert or any... We're about to talk about that. Got it. Thank you. Go ahead. Next thing on my agenda is a class board committee with Jim Sandler. I thought it was my turn. I said fine, go ahead. I don't care. Go for it. Alright, we're talking about your accepted proposal from everybody to have committees on everything. We think that's a great idea. We need new eyes on the rule book and everything else. So, I have a little list here.

02:46:02 **Speaker 2**

We'd like whoever, first I'd like to see hands on who would like to help with this. Bob said, what'd you say, 12 or 18 people? Well, two from each region. All right, I need some hands. How many people would like to help out on this? Okay. Okay, we're going to tell you a little bit about what you're about to get into. We need to know that first. Can we change our minds? Yeah, we can change our minds. Alright, so like, for what Jim takes care of, he'll tell you a little bit more about it, but like, he had someone submit a request for, what's that Jim? Sanction. On March 7th, then he gets a call on March 8th, where the hell's my sanction? He says, well, you know, it takes more than just 24 hours to do this kind of stuff. And Hal and I get things all the time, all year long. And as our wives can sadly attest, we spend hundreds of hours talking to each other. The phone will ring, and I'll say, it's Hal. And he'll say, you can take it in the other room. I'm watching TV. I'll call Hal. Jan will

02:47:04 **Speaker 2**

roll her eyes and say, here, it's for you. So we spent a lot of time on this thing. I'm sure if you guys got a committee of 10 or 15 or whatever it is, you can do it in 15 or 20 minutes, but it takes us 100 hours. So we're glad to turn all this stuff over to you guys. I have a copy of the rule book right here. So please let me know who would like to take over being editor. And it's really easy. All you have to do is know Word really well. You have to know how to do a table of contents, indexing, cross -referencing, hidden text, just a few little things like that. So, who's ever really good at Word, please raise your hand.

02:47:45 **Speaker 2**

Are you sure you want that, Brian? We're glad to give it to you. I'm just going to tell you a few things about what he suffers through.

02:47:55 **Speaker 2**

As Steve indicated previously, last week I got an email that their sanction was submitted for request. Next day, where is it? Same thing with posted results. Clubs are 45, 50, 60, 90 days past the date of the event posting their results. Two or three days go by, well, we posted our results the other day. Where are they? People want their standings on the leaderboard. Well, the clubs have been late. You know, and it goes on and on. Judges' testings aren't current. I ask for training and testing school dates. response. Come time for the concourse, judges are out of certification, results are in question. Now, I spent a lot of time with communication and emails that go on and on, and I shouldn't have to, but that's what the bulk of my irresponsibility has been. How many people let their cars judged by judges who are out of certification? That's what Jim puts up with. Does it improve the scores? Ha, ha, ha, ha. For those who don't know me. Who is that? We know you. Right? Listen. Where's Pat?

02:49:14 **Speaker 2**

It's very interesting to know that we seem to have fallen away from what JCNA was all about. And it was mentioned just earlier by Mr. Hammer. Preservation of the lock. Yes. Plain and simple. What we've attempted to do, I go back so many years and I remember seeing automobiles showing up in the most beautiful braided lines, everything polished, you could see a face in it and so on, and people turned around and said, look, we'd better do something about this. There'll be a generation of people that won't know what an original Jag looked like. And hence, the programs that we've begun have evolved. And they've gotten more and more difficult because the cars hopefully are getting better and better. And having a good eye is knowing what is authentic and what isn't. It's become more and more difficult because training is difficult. I've had resistance in the past about annual testing. I don't know why. It's an open book test. Hopefully we'll get that resolved. I've had problems with people that

02:50:14 **Speaker 2**

are saying, We don't have people that know about these particular models. How do we get them properly judged? And that's been a problem, as you mentioned, that it might be nice to share that. And I've always said the same. Wouldn't it be nice to get all the people that know

about E -types to come forward and give their services and teach people? And that's why, when I wrote the rules and rewrote the rules, I had a great mentor

02:50:45 **Speaker 2**

I still talk to him every so often from the top of the mountain. Anyway, to make a long story short, what's happening right now is that we don't have education. Education is where it all begins. If you can't get somebody to open up the rulebook and become familiar with it, it doesn't do you any good to send them out. If you can have the best rulebook, and if they don't recognize what's not authentic or what isn't, you might as well not have a two -point deduction for this. that has to be given a two -point deduction. So education, education, education, and there's where the resistance has been coming in. I had somebody tell me that my judges don't like to take tests. Really, from an educated view, I said that's unbelievable. We may get an open book test. It's not really a test, it's a review. And we use it as a method to get you familiar with the rule book, where things have been replaced or where things have been reassigned to different locations to make them more pertinent to the areas

02:51:48 **Speaker 2**

that they're in. This is very difficult. When you talk about, the only thing that came out

02:51:57 **Speaker 2**

to work on the rule book. And when I tell you it's hundreds of hours, that's not an exaggeration. When I tell you how many reams of paper I've used, I go through 5 ,000 reams of paper because I want to see it in print. I don't rely upon seeing on my screen. I want to see it in print. Barrels fill up with the papers as we go through. On a single night, we may go through 10 or 15. changes in how we specify a rule. A line paragraph. A one paragraph. A one paragraph. We had a question as to how we judge a specific area. I said, you know, I have to think out of the box. I know what we're trying to intend to do here. But then we sum it up by every tributary of this screen you can possibly think of. just to say, how can I get around not having to do this rule? We went through a period of, I had to talk to my son, a lawyer on this term, about the use of the word may, of the word, the use of the word shall, and use of the word will, and where we had to replace it with must, and that took an arduous

02:53:07 **Speaker 2**

amount of time. We also got a little bit in the terms of wokeness, where we didn't want to refer to him or her, You place everything with the judges. This is most difficult. This is not

something you just sit down and scratch out a few pages. This is hundreds of pages of coordinating what you had before. And then talk about committees. I've gone through several members in my committees. I've got a couple of two, really two guys that get right on the phone with me or send me in immediately to ask me about certain things or when I send out my first opinion. For the most part, every group only has a few people that are really, honestly, deeply involved in what they're doing. The others say, well, yeah, if I'm around, then I'll give you an opinion. But it takes more than an opinion. It takes thought and realizing the ramifications of everything that you do may have consequences. somehow affect the judging process. Equal judging process. East coast, west coast, in between. Ideally, you have

02:54:14 **Speaker 2**

not only a judge on the west coast, magically transported over to the east coast, and you'd be with a few, probably hundreds of a point in the same school. That's the idea that requires knowledgeable people who are taking the time. They are few and far between.

02:54:34 **Speaker 2**

And when it comes time to put the hours in, and it is hours, it's not minutes. It's hours and hours, and it's all year round. We don't take a vacation. Long story short, I don't think what we've been trying to do here is ever gonna be realistic. Maybe it's time, I'm gonna say this, it's time to rethink the whole process of regionals, and North American championships and what they are truly trying to achieve and how best to achieve it. So when we do put up an automobile and elevate it to that North American championship, no one will ever contest that it is the best of the best. That's what we're trying to do. We're not going to be in Bloomington Gold. We can't get people who are an expert on five or something. Now they've got eight different types of models. We've got too many models to become So it's kind of impractical, but we can indeed, perhaps use the IJF or some other means to get the best of the best together with the best judges. And that means, perhaps, digging a little deeper in

02:55:43 **Speaker 2**

what it costs to do it, in terms of entry fees, in terms of membership fees, and whatever. We're trying to achieve the true equal playing field. And this method that Tom's been talking about is not gonna prove that at all. Because we're going to have the same people who are, and they've talked about judge's schools, all right? How hands -on, God. Video is great, but I want my, I want my new potential judges to look down. I want to see how they react at looking at something, not just a picture. You've got to put their nose into it, because that's what's going on in the field. I don't have one group of judges go all the way to one. I have

them go all the way to two different countries. I have them to, every one of my judges gets, has to go to my judges school every year. They don't show up, I don't want them anymore. I don't care what their excuses are. That's me. I can't force that into anyone else. But it's me, my judges go all the way, they are the best of the best, best as I can make them.

02:56:51 **Speaker 2**

I can tell you when a panel is always 64th of an inch, standing 10 feet away. That's my curse. Anyway. I'm going to pass it on. I'm Jan Kritzman. I'm going to pass it on. I'm Jan Kritzman. I'm going to pass it on. And I've been a Jaguar Club of North America Rules Committee Chairman Widow for the past three and a half years. When the plague began, my husband, and Steve Kennedy, and Jim Sambold.,

02:57:30 **Speaker 2**

Mayors, Jedwardos, they spend enormous amounts of time together, they are dedicated, they are determined, this is their hobby and it's a very serious hobby to them, the judging and the scoring and everything should be as good as it can be.

02:57:56 **Speaker 2**

I think, I'm sure you put an awful lot of time and effort and energy into thinking it through, but I have to tell you that I think it's a very bad idea. Now, if all of you vote for this idea, okay, go ahead. I wouldn't be a widow anymore. I might even join you on the vote. Yeah, I'm not sure yet, but I don't want to disappoint all my husbands here. But I do want to take into consideration that these are the guys that do the rules. And I don't really think there's anybody else that's going to be as dedicated and as serious about it as the three of them are. So, good luck. We don't want to replace them. We want to give them some help. They don't need any more chefs in the kitchen. It takes 700 hours for two of them. You're going to add 15 people to this? Nothing will ever be done. It's ridiculous. All right, first of all, realize anything that's done today, someone mentioned this, whatever we would decide today, obviously it's not going to affect us this year. and it will not really affect

02:59:15 **Speaker 2**

us next year. It will be the year after. So anyone who's hoping for sadly a miracle cure for all the problems we have, realize we'll be two years older when in fact we'll see what the effects of this decision is going to be.

02:59:32 **Speaker 2**

See you, guys.

02:59:38 **Speaker 2**

history on the history of the rulebook. For those of you who have been around a while, you remember the Bill Strike murder. In 1996, I attended an AGM and that was back when we had that blank, stapled rulebook out of 1974 or something like that. 74. Did you bring one with you? No. But that's the only one I'm missing out of all of them that I've collected over the years. Anyway, I re-typed that thing because it was all found and everything and created what became what we have today in a digital copy. And 1997 was the first one I came out with. I did that for a couple

03:00:29 **Speaker 2**

then gave it back because it was too big a job and I've been doing it for 25 years now. So I think I'm done. Brian, if you think you want to take over, we need someone to take over as Chief Judge. Steve Jones, if you're interested, we think you'd be a good one. We need someone to replace Jim and we're done.

03:00:55 **Speaker 2**

The sad reality of it all is that you don't solve the problem by putting four people into the game. It's kind of like trying to solve a simple problem by saying, well, if we use an analogy, if one fuel pump doesn't work, let's put two in series. Because that somehow in the minds of those, oh, two fuel pumps, it's going to work better. No, now you have twice as often the potential for failure. The more things you put into the game, the more chance there are of disorganization. Getting all the brains to think together and have them work in coordination is unrealistic. It really is. Some people have accused me by saying, hef, we don't need any kings and so on. No, the person who takes on the most of our responsibility, when we make a rule change, and I send it out to my committee, I'm lucky to get two responses. I've got one guy that is, he is really good. He's a legend. I trained him, so I know he's good, and I put him on the committee, and he is very dedicated. He's a very, very serious

03:02:01 **Speaker 2**

conqueror. You will not find his car judged by anyone It's amazing what he does. And I take his input very seriously because he has a very good legal mind as well. But that's few and far between. The others have gone on since their region and I'll elect to be on that committee. But they really didn't realize to be on that committee. You've got to put the efforts in, you've got to be creative, you've got to be, when you do criticize, it has to be said, oh, it's wrong. Oh, you know what's going on, it's not making it right. That's the most difficult. Everyone complains if something is wrong, but the path to get it right is the most difficult part of the whole procedure. And as I said, when we rewrite a law, I love the one about the need

of the stamps, because believe it or not, that took me probably 30 hours working with Steve to come up with how we're going to judge bell, sound, colors. It sounds like a simple problem, but suddenly it got thrown on our face. Other things got thrown on our

03:03:08 Speaker 2

face, but tens of years we didn't judge the flashy units that are put on the way the jack was. No one even thought about it. They're under your leg and no one even judged it. Suddenly gets thrown on our face, we've got to do something about that. Thanks to Dean, I got a lot of information on vehicles, the original vehicles he had. And we came up with a suitable way to judge those, and a beginning serial number that we could use and so on. That took a lot of research. I had a gentleman in the West Coast say, we want to have radial tires on our early SKs. We drive them on the roads. You get behind the truck, and it's dangerous. I said, well, we talked to the committee, and they said, no, originality in these early vehicles is very important. We don't see that. And he just said, well, listen, I can see an argument that we may assert. And I said, I'm going to make a rule change and propose it. and it will be tied in with the only third of vehicles. So at least his input found some solid ground

03:04:12 Speaker 2

and said, yes, if you've got a legitimately running vehicle, safety should be part of that. And then radio ties in are a deep, safer device for us. I'll consider it. And it went through our committee with applause. So we're opposing that as well. That's how these things happen. Some of the things are unrealistic. Because they want it their way, and sometimes their way isn't really just what we're trying to keep, maintaining originality. As I said, when a car comes to mind, I always tell people, I don't care how old your automobile is. It may be a truly original vehicle. little scuff on the seats, a little bit of scuff on the rugs, a little scratch here and there. When you come into a carpool, you want to get brownie points from me in my mind, prepare the car the best it can be, the way it is. In other words, if it's a worn out car, it can't be a worn out, dirty car. And I say, oh gosh, they're being deducted for having sand on the gloves, or crumbs between the stitching. Even though it's

03:05:24 Speaker 2

a one -off, you give the people the accolades, it's their love of the vehicle. You're trying to excel it, which I don't think is happening. And that's how it works. Okay. So go ahead. Okay, I'm the president of the Central Arizona Club. But anyway, these guys, we're highly indebted to them. We should be very appreciative of what they've done. The rule book is not the issue, I don't think, in our clubs. The issue that we have is that people bring their cards to the concord and they don't know the rule book, right? and said, I want my card to get the highest

score at this concord, then my card should conform to those, to how the book is written. So I don't want to go there and argue with him about, oh, I think this is proper and that's not. Well, the rule book says it's not, if it's not in the book, right? So our deal is not, it's educating our members and having good judges, educating judges. It's not a problem with the work that they've done. They're trying to keep the book moving forward

03:06:41 Speaker 2

and contemporary and staying in track, you know, and things that happen. I'm thrilled with what you guys have done in the past, and you've put a lot of work and a lot of effort into making it serious, making it the right thing. But really, we need to work with our car owners when we prepare them for a contour, and say, you know, have you read this? And make sure your car is going to get the highest level of points based on what the rules are. Right, because that's usually where they complain. So, anyway, thank you. That's a good point. I won't point it at a particular club, but I went to a law court and I had to judge some extremely well -prepared people. Okay, quick enough. Sometimes those especially with their new entrants are unfamiliar with what is expected of them presenting their cars to the farm board. And that's up to the farm board chairperson. It's also up to those who promote the show and have the right materials. Usually a guide to get a new car judged is part of the package

03:07:54 Speaker 2

that should be given to your entrants and so on. So they know what to expect. Talk about another problem we had. You're done. Okay. One last one. One last one. Oh, no. You're done. No. I did that. I just spoke. Thank you. Thank you. We've heard a couple of different versions of why these guys work so hard. Obviously, we all know where we are. As an organization, I belong to quite a few clubs. I don't know many clubs that could have positions that are filled with more... What am I doing wrong? There you go. I'm sorry. I'm sorry. I'm sorry. I'm sorry.

03:08:34 Speaker 2

When the speakers get out for the microphones. Alright, so we have positions that are filled by, in my opinion, the most skilled. We're very, very lucky to have these three guys in this position. From my perspective, I'm not the oldest guy in here, but I'm one of the oldest guys in the club. I started when I was 16, and I'm 65.

03:08:58 Speaker 2

Hal, 40 years. And their skills are in question. And the jobs they have done is remarkable. But what a lot of you people don't see, not sitting with the RDs is, the problems aren't

anything that they're doing that we're having to deal with that are problems. The problems are more mechanical. The mechanical problems being getting scores in late, certifying judges. There's four or five really important things that a chief judge of a show needs to make sure they get done. And most of them are getting two of them done. These are the things that we have to deal with. They're on the offensive. They've got nothing to be on the offensive for. These guys do a fantastic job, in my opinion. I pay attention to it because I get all the emails. I see all the different complaints and things. They have nothing to do with the rulebook, most of the time. Pretty much all of them. What we have to deal with is the mechanical part. Now, I'm not saying that this proposal that I'm voting for or against it.

03:09:55 Speaker 2

Take the easy stuff off their plate. These guys have Three notches above that. They're a higher pay grade than having to call up somebody and tell them ten times to send them their results. I mean, there's rules and it says the results have to be in by a certain time, so many days. Get them in by those days. I mean, we've got these pay grade guys chasing down all this really easy stuff that should be done. The intention of what we were talking about was to try to help people out. There was no intention of trying to say that any of the jobs you guys did wasn't adequate because it's way more than adequate. So for us to stand here and start talking about the rule book and how hard you guys work, there's not a person in this room who doesn't know how much work you guys do. Alright, next group.

03:10:52 Speaker 2

I do a lot of stuff already, Steve. I don't know that your three positions can be done any better. We're done. It's unfortunate.

03:11:10 Speaker 2

Are you resigning, Steve? Yes, he is! The three of us are.

03:11:22 Speaker 2

to try to do what they're doing. It's a ridiculous proposal. Nobody that made the proposal has any clue what this involves. I also don't think you understand.

03:11:36 Speaker 2

We're just trying to give you an opportunity to give somebody else some of the simple day - to -day maintenance that consumes your time. It's all intertwined. You can't just take a part of it away and give it to somebody and send him an email and hope he gets back to you in a week or two. It's all intertwined and three of us work really good together. And we think it's time for fresh eyes, you guys need a whole new crew, we are done. There is a process for

the resignation to be submitted. Please follow the process and it will be done. and accept or reject or try and whatever we can do. What's the process? And this would be on file? Yeah, we will take that part. Also, the current AGM is, in the AGM there is no process to handle reservations from committees. But we do have a process in the procedures for dealing with this. Yes? I'm not part of any of that, but I can say that clearly these guys are quasi - replaceable or irreplaceable. And perhaps they could be part of the process to generate

03:12:58 **Speaker 2**

what the actual solution should be. And maybe they could be brought into that, or input could be brought into that, if they're willing. If they're willing.

03:13:12 **Speaker 2**

It's the talent, right? And they are a part of the process. So perhaps, instead of talking about resignation, maybe we modify the process about how to get there in a better way. Mr. Chair, Mr. Chair, point of order. Yes. I think this was an announcement. It's not a topic for voting at this AGM. Point of order that we should get back on topic for your call this evening.

03:13:41 **Speaker 2**

I'm not talking about his boat.

03:13:48 **Speaker 2**

I think that there's been a misunderstanding. I think that this is not a complete plan and I think it's sounded too far down the road and I think there is universal appreciation and admiration for the people we have working here. on the Commerce Committee and the Rules Committee. And I really, truly understand their fear of interference and turning their job into a piracy, which would be awful. And I think that, like anybody's job, they have a lot of things about that job that they love. And there's a few things that they hate. And all of us in our work had things we didn't like to do. And we were hoping we could take some of the things you don't like to do and have other people do it. and they would be people you chose, not that were chosen for you, and it could be one person, two people, zero people. I mean, it really, you know, I mean, we're not taking any responsibility away from you, and please don't do anything recidivist because you're mad. I think You know, I think we're having

03:15:28 **Speaker 2**

trouble with communication, not with assumptions. And just please don't tell us. resign. We do not. We've worked with committees before. They get too big and too bureaucratic and look at a giraffe. And a proposal was made that they were not even involved in and it should have started long before asking them if they needed help and how we should

03:16:07 **Speaker 2**

I mean, it wasn't a formal vote, and, you know, it really just came up yesterday. I mean, don't think this has gone way down the rabbit hole. It hasn't. And let's not throw away what we've got. I mean, it's crazy.

03:16:35 **Speaker 2**

We have to get back on point.

03:16:41 **Speaker 2**

Okay, lunch is then, the schedule got mixed up a little bit. It's not 11 .45, it's 12 o'clock for lunch. They might need it a little bit, but it's at this point, the crew is setting up for lunch, but they're targeting 12 o'clock. And does anybody still have a ballot outstanding? If we collected all the ballots.

03:17:10 **Speaker 2**

Great, thank you.

03:17:16 **Speaker 2**

To get back to this, Jim, would you like to talk about what you've done this past year with your report? No, I think the report speaks for itself. It covers all six regions. And God forbid I ever go on vacation. That's the excuse I don't get in my job. Thank you.

03:17:41 **Speaker 2**

All right, you talk about the new proposed rules, you want to do that now or after lunch? You've got a half hour right now.

03:18:03 **Speaker 2**

Any questions on the administrative changes and all that type of rebuilds?

03:18:11 **Speaker 2**

Yeah, I have questions on the administrative changes. Chad, would you take the judge's certification?

03:18:31 **Speaker 2**

Yes, I had questions on the administrative changes in Chapter 3, the board did, related to...

03:18:44 **Speaker 2**

the judge's status, the section E of part of, excuse me, section B2E, we brought in a rule from chapter one called 30 day update for judge status. And I'm wondering, why are we moving that from chapter one to chapter three? And I also have a question about what we mean here by judge's status. It says if the judge's status must be updated to conform to sanction requirements, it must be updated no less than 30 days prior to the date of the common course. Now, my question is, is that meant to imply that judges have to receive all their training and then that status reflected 30 days prior? That's what it means. But it's not what does it mean.

03:19:44 **Speaker 2**

I would assume, or the way we intended it, the status means that you've taken the test and passed it. So then the training has to be completed 30 days prior. Yes, your name's on it. At least 30 days. The word is least, but there's a word. And here you see, OK, now, that is so dear to me. Can I say a word? You can ask a question. This is an example of what we go through when we write a specific rule. And its intention is to provide a certain time period. And this is one of them. If it says the status of those subjects must be posted at 30 days, you can have your test. twenty days before that. This is the deadline. It is not the day you give the test.

03:20:50 **Speaker 2**

And why? That in section, in chapter three, okay, section C and D before. It was clear that the judge's school had to be two weeks in advance, and a judge could receive their updates up to prior to the event, if the judge was already certified. Now we're saying, now by moving this, from chapter 1 to chapter 3, we're saying that the judges have to receive all that training 30 days in advance. Okay, now, and it seems to me like, and this isn't, called an administrative change. This seems to me to be a very substantive change to the prior rules.

03:21:38 **Speaker 2**

That paragraph, what it does is it works for words. That was taken, works for words from chapter one and moved to chapter three to get similar information all in one place. But when it was, chapter one is a chapter on guidance for how to conduct a concord. It does not deal with the certification requirements or the maintenance of certification requirements for a judge. That's why we moved this from Chapter 1 to Chapter 3. We changed the intent of this rule, I would suggest. But that's the effect. Because what this is doing is this is saying that all the training has to be completed at least 30 days prior. Well, that's not what the prior rules stated. The training did not have to be done 30 days prior, under the 2023 rules. No, it was

14 days, and at the last AGM, it was approved to change it from 14 to 30 days, at least 30 days into 2024.

03:22:40 **Speaker 2**

Okay, and that is, I agree, and that's in the 2024 rules that the judge's rule has to be 30 days in advance. At least. At least. Right, at least. Okay. 25 days can be more than 31.

03:22:56 **Speaker 2**

But, okay, but the thing is that's not the only form of training that we do for our judges. If a judge is already certified, that judge does not have to attend the judges school. That judge can receive their, basically a briefing in the form of updates to the rules. They can receive that prior to the event. And we're saying, well no, their status has to be updated 30 days in advance. So what that does is that they're already certified. There are two dates of certification. One is the test date, and the other is the update date. And what the rule change is trying to clarify is that both of those dates have microphones. And what the rule is trying to clarify is that both of those days on your judge's registration and under your glove have to be 30 days prior to your con court. That's all it says. That's right. It's not that you can't get a judge to do something other than that, but you need to do it at least 30 days before. Their test has to be within the time frame allowed for the test.

03:24:07 **Speaker 2**

Their update has to be 30 days prior to your event. Now, what do you mean by update, Chuck? Annually, every judge, whether they're certified or not, gets an update seminar, an update session, which goes over any changes to the rules since the previous board. And you're saying that they're aware of saying that that has to be done 30 days in advance? Correct. Okay, I don't think that's a correct interpretation of what you're doing. Okay. In 2023, that updating, for an already certified judge, had to be done prior to the event, according to Article 8, Section D, Part 4, which is now Part 5. Now, Part 5 now talks about, basically, updating 14 days, or you know, two weeks, or however long you want to take a day. So, but again, we're saying that they have to have their status updated.

03:25:05 **Speaker 2**

Well, that's assuming that we've passed the idea that the test has to be taken in, which is not going to be, it's not going to be. It's not going to be.

03:25:21 **Speaker 2**

What about the judges who took the test in the last two years? They're already certified. They do not, by the rules, they are not required to attend the judges. Okay, do they have, are

we saying now they have to have their training, which is basically an update, 30 days in advance.

03:25:45 Speaker 2

Okay, and now this is an administrative change. This is an administrative change, and I would argue that this is a substantive change that basically would require it to be passed with the HM. It was passed with the 2023 HM. No, no, the 2023, so the judges scooped. No, no, no, no, the 2020, anything passed at the HM would take effect in 2020. What we're telling them, those people who haven't had a regular look, that's a 2024 look. There's no change in that. 2023 is 2024. What was passed in the 2023 AGW was to specify that the judge's school has to be 30 days in advance. It did not pass, say, that the update that was already certified judges had to be 30 days in advance. That, nothing was passed regarding that section of the rule. And all I did was move that paragraph so to us, regardless of where it was, it was in effect.

03:26:55 Speaker 2

But this has a this has a significant impact because what it means is already certified judges Have to receive that update more than 30 days in advance Is what it means? Why do you have a problem with that? Because what I try to do is get all my judges to go to our judging school Which may be well, we did it four weeks in advance, which wouldn't be good enough now because that would only be 28 days But regardless, we'll make it five weeks in advance. So it satisfies the 30 days judges who at the last minute cannot attend that judges school, these are already certified judges. Now if they miss that judges school, okay well then I've got what, two or three days to try to get them trained? There's no reason why we can't have some flexibility to train already certified, update already certified judges within that 30 -day time frame. It creates flexibility and makes the whole process much more manageable for the people who are doing this at

03:27:55 Speaker 2

And that's what I'm asking for, is for a set of rules regarding certification that are more user - friendly, so we have more conflicts.

03:28:18 Speaker 2

an observation I'd like to share. I'm in NE40, it's the national capitol, and I'm going to be attending about four or five concours that are coming up, and almost all of those are wrestling and short with judges. And, I'm just observing that an element of flexibility seems like it would be very valuable for... all of those concours to have an ability to get judges as

opposed to anything that seems to be a hurdle that might limit judges being able to participate. And I'm not suggesting unqualified judges or parties that are not certified, but the situation that you just described, I think might come up with a handful 28 days versus that 2 or 3 days flexibility in a week might impact several of these coming situations. I'd like to address that, and the time frame was pushed up at 30 days or more in advance of the day - to -day event, with a 14 -day window for the Chief Judge to verify that he had, in fact, enough certified judges to cover the number of entrants in the class. If it gets down

03:29:55 Speaker 2

to two or three days before, or in some cases, a night before. I don't mean two or three days in a night. to be asked for here is they want to be able to do something 2 or 3 days before the event. I'm not suggesting that sort of thing. It limits my window of opportunity to either approve or deny or offer any assistance. I'm one man. Even if I had my six committee people, we have lives. You folks all as clubs have so much to plan. When I was president of Mike's Law, we had our judges school at least three months in advance of the event and also offered an opportunity for make -up sessions at least a month before the event. I get excuses from Claude, well, we have a full calendar, we can't. I've asked several people, why? Is it federal, local, state government? I'm not suggesting that's what you're expressing. Everybody has excuses for lack of planning.

03:31:03 Speaker 2

That's right. Let me explain why. First of all, again,

03:31:12 Speaker 2

Part 4 specifies that it says here, if the chief judge is aware that any certified judges expected to serve in an upcoming event have not attended the judge's school or partaken in the alternative rules update, every effort should be made prior to the event. It doesn't specify what prior to the event actually means. But if I take it up face value, it means the day before possibly, okay? To assure that such individuals are either separately briefed or provided written information regarding any recent changes associated with J .C. Maconcord's judgment. Now this is for already certified judges. Now why have we, in JAG, why have we done this the day before? The reason is because we typically have done a judge's rule four or five weeks out.

03:32:03 Speaker 2

of our already certified judges who cannot attend that judge's school. Now then the next point, now I like to do these in person like you do now. I'm not thrilled with the idea of Zoom

training because I don't think there's a very good retention rate on the part of the judges when they do that. Alright, so now what date can I be sure that those three or four judges who miss my school can actually physically attend with me? That date is going to be the night before the concourse. Otherwise, if I do it two weeks before, I'm gonna do what? If two of the four missed four weeks out, still can't do it two weeks out because one of them's mother-in-law got sick and the other one got called out of town on business. But if I do it the night before, the Friday night before, okay, then I know, well, they're gonna be there tomorrow, the judge, so they're gonna be in town, okay? And if they're gonna miss Friday night for the update, they're gonna miss Saturday anyway. So, the logical date to do the

03:33:04 Speaker 2

update, and again, this is for already certified judges, they've passed the test, all I'm doing, all the rules require is that we give them an update on what the new rules are and then review the general issues. So, it's why we want to say that that has to be done 30 days in advance. I don't want to be critical or harsh here, I just say that from a practical standpoint, trying to do this at the local affiliate level, that having the option to do that update from the already certified judges the day before is very valuable. That flexibility comes in handy. If they've already taken the test, haven't they already done the update? No. No. They haven't taken the annual test. If they took their annual test, if they took their annual test prior to the day before the show, then they've already gotten the update. Jim can't approve a judge a day before your event.

03:34:14 Speaker 2

Let me explain something. Okay, let me explain something. We've literally addressed this problem. I've been an advocate of an annual testing program since year one, and it's most difficult. We have, as I say, some people who are test-phobic or whatever. If you look at one of the proposals, and we've already proven it's a viable way to do things, we have an online test. annual test. It is not only you download it, you take the test, it corrects itself, it gets sent to the chief judge of the club, a copy of it can be sent to me. So there's no excuse why every member of your can take this test online weeks in advance of the event. And same today, the same thing is going to be true. There's been some talk about it, which we proved is viable. Also, the chief judge's test. Now, the way we intended it at the beginning was it would be used to train potentially new chief judges taking over. One prior has already given this test to two new chief judges who are taking over positions at various clubs.

03:35:28 Speaker 2

And they were very, very appreciative of it. And I got to thank them because it does exactly that. It familiarizes them with the protocols and the rules of becoming a chief judge. That, too, is online, downloadable, taken, sent a copy to the present chief judge and a copy to me. So in the future, if we know it's used as a financial test, it's not being taken, it will not be a question then of having it done if they can't attend a school. They will be able to take the test, but they will have to still attend at least once in three years. And the reason for that, bottom line, you should want to contribute your knowledge to those members of your club. And the best way to get it is to get your seats of judges there to assist you in your judging school. They're the people that have the tens of years of some cases experience. They're the ones who know. perhaps more about the vehicles that are going to be used as a physical example than perhaps even you as a chief judge may have. They should want

03:36:34 Speaker 2

to do this, not just want. He only asked you to do it once, and it's a cycle. It really extirpates you. That's such a difficulty. You can plan once, two, three, as not to have your vacation and that would mean not to hopefully be out of the country and hopefully not sick. Anyway, that's my two cents. We have addressed the tsunami. Yes? I just wanted, it sounds like Dina was trying to say, are the rules, I think Dina was trying to say the rules are only changed once a year? No, no, no. No, that's why we need an annual test. We're frequently updating the rules. How far in advance before they would need to be certified or whenever are they changed? Online right now, both the Chief Judge's test bill and the Chief Judge's trial. I mean, if it's like six months ahead, that might not be a problem.

03:37:39 Speaker 2

Everything that you will see in the current judge's test and chief judge's test were those rules and protocols that were changed and voted on after the 2018, that's the new test, that's what we want to become. The other opportunity, as you know, through administrative changes, we tried to make the rulebook more readable, more uniform, more precise into where you would go to get specific answers to questions. You may have input either in rules, protocols, or deductions, or non-offensives. And that's all been addressed. You go online on Monday morning, you're going to see a video. You can download that test, tell everyone. I will do it on Monday because that's exactly what I have to do. I am Chief Judge of my club. On Monday, I'm releasing... The two tests will be available to you and they have to be downloaded, they will be taken, and what I like to do is they come to my, and then I make it mandatory. Unfortunately, I'm the hottest. I make it mandatory. Every one of my judges attends the

03:38:39 Speaker 2

judges school every year. It's not a rule, but I made it my rule. So they show up to help Are these mostly done more in the winter, because in the summer is when we have more? No, we can have it any time. The new rule, the new test canopy is now available. You can wait until all the administrative changes are done, which is due by the time of the AGM. So as you will see, as I said, this Monday, you can go online and you will see tests to be taken.

03:39:16 **Speaker 2**

the grant certification test is there, as well as, in order for me, you have a chief judge, and I say, you should take it anyway, even though you're the chief judge, you might learn something, or at least know, should it be necessary for you to pass on the gavel to the next judge, if you will. How far ahead of time are any rules changed so that they have time to get their judges Well, again, administrative changes take place throughout the period, and what I usually do and then what they've done, as I said, copies out to all the chief judges. These are the changes, these are the explanations. This is what's been decided to clarify a point that apparently has not been properly enacted as it was intended to be. We need a clarification to make sure that you understand exactly what we were trying to achieve for that particular rule and protocol. But printed copy of it, ready to go, you have to wait until everything is done. And right at the \$11 ,000, they say, here, just before I leave, I get

03:40:24 **Speaker 2**

an email. You know, the question such and such, the answer to it is wrong. It is a reference. It should have been 7 -9B. You have it at 7 -8B or something. I said, one day before I leave, you're finally going to look at the test and take it.

03:40:43 **Speaker 2**

Of course, we need to change it. And hopefully on Monday, the next people that get this download will have the correct answer sheet for the chief judges and the correct answer to the charge. It's frustrating, but, you know, it's how it's done. Go ahead. I have a question. Go ahead. This is from the proposed changes for 25. And, you know, It says on capital D, page 16, at least on the certification on the group changes. once every three years judges must attend a judge's school. Is that new? No, that's the original rule. No, that's what's in your... Wait, no, what? That's the original rule. That's the original rule. Yeah, that's proposed. Also, I'm just confirming that that is the existing rule. No, it's not. Every three years. No, it's not. Well, that's... It's proposed change for 25. The proposed change for 2020 has been recreated and combined with several other things. That's why it's there. That's okay. That's okay. It's the same rule. See, the current rule is a judge school every three

03:42:02 **Speaker 2**

years. No, that's not the current rule. What is the current rule? The certified judge does not have to attend the judge's school during - Once every three years. Once every three years. No, it's not, John. It's not in the 2023 rules. And it's, now, maybe, is it in the 2024? It is in the 2024, I'm thinking 2023. Well, let's find out. That's why I'm asking you the question.

03:42:29 **Speaker 2**

That's the rule. That's always been in place. I've always -

03:42:36 **Speaker 2**

Right here. You want to do a quick one? Should I reestablish it?

03:42:58 **Speaker 2**

Alright.

03:43:08 **Speaker 2**

Alright, it's time for lunch, the hotel has it all ready for us at 12 o'clock, we'll go back and start a little bit and see what we can have for lunch.

03:43:34 **Speaker 2**

That's painful. Why would you do that? If you're really asking to talk for 8 -12 months, there's no reason why you can't. How the hell can you not get the guy certified with a third degree? I don't get it. You know, the answer, whichever he doesn't understand, is if you did a test, you wouldn't have to do the update. The test would be the update. Yeah, that's right. That's it. That's what Hal's been doing for five years. We wouldn't want to take a test. Why would you take a test every year?

03:44:05 **Speaker 2**

But they're not saying that he can't still sit down with them two weeks before the deal and say, hey, I want to run through the updates with you. If they took the test every year as the update, they were able to launch it. No. I'm going to be honest with you, I don't know what's going on. I'm just going to be honest with you. I'm just going to be honest with you. Who's that? Is that the Indiana guy? Yeah, he sounds like him. He sounds like him. What's the last two years been like for him? I don't know.

03:44:57 **Speaker 2**

Thank you for watching my video.

03:45:10 **Speaker 2**

Yeah, I'm not going to do this, but I'm not going to do this. No, no, I can sit right here. Yeah, I can sit right here. Wow. I can sit right here. Yeah.

03:45:24 **Speaker 2**

Yeah. I mean, that's a dominant state. Yeah.

03:45:46 **Speaker 2**

If you want to do something like that, go ahead and do it. You don't have to think so hard. Now here's a look at some of the weirdos on the inside.

03:46:00 **Speaker 2**

And that's kind of where we are.

03:46:10 **Speaker 2**

I don't clarify that this is the only weirdo here. It couldn't go wrong. I'm surprised there's so many weirdos out here. I mean, she's a big weirdo.

03:46:36 **Speaker 2**

Thank you very much. Thank you. Thank you. Thank you. Thank you.

03:46:50 **Speaker 2**

Well, well, well, I'm sorry, but I can't do that. These other ones are really good. And if they haven't seen it, they want to see it. I'm sorry, I'm sorry. There is absolutely nothing I can do. I can't do it. It's totally wrong that we don't have a deeper dimension. You know? I don't know.

03:48:38 **Speaker 2**

We're going to have one of the guys sit a little bit lower.

03:48:49 **Speaker 2**

Now, you have 10 seconds. No. I guess this is something that you're supposed to be part of, because if you want to, you can be part of it. There's time for all sorts of things. You can be part of it. There's a lot of great stuff. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. You can be part of it. Thank you for watching.

03:49:29 **Speaker 2**

No question, I have one, well, I have mine.

03:49:52 **Speaker 2**

And then, Eddie, would you guys both be part of the side of that side? Yeah.

03:49:59 **Speaker 2**

Sorry. We'll do it again. Yeah. We'll do that. We'll do it first. Yeah.

03:50:14 **Speaker 2**

Thank you. Thank you. Thank you.

03:50:29 **Speaker 2**

There's one that's broken. There's one that's broken. Come on.

03:51:05 **Speaker 2**

That's my doctorate.

03:51:43 **Speaker 2**

Thank you for watching my video. Please subscribe to my channel. See you in the next video. Bye.

03:52:34 **Speaker 2**

Thank you for watching my video. I hope you enjoyed it. See you on my next video. Bye.

03:53:18 **Speaker 2**

I'm not sure, but I've had a sneaking suspicion that all of the people who are in charge of or part of the Board of Directors meeting was shared with Steve and or Hal before the President was able to do so. That's right. It was a problem. That's right. And it touched a problem. Fire him up. That's right. That's right. And it gave him enough. And he didn't present it in the proper framework. But I love Bob. No, that's exactly right. He's a secretary. That's exactly right. Right. He stepped way out of the box. That's what I believe happened. I agree with you. Yeah. I mean, that's an interesting amount of work he does. I would love you to say something at dinner tonight, as I read. You can quote me. That I wanted him to be recognized. Yeah. Yeah. But he had no business. Right.

03:54:22 **Speaker 2**

Now, maybe, maybe because it wasn't his idea, that other third party. Right. So I have to assume that you don't give a shit. And I think we maybe shouldn't have voted on it, but it happened so quickly that I wasn't smart enough to understand what was going on. That's why I didn't vote. It was a rushed projection. You and I both went like this, and the Indiana graphic is actually way out here. That's right. That's exactly right. And I kept saying, these are two separate, these are two different photos. That's exactly right. And it's like, they're similar. They're not similar. They're similarities, but there's more differences. That's exactly right. And he's a repeat offender, this guy.

03:55:02 **Speaker 2**

But to your point, when you walked over here when you just said it's spot on. Not only should it not have happened, but I had no business. Chastise me. I had no business. No business. And especially after all this fuck up over here. That's what screwed this all up.

03:55:22 **Speaker 2**

And at the last minute, the hotel changed our lunch from 11 .30 to 12.

03:55:31 **LUNCH**

04:42:24 **Speaker 2**

So they're proposing this. No, what is your rule? Our rule is that certified judges are not required to attend a judges school in the current 2024 rule. What rule? This is 2024. You're saying a certified judge is not required to attend a judges school in the current 2024 rule? Ever? No.

04:42:54 **Speaker 2**

Thank you very much.

04:43:03 **Speaker 2**

Oh, I see. That's your point. Is that your point or not? You're saying the wording should say, take a test, not attend a school? The school is earlier. The question here is, man, when you were in high school and went to a high school, you weren't able to attend that high school. Oh, well, okay. Is your point the matter of semantics? The word take a test versus attend a school? whether you have to attend the gym or not. Well, right here, hip sleeper, they have to, it basically says that they have to attend the gym. I don't know if you remember that section. Well, I mean, they, they usually have to attend the gym. I don't know if you remember that section. I don't know if you remember that section. I don't know if you remember that section. I don't know if you remember that section. So here is what they did,

they just used the arcane, which basically is one part of the circumference of the Earth. Now if you look at it, or just the shape of the Earth right there,

04:44:31 **Speaker 2**

So this is a prior toe, right?

04:44:44 **Speaker 2**

Yes, they do. No, I'm not saying that. I'm saying they don't have to attend any school. They don't have to attend it? No. We did three years. They don't have to attend it. So the question is whether they can do it online. No. I think he's saying you don't have to attend it.

04:45:23 **Speaker 2**

It should be under the maintenance of the current state of the artifact.

04:45:34 **Speaker 2**

Well, we're here to discuss a good question that you brought up about the power of the judge. We did. We did. We did. But you may have to...

04:45:59 **Speaker 2**

At least once every three years. They can take it every year. They can take it every year. Right. But they can't put three years without taking it. After three years, they're no longer certified. Right. But they can do it either online or in person. Correct. That is certain. So that was a re-establishment, a re-establishment. It was a movement. Statement of the same law again. The movement of the Statement from Section 1A because the Section 1A certifier also the proposal was that they move the Statement from Section 1A

04:46:32 **Speaker 2**

about the chapter one, chapter November, I mean, that was, that was, Stephen, he has an op-ed in it, and I was the judge, I was the 23rd judge, he wrote a book on it, Black House, and he told you, in that 23 book, it says, it was every three years, and all he did was take the statement of that section, and he wrote it, and he closed it, and the two judges had to start looking for each other, and the judges had to say,

04:47:04 **Speaker 2**

It's different. The training isn't?

04:47:11 **Speaker 2**

Right. Right. Right. Right.

04:47:26 **Speaker 2**

Otherwise, it sounds like you have to get a certificate every year. And that's what we did. But a lot of discussion was going on. Yep. And there were changes. Proposed changes. Oh, proposed? They didn't know. They didn't know. So here's the question. So is that true? Yeah. Yeah. It's true. It's true. It's true. It's true. It's true. It's true. It's true. It's true. It's true. Which would actually simplify it, then you wouldn't have to do the retraining you would want to do. Presently. Not next year. Presently. So less than a year ago? I don't know. Or right now? I don't know. Right now.

04:48:07 **Speaker 2**

How much before, right now in the U .S., are you ever going to be in the U .S.? Right now? For next year? Okay. Okay. Because I'm here and I'm going to be in the U .S. a certain part of the country where, presently, they may be doing it, honoring 14 days, but it isn't every one.

04:48:37 **Speaker 2**

But that would be next year. The 30th day. But right now it's 14 days.

04:48:49 **Speaker 2**

I'm going to go ahead and close this, and I'm going to ask you a question. One. Okay. Got it.

04:49:16 **Speaker 2**

I was looking for it, I thought I found it, but actually I don't know where it is, I don't want to know it, I just have to look at it.

04:49:38 **Speaker 2**

I don't know why that's like that. What does that have to do with anything? You want to load the mission up, get the experience in port in front, launch, and proceed. You'll load the hub and undergo the mission. Well, that's what we'd have to do. We'd have to? That's it. That's okay. And then? Who would be the chief judge?

04:50:05 **Speaker 2**

Okay. But the concord occurred, and it hasn't gone on the national website. It's because the local has been slowed.

04:50:22 **Speaker 2**

It just hasn't happened.

04:50:40 **Speaker 2**

We see his objective status as a white running supporter. In Chapter 1, Jeff's status did not mean that he had to be a substitute for a white. By moving him to the front of the podium, he implied the status of a white. The initiative of the first quarter was to move him to the front of the podium.

04:51:16 **Speaker 2**

I don't know where Bob was, but they confronted him a lot, but there were still three or four people trying to get his stuff.

04:51:38 **Speaker 2**

That's going to be great for me, because I'm going to take the XKR every year. I'm going to be a co -owner. I'm going to be a co -owner. I'm going to be a co -owner. We only think you should be a co -owner, or you don't want to be a co -owner. With the rest of us, we're going to be lawyers. When you read this, it doesn't say you're a co -owner. It says you're a co -owner. I don't want to tell you what I do, but I'm looking for a job. Don't talk about me. Because that's the issue. It's not a good time to be here. It's not a good time to be here. It's not a good time to be here. It's not a good time to be here. It's not a good time to be here. It's not a good time to be here.

04:52:22 **Speaker 2**

He's been fighting for four years, no problem.

04:52:27 **Speaker 2**

You know, it's good to be alive. Yeah. Thank you.

04:52:59 **Speaker 2**

We're not letting you out of this hotel, so I'm sure we'll be on there in two steps.

04:53:25 **Speaker 2**

Thank you very much.

04:53:39 **Speaker 2**

You got it.

04:53:46 **Speaker 2**

The results for president are J .J. King

04:53:58 **Speaker 2**

and for vice president Craig Kearns.

04:54:07 **Speaker 2**

He's not even here. He's not even in here. Thank you, Lisa. All right. And your team. Thank you. Thank you. Is there anyone else that wants to come? Sure. All right. Yeah. Sorry to bother you. I know what they do exactly. Nominations, committees, tabulation. But do you want to know the number? No. That's all right. No. It's OK. All right. Move on. Well, I just wanted to make sure I wasn't asking everyone.

04:54:43 **Speaker 2**

It was not as close as it was last year.

04:55:00 **Speaker 2**

But we do have a place in the contour that has to be voted on, correct? Yes. Steve, have you finished all of your changes? You talked about administrative changes, so we don't need to vote on that? There is no other conflicts, no. We do not need to vote on them. Okay. That one's easy. Go out to your concourse and pull it up for a night break. The issue that I raised before the break as to the extent of these changes and whether they are appropriately labeled as administrative changes when they're this extensive. Because again, I think in my mind, they have an effect on the rules. If they have to be changed, they have to be changed. on the rules regarding timing of training of judges around the common core of it. And if they have the fact. Okay, let's change that to a rule change and vote it on. And if they have the fact, then I think it should go through the AGM as opposed to being considered administrative change. I think, I believe the rule book writer has just said that if there's, as

04:56:24 **Speaker 2**

to whatever it is you say changes the meaning, shouldn't be voted on. So I think it'd be, if it's gonna be voted on in addition, it should be made clear what that is and can you do that, please, Steve.

04:56:48 **Speaker 2**

In other words, it will be what is printed as a proposed rule change plus the former administrative change that will now become a rule change and Steve will describe the item that will also be voted on.

04:57:16 **Speaker 2**

We've got Steve A, Steve B

04:57:47 **Speaker 2**

Heading G says, if the judge's status must be updated to conform to the sanction requirements, it must be updated no less than 30 days prior to the date of the Concord event, and the Concord Committee must be notified that this has been completed. I move that down to the judging requirements. So because it says the judge's status, I moved it. It didn't change any words. And Steve feels because I moved it out of obtaining a sanction to have to look it up at the judging of certification process, it changes the meaning. Section 3 .4.

04:58:37 **Speaker 2**

Steve, why can't it be in both places?

04:58:44 **Speaker 2**

When you move from one chapter to another it changes the meaning of one of the statements. First of all, it's not clear what judge's status means. In Chapter 1 it was understood to mean that the judge's status in regards to where they stood in terms of the test or the training was accurate or up to date in the judge's list on the line.

04:59:13 **Speaker 2**

And there were instructions there for the chief judge and the concourse committee chair to check that was so the chief judge and the concourse committee chair could assess whether or not any of those judges needed additional training or needed to take the test. Make sense. Okay, it did not indicate or imply that the judge had to have taken the test. Okay, or the training. Okay, by that time, all right, now when we move into chapter three, and this is my understanding of what you were suggesting it means now, that it implies that the judge has to be fully certified by that date, 30 days in advance. Okay, now that, again, I would suggest it's a material change. Because right now, in the 2024 rules, I have the flexibility as a chief judge to train an already certified judge, okay, up to prior to the event, okay? Now, by moving this, it implies that I have to have all my already certified judges go through their update at least 30 days in advance. No, it's a complete change in the rule. The

05:00:34 **Speaker 2**

rule now is, again, for an already certified judge, they don't have to receive their update 30 days in advance with the current rules. And that is why we put this to a rule change versus an update. It says that a judge's status must be updated.

05:00:55 **Speaker 2**

I'm posting it, it says the status, and I guess we need to clarify that the judge's test date must be updated. I can change that so it says test date on it. It still says therapy date. My question is, this is a practical issue. I'm not being difficult here. This is a practical issue. issues with the chief judges who are trying to run these concords at the affiliate local level. The way this is worded is not clear, okay? It's not clear whether or not I have restrained my already certified judges 30 days in advance. Under the 2024 rule, I do not, okay? Or 2023, excuse me. I do not, okay? Now, this move And he applies it on you, too. I just want to know, what's the price? That's his interpretation. What would you look at for the word status? How do you define status in the 2021 rule? In Chapter 1, as I understand it based on my communication with the conference chair, what it meant was that the judge's status in regards to their training and their test dates have to be up -to -date. And the

05:02:09 **Speaker 2**

purpose of having that in Chapter 1 was so that the chief judge could assess whether or not any of his judges needed either to take the test or to undergo training prior to the convo. Okay, that was the purpose of having it in chapter one. Okay, so update judge's status doesn't mean, okay, that they have to be certified. It simply means that I, as a chief judge, I need to have the information there so that I can assess whether they need any further certification prior to the event. We move into chapter three, and again, now we can move into chapter three, and I don't have a problem with that, I just want to be clear what it means. I want to reword it so it means what it says. It's not clear what it means. Everything has to be done before 30 days, before the investment is made. That's a change in the rule. That's a change in the rule. If we have that, if we have that agreed to, then we can make that part of the rule change. There are other rule changes that are coming up. OK. That's fine.

05:03:15 **Speaker 2**

Let's see if the rule, in each rule, We'll be forward on, and then if it passes, it passes. If it fails, it fails. All right. Great. Thank you.

05:03:42 **Speaker 2**

Thank you. Thank you. and give them a list of the judges, and they will tell you if everything's okay or if it's not okay. And if it's not okay, they'll tell you why. And we've had an opportunity to do that. And, you know, sometimes they've got a serial number on the wall, Sometimes the names are spelled wrong, and sometimes they're, I mean, they're testing days and stuff. Right. Plenty of time to address it. And I really never have. And I think if everybody, I mean,

it's easy to do it, just take a minute. And they, both of them, have done it carefully. I don't know that that addresses my concern.. Alright, what we've done is we've taken that and we've put it through a change.

05:04:56 Speaker 2

I just want to understand, like, once one of your judges is up to you, then do you need to submit that to them, and they need to say yes?

05:05:10 Speaker 2

So you get to just do it. They don't have to review it afterwards?

05:05:17 Speaker 2

Does it have to be before they actually judge?

05:05:26 Speaker 2

It's just in reality, these eight laws, the dates that are going to end for the judges, we have a common understanding of the dates of the court. The last date they took their test and the last date they got an update. If you're going to put them in truthfully, And that said, it's the only way to use the term of a certain hostage if he follows the rules of the sea. So right now... That changes, but we got another one coming up, okay? Yeah, okay, so under what is now section D, this chapter 3 still under section D, part 5B. Okay, so I read the first part of this as it currently exists in the 2024 rules a few minutes ago, and, I'm sorry, the 2023 rules. I'm sorry. I read that this department says that the chief judge is aware of any certifying judges expected to serve in an application event, so forth and so on. Every effort must

05:06:34 Speaker 2

be made prior to the event to assure such individuals, and so on. Now what's been added now? What section? This is chapter 3, section D, 5B.

05:06:59 Speaker 2

This is the key section, really, because the interpretation of this section is affected by what we were just talking about a few minutes ago, the 30 days rule. Now, what's been added here is it says a review should be conducted by the chief judge in less than 13 days prior to the event, allowing time for the chief judge to select an alternate judge to replace the judges without a certification. Okay, a pre-concorded judgment, okay, all right. So, what does that mean? What does that underlined sentence mean?

05:07:42 Speaker 2

you check in their smorgasbord for your chief judge. And you go through and make sure that everybody is selected to be a certified judge. Dates are up to date and they are current at that point. If they are not a good chief judge, we'll go out and find a different judge and not use that judge. So if your judge is going to be trained for the date before the event, I as a chief judge, I wouldn't have them select as a judge for my concord back here. I make sure that when I go out before my event, and I pick my judges, and I've been a chief judge for 35 years, and when I started this, there was no testing at all. And that has come in over the years. I don't know, I can't tell you exactly when it came in. But since the judging tests came in, which I think was back in like, 95, under Jerry Nellis, the president, I go out and I validate that all the people I've picked to be judges on my concord have their dates updated. If it's a person from outside of my own club, I call the chief judge of that

05:08:51 Speaker 2

club and say, your dates aren't updated. The judge is, you know, is he trained? You know, his last date is good, but his training date is not updated. Did he get updated this year? Yes. And did you forget to update him? And if they say he wasn't up there, I say, oh, I can't do something. I do one, do another, and I'm done. Okay, John, got a comment on that? Sure. All right, so that, what you just described is exactly the purpose of this section we discussed before the 30 -day rule that was in Chapter 1 that is being moved to Chapter 3. So, but now we're introducing also a 14 -day rule, apparently, although, again, it just says we should be, should be conducting.

05:09:44 Speaker 2

it still hasn't gone through the rev -date, okay? Now, first of all, are they already out of the picture anyway, because, again, based on our discussion, so again, we are completely eliminating, and so why do I need 14 days here, if they are already thrown out by 30 days from a previous administrative clause?

05:10:08 Speaker 2

Why does it take up very much of that if you're taking it from another clause I've got to have an objective on white people, and that would be to come in and say, yeah, that's good, and you're fine, right?

05:10:23 Speaker 2

The 14 -day clause was put in there so that the Chief Judge can reach out to me with the situation for assistance and guidance in achieving a replacement judge with the current certifications required for the event that was taking place. I don't operate on a 24 or 48 -hour

notice. I have a life. I didn't applaud that you didn't do a good operator in 20 years. That's why the 14 -day notice was put in place, to be able to offer some latitude for assistance. Already signed by a judge. Well, that doesn't say anything on the text. Well, first of all, it doesn't say anything on the text, Jim, but regardless... I mean, why would I contact you if I'm short a judge? How are you going to help me find a judge? Are you going to send me to judge for East Coast? I mean, I can find a judge. I don't have a Federal Express account. No, I can't send you a judge. If I'm short a judge, I'm going to find a judge. If you're a good chief judge, you will contact your next local adjacent court. If you're not a

05:11:34 Speaker 2

good chief judge, or you're a new chief judge, then I will be there to offer a physical scape. So, but again, so we basically have a 30 -day rule for checking all this, and then we've got a 14 -day rule for checking, essentially, the same judge. No. The judge may not be able to do it. They may not be able to do it. The effect of which removes the flexibility that I have under the current rules. to update an already certified judge a day or two before the event. Okay, you know, that, this, it removes that function, so that's what we're doing. You're doing, okay, now, and for the reasons that I argued before the break, in the, the ability to update an already certified chief judge, the day before the event, serves a very practical purpose. And I would suggest that it does nothing to compromise the quality of the judgment. And in fact, the idea that we have to train these, give an update to someone 30 days in advance, is less desirable

05:12:38 Speaker 2

than giving them the update the day before. because most of my judges are going to have a better chance of retaining what I review with them in person the day before more than what I talk to them about or have a Zoom session with them about. So if it's the day before, you're going to be able to pull this out on the website and get Jim to go out and look at it and verify it. No, he doesn't have to look at it. He doesn't have to look at it. He does. He doesn't have to look at it until after June 14th, until it's submitted. He does look at it. I don't want to judge you based on class or wealth. You can vote him up or down, whatever. It's a small question. The question right now has been moved to a ruling. So, if it can go or not, if it gets accepted, I'm sorry, your club will not be able to do it that way. If it gets voted down by this body, then we will be giving you, as you are, a certain payment. All right. Fair enough. Correct? Yep. So that's how, that's how we're handling that one. Question.

05:13:37 Speaker 2

Okay. Question. Yes? Before we vote. Before we call the question, I'm trying to clarify the word status.

05:13:51 **Speaker 2**

Should we replace the word status with if the judge's recorded testing on the J -City website must be updated to conform to a sanctional requirement? I'm replacing the word status with recorded testing on the J -City website. Does that make it clear enough? Clearer. Clearer. Clearer. There are two names on the website. There's testing and training and both of those need to be updated to be concurrent to validate the certification. Correct. The test will still be up to three, within the last three years. What you're calling, what we're now calling a rule change, is to move the status update for that judge from any time prior to the event to a minimum of 30 days before the event. That's what's passed, that's what we're talking about, and that is a specific rule change. That's one of the rule changes. Now, Parliamentarian, do we take this one rule change out separate of the rest of the rule changes, or do we talk about the rest of the rules? Do we use this one rule change separate, or do we

05:15:02 **Speaker 2**

take it with all the rest of the rule changes? I think you add it to the other rule changes that wrote on all the rules. Okay, has everyone looked at the section on rule changes for this AGM voting? Are there any questions on the other rule changes that are listed there?

05:15:29 **Speaker 2**

Administrative or regulatory? No, these are rule changes. Administrative changes are not rule changes.

05:15:45 **Speaker 2**

rule changes in the document would be that the judges have to take the test every single year. Correct. They have to take the test every single year. And they have to attend the judge's school at least once every three years. Correct. That's correct. That's correct. That's not in the 2020 rules.

05:16:14 **Speaker 2**

If it's passed now and goes into effect, it's 2025. Right. Yes, sir. How many changes are we going to make? We're going to find out. One goal, one career, one career. There's a lot of tension.

05:16:32 **Speaker 2**

My intention is that the Jay Ward Club of Ohio and also the Ontario Club and the They wanted to express that they didn't want to have an annual certified judge test, annually. But they would go along with the three -year testing. But we would also go along with training every year. And in that training, we also do our testing. We go through the test, just to review any changes that happen every year.

05:17:10 Speaker 2

The chief judge test was for new judges. We have a new chief judge coming in. They were thinking it was for all chief judges. No, I paid for it. I didn't have to prove they know what they're looking at. We also have some changes with That's why N16 and SN19 are okay, but they want to be a little more lenient on S20 interior tip liners. They agree that the division should be a little lenient, but not be too lenient. and we strengthen with the concourse division. Concourse division should be held at a higher standard than driven standard and that they should also be driven and enjoy the top down if desired.

05:18:07 Speaker 2

I think what they're saying is if we bring the top back up, if they have creases in it, and it's a driven car, it'd be a little more lenient. But if it's a concourse car, then you have to be very strict with it. Can we divide it between driven and championed?

05:18:29 Speaker 2

Championed. It is divided between driven and championed. But, as I read the championship rule book, A judge who is judging the interior of a convertible for the headliner, normal wear is not deductible. If it is other than normal wear, that's when you start deducting. Am I, am I incorrect now? Correct. You're correct here. Okay. I don't think it's turned on yet.

05:19:02 Speaker 2

Let's continue. Now you gotta get it up right in your face. Okay, this particular... Turn it up, turn it up.

05:19:13 Speaker 2

Hello, this particular change was done to bring it in line with some of the other concessions in Champion that we've allowed. Obviously, there are surface -to -surface wares such as the door lockers and so on that we've given a free pass to, but also allows a ware that we've seen on services. The same thing is true, we wanted to bring that over to the idea that even if you're in Champion, But if you put your top down, there will be a priest. The first time you do it, there's going to be a priest. What we said here is that you've got to use good sense. If it has not done damage, there's no breaking in the fabric of the itself, and so on, that a pass

should be given. Because we still want you to be able to drive these vehicles if you could do so. So want to, but not have a deduction for a pass. The best of care cannot prevent service -to -service, normal, operational wear. And that's what we're giving you an exception to. Normal wear should never be, should have never been conducted in the

05:20:21 Speaker 2

past. If a chief judge did not instruct his judges that normal wear, putting the top of it down, is a deduction point, they have been doing it wrong for as long as they've been doing it.

05:20:39 Speaker 2

We also bring in to another section, SYN 23, about batteries, battery compartments. Again, the Jaguars are competing in the Champion Division. You should have no problem just displaying this battery in its compartment. For instance, in an XK120, you have two batteries that are held behind the back end of the seat. Those should be displayed when requested by the judge so we can judge whether or not it is an official, authentic Jaguar battery. There is no such thing as an official, authentic Jaguar battery. That is correct. Let me bring that into line again.

05:21:29 Speaker 2

We do not judge the battery so that the battery compartments of the 150 sit behind suits fastest and so on. Or the 140s. Or the 140s. Also, as I said about the normal wear and tear, every time you ask somebody to remove a panel, especially on a 140, you are going to introduce potential damage. It's inevitable. And the same thing is true, say, on an XJS. We have to remove those ooze fasteners in order to put a cover to see. Every time you do that, you have, I'm using the word, time to get those ooze fasteners to re -do it. Every time you have to ask something to do something, which is not done on a similar type vehicle because of the weight of the battery or the capacity access, but you want it on a different level.

05:22:23 Speaker 2

on a different level than those with an F -140 and a 150. That's... Okay, now the question is, we're talking about an XK120, 140, 150 in a driven class. Do you want them, for sure, to remove their battery cover? No, they never did. There's never been a requirement. So there should be a difference in the standard? No. Okay, good. That's a good point. No, driven and off the line. There can be a difference. It is a different section of the judge's guide. All right, so what do I get from what you said here? Well, in trivia, you're not opening the trunk. In how we, in what is proposed for changes, because they all align. On the insurance. Exactly. They

all align properly. It doesn't matter. Exactly. It doesn't matter. All right? It's the insurance. Do you have a question? No. Okay.

05:23:23 **Speaker 2**

on Blackwell SB50, since 17, we're making the test once a year. There's other places in the book where it says you take it once, and then it even says you're good for that year and the two following years. So, administratively, you're going to take those out? We change the test to one year. It's not as administrative. That's what we're doing. I don't change it. No, but that's... No, that was wrong. There are a couple of things that we do change.

05:23:52 **Speaker 2**

All right, once, we're voting on whether or not to test once a year at this meeting. I understand. Once that gets either accepted or rejected, changes will have to be made to make sure that it looks like that. Yes, thank you. So, I'm sorry, yes. Okay, so, I'm trying to get through all of it, trust me.

05:24:23 **Speaker 2**

As to this issue of what would the effect be of requiring all the training to be done at least 30 days in advance, I want to point out that based on the judges list, currently on the JCNA website, and this data was recorded by Gabby Meyer, the president of the Southern Arizona Club. This past year the The Illinois Club trained seven of their judges within 30 days of their event. Michigan trained eight of their judges within 30 days of the event. Ontario trained 16 of their judges within 30 days of the event. Indiana trained 12 within 30 days. Nations Capital trained four. Victoria, a candidate 10. Houston, one, San Antonio, four. The truths are, of course, you don't judge a judge at that concord level. Well, these are the judges that are on the judge's list, so that's a good point that some of them may not have judged. They may not have judged. You're talking about who's on the list, but not who judged in that year. But the point is that probably the majority of them did. And the point

05:25:40 **Speaker 2**

is that they did the training of a substantive number of judges within 30 days for obvious reasons. No, they missed their training on the last test.

05:25:55 **Speaker 2**

for the next two years. The rule last year was 14. We're going to do that. The rule last year was 14. Or, now we're asking to move that rule. We're going to vote on it. Any other discussion?

05:26:14 **Speaker 2**

I've got a motion to vote, but we have to vote on each change separately, of course.

05:26:21 **Speaker 2**

We have to vote on each change separately, unless... Does the group want to vote on all the changes at one time, or each one separately? John, once we get this, you can vote on all of them at one time,

05:26:42 **Speaker 2**

You can pull it out for a separate vote prior, or yeah, prior call out if you, but otherwise you could have one vote for all of them. Give the mic to Tom. All right. What, what if I'm parliamentarian? Parliamentarian has told me the vote is on the entire package. Now, prior to that vote being taken, is there anyone that wants any individual vote done on any individual change? So if you don't want to, if you want it voted on separately, it needs to be voted on, say it needs to be approved, but I'll vote that group right now, because the group includes all of them right now. I have a question, John. Yes. We have a proposal for a rule change. Will that be done after this is, these set rules? Yeah, we're not, we don't accept the rule changes after AGM, because they will not be brought forward until the next AGM. All right, so I want to make sure everyone is perfectly clear. All of the changes, including the 30-day rule and the testing every year are clubbed together as one goal. If you want

05:27:57 **Speaker 2**

either to get any of them or either one of those two taken out and voted on separately, it would mean it may have a different outcome.

05:28:11 **Speaker 2**

I just want to add one clarification, because people have used two words interchangeably. Testing and training. We're talking about testing judges every year, correct? Correct. That is what is in the proposed changes for 2025 to be voted on right now. That is part of the group. Now there's a number of other changes in there. So if you want that one separate, someone has to ask to have it separate.

05:28:53 **Speaker 2**

Alright, hearing no requests to remove anything from the rule changes separate, I will call a vote. by holding up your number of votes that you've got and or hands.

05:29:16 **Speaker 2**

Do the rule changes as proposed and discussed at this meeting get put into effect in 2025?
All in favor of yes.

05:29:40 **Speaker 2**

As for roll, do we need a parliamentary, do we need a roll, or is this good enough? Well, I'll tell you, find out how many negatives there are, and if it's obvious, then we'll do it. Let me turn it the other way. How many would back, are going to say no to the revoked rule changes?

05:30:00 **Speaker 2**

You can declare the vote to pass. Two, I see two hands, did you have one vote? Any other? Anyone else? Going once, going twice? So I declare the rule changes passed you with exception. By majority. Thank you, thank you all. I look forward to seeing the most much brighter future right here, I can tell you that. Thank you. Thank you all. Thank you.

05:30:42 **Speaker 2**

Thank you. Thank you.

05:30:48 **Speaker 2**

Thank you.

05:31:18 **Speaker 2**

And we've come to the bill's notice that there's no required place, there's no requirement to post the rule changes at any particular date. So the proposal that the bill's been submitted and I'm discussing now is that rule changes are posted by October 1st, so that by the following calendar year, the judges, the two judges and everyone current rule change is being handled.

05:31:53 **Speaker 2**

Is there a time frame in which the rules that we just passed need to get posted for the judges to see? Is there a time frame that we've used in the past? They're asking for it to happen in 90 days. They're trying to get everything to fall at the 45 days prior to the AGL. If you're asking for these ones that we just passed, when will they be made available to the chief judges? Is it going to be 90 days? His suggestion was 90 days before the year ends so that those clubs have a contract January 1 or 2 to have 90 days to look at the new rules to make sure that there was no problem. Yeah, we can do that. Right, so in September of 2024, 19 days before January 1st, approximately, you will have them posted off there for the judges to review. Yes. And will they apply them? And any time before that happens, starting after 1 -1,

you don't need to apply them. And they haven't had a system? Oh, this year the ATM was early, right? Yes, this year it's on a normal time. Next year it's in April. So they

05:33:04 Speaker 2

could be. How many days, months before the ATM? We have to have a conference. You can run a conference anytime you want. Things that are going to get discussed at the AGM need to be posted to the website 45 days prior to the AGM so that everyone can review what's out there and this is the field. We were told we couldn't have a concord this year because it was too close to the AGM. Well, the we don't want when there's an AGM that week, we don't want any concord schedule across the country because we don't want You will not be able to attend the AGM because there are concours that day. Same thing with the IJF. And it goes to... North American events, it's country-wide. For every other event, it's within 500 miles. And then exceptions can be made if two clubs have a concord schedule and they're 400 miles apart. If they both agree that it's not a problem, we allow it to be happened. But when it's under 500 miles, So the deal is done, and then the two clubs have to agree that it's okay to have

05:34:20 Speaker 2

it, with the exception of the IAGM and IJM. Okay, well, then I should just let you know that we were told we were not allowed to have... I guess Jim told us that, but we were not allowed to have a concord in January, February, or March, because of the AGM. No, that's not how it works. No, that's not how it works. The only thing they told us was that we couldn't do it. We have four clubs that put on. We would have done it in February, not this weekend. Wow. Isn't it nice to do it? And it has to do with notification of three months in advance. And it may have had to do with the advance notification. Oh, for certification. For sanction. For sanction. OK. So that's where it applies. OK. All right. That's enough. Thank you. Clear that up. OK. Now just hang on. Just so you know, the problem Hal and I for administrative changes is like, as we said two weeks ago, someone called up and was concerned about the definition of trailering in a 35 -year thing. I believe she said in chapter one it says

05:35:22 Speaker 2

35 year old cars are newer and driven and not betrayed. 35 years old or older and driven. One of them was in chapter one, the other was in chapter two. One said 35 or newer, the other said 35 or older. She said well this is confusing. Which one is it? I said, well, how old's your car? But we only got that two weeks ago. Now that administrative change would not go in.

05:35:55 **Speaker 2**

I know, I'm just saying that we're trying to get as many administrative and rule changes posted by September, let's say the end of September, as we can. But administrative changes bite us all year long. And right up until the AGM, we have to put those in. You know, if we can get them in 45 days before the AGM, we're gonna put them in just because people are looking for clarification on something.

05:36:23 **Speaker 2**

Excellent, thank you. Okay, moving along to try and get to the end of the report, we have a CR -5, Dan, where are you at almost? I'm done, thanks for asking. Thank you.

05:36:52 **Speaker 2**

Behind us or from us? I said behind us or from us? What do you think? We can have a rock, paper, scissors, and we'll get back to you. We'll get behind the scissors. I thought we could do that. We're gonna go in front.

05:37:13 **Speaker 2**

Good afternoon. I'm Rock, and I work for, Rock, quiet! Rock, paper, scissors, rock, paper, scissors. I'm Ron Pust, and I work with Pete Creston, our editor here, and Nicole Smart, who's rotating him as a managing editor on the Timmy. Greg Wells is not here. Diane Ford, Diane, come on up. She's our advertising manager for the journal. and we appreciate the opportunity to do what we do and put the magazine together for everybody and handle it. I've been working with them for about eight or nine years. I report to the board and the president when the board is not in session and kind of have oversight to help them with some of the business. But, you know, Peter has been our editor for going on ten years now, and so we're the, basically, the committee that, along with our third party help from GraphCon, And of course, our advertisers who have supported the journal over the years. You don't understand, but it's a constant flow from one issue to the next. Meeting deadlines, trying to get content

05:38:36 **Speaker 2**

in on deadlines. And we're really appreciative of the work that these folks do on our behalf. I'm going to turn this over to Peter. If you have any questions for me, let me know,

05:38:51 **Speaker 2**

if you have questions for them. Thanks, Rob, I think.

05:39:00 **Speaker 2**

I've never had a job that I kept for 10 years. And it's actually more or less a month on month, 10 years since I took over. In the fall of 2013, I was shadowing Mike because

05:39:22 **Speaker 2**

I need to learn the ropes, and it's just crossing on four now by the swing of the 10 -year equivalent of 2014. My first issue was the Boston AGM, so it's an AGM issue. I've never had a job that I've enjoyed so much, although I technically retired when I moved to the States.

05:39:55 **Speaker 2**

And I've enjoyed putting the journal together for you. But the fact is, there's a lot more of us job -seekers who know the service as this sort of strong metaphor, conceivably gliding along from things that are happening furiously under the waterline.

05:40:20 **Speaker 2**

Succession management and things like that are important. But it just would help, but the job is important.

05:40:30 **Speaker 2**

Just by a combination of things, it's shadowed in me all the lessons I can say at the time of the year with the IJF in Columbia and covering that. For two years in a row, it took half a year to spotlights.

05:40:53 **Speaker 2**

and doing the spotlights and she's a fantastic team player and we've all got different things to do to the party. They're all looking in at the end of the season. Ireland, England, Scotland, Wimbledon, Aberdeen, Germany of course. There's a concern that's going up and we're all left with past issues.

05:41:21 **Speaker 2**

Issues to do with the range of cars that Jaguars will be producing at the heart. Though, as supports of the mark, or not, as the Jaguars see us, we have sometimes become a heritage. Now we're almost becoming this on a different planet,

05:41:47 **Speaker 2**

But we wish you well, and we want you to come to the building. Our specialty is building huts and ties with Jaguar. And we have not failed to do it.

05:42:02 **Speaker 2**

It's a new standard type of book because these are not standard times. They're interesting times, as somebody once said. And so, oh, you just go on the same track as normal. You have a way to listen to suggestions, get feedback to you.

05:42:29 **Speaker 2**

I want to formally thank her for her assistance, and just thank you for your support. It's been a pleasure working with you, and I hope to continue in the goal of my side,

05:42:57 **Speaker 2**

I wish she had a good few of those things, but I don't know. I don't know. I have worked under a lot of different personalities working in government, primarily, and always have been chaotic and that sort of thing. So this has been a really kind of fun, but also kind of restored my faith in people who take leadership roles So, Peter has definitely been helping me along to learn the ropes of how things specifically are done. Read the journal, and with our publisher, and that sort of thing. So, that's been a really good experience and ongoing, will continue to be ongoing.

05:43:47 **Speaker 2**

I'm Diane DeFour, I'm the Ad Manager.

05:43:57 **Speaker 2**

If you haven't read it, I don't feel I need to read it to you, but I think what you've taken away from the page that I presented is that we are in a challenging year right off the bat. And we are addressing that challenge with looking to add different advertising categories

05:44:27 **Speaker 2**

currently have. We have had some major advertisements.

05:44:42 **Speaker 2**

but we frequently lose them to another magazine that has higher membership. And one in particular that I'm always butting heads with. And every once in a while I go through their ad index and cringe at what used to be in our magazine and is now theirs. So, do you have any suggestions? comments. I'm more than willing to take any advice and suggestions that you may have.

05:45:25 **Speaker 2**

Just curious, given that a lot of our membership likes to drive, did you ever consider having issues that do a focus that say upcoming travel destinations from a region then reach out to resorts as potential advertising groups?

05:45:55 **Speaker 2**

For all of these things that we're raising, I suggest that you just contact us.

05:46:07 **Speaker 2**

Outside of the context of an AGM, because we're not doing a general question and answer format. Well, you invited questions. I did. Thank you for inviting me. I'm sorry. We'll entertain pitches from folks to help us guide what's interesting and compelling writing.

05:46:35 **Speaker 2**

oriented and anything else that folks, if we can accommodate you, then we'll develop the articles to do so. But the best time to do that is to address, let's call it correspondences or phone calls to myself or Peter or Nicole. and then we will make an effort to, you know, look at developing those sort of stories. It takes a little bit of time to develop a story from the beginning and into something that we can publish. But we're certainly, you know, we'd love to have folks who are interested in submitting things to us, not promising that they'll win or if they'll make it in the press or in what form, format.

05:47:28 **Speaker 2**

all year long, for anybody who has any questions or if you want to pass them through your RDs, then you can put some out there too, but we're happy to just contact us. Yeah, we're definitely.

05:47:43 **Speaker 2**

Anybody know more about some of the essentials for the jet engine running, probably After all, it's cancer, isn't it? If you're going to do a real mixture and timing, they're two good ones, aren't they? And you need a combustible mixture, and you need a spark at the right time. And so those two criteria are met. And unless you receive mechanical damage, the car should run nicely. And there are those of you who may be wondering, what's it doing standing there shaking like that? It's actually a question of timing.

05:48:29 **Speaker 2**

The wires that I've had put in my brain and the pacemaker that I've had put in my chest are switched on. Unfortunately, that's a few days from now. So, it's a question of timing. If we

had some different timing, we'd be more confident in the Germans if we could answer this. We're a bit stuck, a bit wobbly. That's one. The other thing, first of all, next year,

05:49:00 Speaker 2

And I've got four sisters, I don't know how to handle them, although I thought I did. But she's on fire. And so I ask you for your support. And don't worry about me, because if we don't have this meeting, the day after the 20th of March, instead of that, It was a distinguished joke, cool stuff. Solid, bouncy, 50 pence on a lot of boxes. I had to do it for the B12, so no panics. I don't know if you thought that anybody was. You would see a different spoon that would make a big person in a few days' time. Absolutely.

05:49:49 Speaker 2

Thank you. Thank you. Thank you. Thank you. Thank you. Thank you.

05:49:59 Speaker 2

CR -6 is the annual report from the foundation to the JCNA covering specific areas where the foundation works with the JCNA on a number of items that benefit our members, mutual members and the Jaguar community as a whole. In your backup is printed the six -page report that is formally submitted to JCNA. What we will do in this program is go through a separate PowerPoint presentation, a hard copy of this presentation that's in your packet for you to take home,

05:50:52 Speaker 2

I'm not going to take time for you to read every slide, it's more for looking at the images, getting an idea of the pretty broad range of activities the Covenant Foundation deals with, so that you'll have a better idea. You people have been here a while, maybe you don't know all the things that we cover. So that's the purpose for the power of the Covenant.

05:51:20 Speaker 2

Bob, if you can put it on the purse.

05:51:25 Speaker 2

Okay, that's pretty much it.

05:51:37 Speaker 2

There are difficult studies. It was established as a corporation in 2012 as a sort of a pledging organization. It began in 2010. But then it was formalized. It was recognized by IRS as a

charitable foundation. Therefore, you made a contribution. Whether cash, materials, or whatever is deductible on your income tax.

05:52:08 **Speaker 2**

The report, though, I'm just going to go back to what the report in your packet is. That covers publications, technical line, trophies, two loan programs, And the two bowl program now includes a slalom climber system for those clubs that want to do a slalom. Thanks to the North Georgia Club who donated that to the foundation. Regalia and Authenticity. So those are the areas that the foundation works directly with JCA.

05:52:44 **Speaker 2**

And this is the vision and mission. I want you to read that on your own.

05:52:52 **Speaker 2**

It's important, the Culture Foundation is not a component of JCNA or vice versa. They're two totally separate organizations that work together and we have to try and build relationships where we do things with the other. So we're a separate organization.

05:53:14 **Speaker 2**

And those are some of the people that are in the leadership positions.

05:53:24 **Speaker 2**

These are items that the foundation addresses, scholarship, museum, tools, library, Jaguar collection, and a few things. the scholarships presently refunded and have put in, put here in a vote to support a scholarship that is funded so it's sufficient money to provide perpetual scholarships to students in the car renovation and other areas. repair program and they have an affinity for old cars and Jaguars and Blossoms. They do that. They're basically young people who are picked out. They help to fund the faculty of the college, their go -up -and -comers, and we help them take their tours.

05:54:24 **Speaker 2**

There's another couple of the recipients. This is the British Sports Car Hall of Fame. It's the Boss Motors facility in Richmond, Virginia, but it had been under their auspices. They didn't want to be in charge of it, so now we are. We, the foundation, are responsible for the British Sports Car Hall of Fame. It's still located under the Boss Motors facility, but the foundation is now in charge. And these are some people, including our incoming Vice President on the left.

05:55:04 **Speaker 2**

Gary Kinsel in the middle. And famous race car driver and owner.

05:55:20 **Speaker 2**

That's our library, facility, storage, tools, equipment, sales, the thing on eBay, etc. are all located at Columbia South Carolina. Those are just some of the things we have there.

05:55:47 **Speaker 2**

You can look at it that way, that we've got in our collection, donated by a lot of nice people.

05:55:57 **Speaker 2**

That is a list that you have to look at closer later on. That's the Club Pinkers. Any club can be a Pinkers of Foundation. The request is for \$250 a year to be a Club Pinkers.

05:56:16 **Speaker 2**

pay -throughs, you've got individual pay -throughs for \$50 a year or more. In times when it's more, that's good. We had two eBay stores.

05:56:33 **Speaker 2**

These are addresses.

05:56:38 **Speaker 2**

So this is a British sports car, all clean.

05:56:48 **Speaker 2**

Hall of Fame inductees, the really big names in the British sports car industry are in that Hall of Fame. As I said, it had been for many years run by under Boss Motors. Now the foundation has taken charge of it and has it. And Gary Kinsel, who has moved from CEO and President to now he's Chairman of the Board, and he also takes on this British Sports Car Hall of Fame as an extra.

05:57:21 **Speaker 2**

This is a relatively new thing, the foundation has become a major sponsor of what here is called XKE data, that also includes XKE data, Saloon data, you know a whole bunch of, I guess it says 8 different Jaguar data sites that I'm sure many of you have used online and were a major sponsor.

05:57:46 **Speaker 2**

Coming very soon, it's been coming very soon for a year or so, is this very complex but very important website material on looking at all databases for historical jaguar information. And the reason it has to come out as soon as it was thought is, People that are working on it from a technical standpoint are trying to make sure it's as user -friendly as possible. And that's difficult when you're dealing with a huge amount of information. But it should be coming very soon in a way that it can be gotten to on the website without needing a flash drive or some extraneous method, which right now is the only way it could be done. Now this is requesting you, any one of you, or all of you as individuals to become a patron.

05:58:52 **Speaker 2**

And take your materials back and show it to your members of your club, and then your club will want to be a patron, a club patron of the competition. That's it.

05:59:07 **Speaker 2**

Thank you.

05:59:13 **Speaker 2**

We're getting a little bit off track here. I didn't realize this was intended to go in here. Deidre pointed it out to me, I left it off so she can explain what all this is. Thank you.

05:59:27 **Speaker 2**

Give it to Bob.

05:59:36 **Speaker 2**

Okay, Bob told me to make it quick. Those people that know me know I do talk a little bit fast. So in these situations, I'm stopped. I don't know, in these situations, I have to slow down a little bit. So after Adrian and I last year, we were talking about the cost of jaguar dermal printing and the possibility of developing chronic, reported back to my board. Bob talked earlier about data He's truly a rock scientist who works in aeronautical design. And just on a whim, he said, let me do a financial recovery. So this report is what we have. At that time, we were winning about \$36 ,000 in our treasury. And we were going to be spending \$3 ,200 to \$3 ,800 a month to print and mail our newsletter. We were going to run out of money in 2020. We did a survey, and 60 % said, sure, I'm going to throw that money. 40 % said, no way, I don't want that. I want to have it in my hand. We debated for months and months.

06:00:52 **Speaker 2**

There's a printout next, please. And so we talked about our options, and we decided we were just going to make a decision by the bulletin board electronic. For two to three months,

we had a lot of complaints. But now, everyone is so happy because we've moved on. Well, here's what we did, we went 100 % digital, we talked to our members, we put up the job hard facts, why we were doing this, because we ran out of money. Talked to our advertisers, because people would be looking on the website as our newsletter, they would need more viewers, so we proved that to them. And then, I think the most important thing is, we went from 24 to 28 pages, and then to over 50. We have color, extended format, more about our numbers, more about our events. It has been a 100 % success in our club. And if any of you out here are experiencing the same problem, you have a printed newsletter, it's costing too much, you want to know how to do this, give us Dave, myself, our president, Dan Jensen, we would be happy

06:02:05 **Speaker 2**

to help, because we can say it was a 100 % success. Wait, just talk about this chart. Oh, that chart. Yeah, that's where we were going to run out. I mentioned that. We were going to run out of money in 2020. And so we're saving all this money. And we realize as a nonprofit, we have to, you know, kind of look at how much money we have in the bank. So for the past, well since we started this,

06:02:37 **Speaker 2**

that is a food -based meal, luncheon, we subsidize each member. For instance, at our holiday party, we subsidize \$40 per person, because as you know, the spaces for big events, not only do they cost a lot to rent, these tables and chairs, the food is one, there's the service charges, and our cost was going to be like \$130 per person. For a third party, that's Christmas,

06:03:06 **Speaker 2**

rest and our members really appreciate and understand that this has been a wise decision.

06:03:19 **Speaker 2**

It's important for the clubs to know what their club does if they want to go digital. That's each club's own decision to make. And if you need help, they're there willing to help you. It's moved on the past time you get there. For the Blackboard Journal, we have put together a committee that is putting together a plan

06:03:46 **Speaker 2**

and it would take us to do it. So that is a place that has worked. We're not ready to give you a report on it yet because it's not that far along, but we'll get there. And one of the things that is going to be surveying our members, our membership, of who wants digital, who doesn't

want digital. I'm sure of the renewal every year. There's going to be a checkbox shortly, if there isn't already, to say, I want digital.

06:04:18 Speaker 2

So you start collecting the data and now who wants digital and who doesn't want digital? All right? I just thought I would add that. Yesterday I took a look at the JCNA membership database. There's 5,000 people in there. There's 430 without an email address in there. We were surprised it was that many. But we also don't have a whole lot of faith in those email addresses that are in there. So we're gonna have to ask the clubs to make sure you have an accurate email address when you do your intervals. Don't forget your addresses either when your club membership people send their information to JC and A, because that affects your Jaguar journals, getting to you. You should periodically update your club information and send rosters up to care of so that we keep track of that because it wastes money when we misroute check our journals and it disappoints the club member when they don't hear it. And awards too. and award, everything. But, yeah, I'm segueing into my pitch here. So I'm Jack Humphrey,

06:05:35 Speaker 2

the webmaster and the administrator. So I'm over my head in both of those areas. Talking about the website, we have a mature website. It's been like this about five years. We upgraded the operating system a year or two ago. The website functions like it's designed to do. Very few glitches, though we have found some things that... In the software update, it dropped a few things from being done in the background, way past what the normal member has to worry about. Biggest area of challenge, we talked about it this morning, it's the scoring system and the judge information and most importantly, education of the people knowing how to use it. And I'm gonna show you something really cool here that Jim Sample developed. I'm not gonna walk you through it all, but take it back to your club for people that are involved in our crews during the mass. they now have their information going with what we've got that slide. So Jim did this and it's designed to walk the dog for somebody creating an event

06:06:45 Speaker 2

on the calendar because for an event to happen, the club decides to hold the date, somebody has to have the club credentials, they go into the website, sign in as the club, creating an event following these stages.

06:07:04 Speaker 2

in all three of our event chairs for them to review and sanction it. By default now, when you launch a safe calendar date, it's going to be checked to sanction the event, because that was an area we found that folks were having a problem. They didn't check it. Then our three event people didn't know about it, so they can go in and review the information. So that's going to fix that, so as soon as an event creation comes out, I review it to make sure it's got other administrative information it needs to have. I send, besides the email going to the event people, I send another email to them saying, hey, you got this. So we just push that process along. everything works right, if it's right, it's sanctioned, it's on the calendar, you know, the event, then you put the information in. And that's another challenge, and we've been talking about that probably for years, and certainly the last few days on clubs getting their stuff in. So in closing on that, People have problems with events, get

06:08:10 Speaker 2

ahold of me. I've got Jim, we have the other two event chairs to help you work through your problems. Don't sit there for two weeks, three weeks, a month not knowing what to do or something's not right. Call me and I'll get back to you in probably within hours. And we'll work through it, there's nothing we can't do. Last thing, and I mentioned it when I first came up here, is on the administrator side, current on your club members. That is a bottom -up thing designed from way back in the 50s when we started the club long before there, well, were computers because they took up a room. But what we have is only as accurate as what our clubs say to us. Any questions or comments for me?

06:09:02 Speaker 2

It's melting now, but we had a lot of it, some places three feet up in the mountains. Thank you, Jack. One additional thing to that, one of the reasons that she was created for was telling people how to create a development. People were going in. and they were updating their 2022 event for 2023, and they were updating their 2023 event for 2024. When you do that, it deletes the previous event. And we don't want you to delete the previous event. We want you to create a new event each year, not delete your previous event and only have one on the calendar. Actually not, it's still, the data's in the system, but we gotta go find it, run the wickets, and get them realigned, and they can create another event. All of them want you to create a new event each year and for their event creation on the website and event update on the website. Alright, the last item on your agenda is CR 9, a drive -by program. This is a request for a new sanctioned competition. This was generated by Dennis Eckhoff in

06:10:13 Speaker 2

2018. It came in too late to go in the 2018 AGM, and it didn't get in the 2019 AGM, it somehow got missed. And then, so, I came across it in my archives, and said, I want to bring it forward and see.

06:10:33 Speaker 2

a sanctioned competition that we could put in place if this group thinks that that is a good idea. I just want to take a stronghold on how many feel a drive -thru, I don't know if you can look at the three pages that are in there, how many think another sanctioned event called Drive -A -Live would basically reward members for driving their cars? Are you interested in it, or should we just let it die? Harley -Davidson's done that for years. Sure, other places have not, we're just, questions, are you interested in that? A vote yes, move forward with it? Anyone? If we brought it in, this would count points towards the Fred Horner Award for active participation on the road. All in favor of keeping it? We're setting it, I should say, all in favor of setting it up, if it's not set up yet? Let's see the blue, 3, 4, 9, 6, 7, open hands, alright. Blue is, who would prefer that, left eye? 1, 2, 3, 4, 5, 6, 7. I think the move forward with it, people have succeeded in the drop of it, so support will

06:11:53 Speaker 2

take it up tomorrow, thank you. Now, that brings us down to all the other ones that we worked on and discussed, so that item is on the agenda.

06:12:11 Speaker 2

We have been trying to get financial or demographic information from all our clubs for a long time. And that's not it. There we go. The Canadian XK Jaguar Register said they have all this information. Here is the demographics they put together. They do this on a yearly basis. This is the club in Vancouver. There's all the different models and how many per club they have. How many are in the club. Next one down is a list of years of the cars and how many they have. So our advertisers need to know what our demographics are. They probably want to know our ages too, but we're old.

06:13:04 Speaker 2

But this kind of information would help out our advertisers. We could sell space in the Jaguar Journal more easily and on the website more easily if we could supply this kind of demographic information.

06:13:26 Speaker 2

Mark took it as a test for the membership monthly meeting that they were going to get it. Thank you. How much are you willing to pay for it? Well, like most of all, here come the

advocates. We're not going to put addresses on the demographics. It's strictly vehicles owned and other information. Whatever information your club wants to present in a demographic format. I assume you have this as your renewal application already.

06:14:02 Speaker 2

So what we're asking is that, go back to your gloves, let them know that we would like a democratic chief of their members to subsidize, or not subsidize, to be able to create a democratic for the entire organization, not just to a fault. As a whole, it will make a lot more sense to advertisers that there's X number of people, X number of this kind of vehicle, X number of that kind of vehicle. And also for people who just look at our website and want to know, should I join this organization? Is there any reason for me to join this organization? Hey, I'm an ex-state agent. So there are plenty of people on the phone. I could join them and maybe I could get some information on my crimes. That's how it all works. We're here to support all of the other individuals who are living alone. And in order to do that, we need to know what the other individuals have so that there's a way to figure out how to get to each other. Yes? Do you want one with your fake hand body style? Yeah, if you want, we

06:15:16 Speaker 2

want whatever demographics you want. Whatever you've got, without breaking, without pushing too hard for it.

06:15:28 Speaker 2

Right, the board will be sending out a request of costs. All right, now we're at a point in the organization that's open for discussion. Is there anyone that wants to discuss anything more?

06:15:44 Speaker 2

John, can I just add something here. Having gone through this a couple of years ago, it took me about 14 days of solid work to get this information straight. If you're going to request the information, you need to do some work to standardize how the data is reported, whether it gets reported or not. report as E -type or Series 3 or XKE. It's very, it gets reported in many different ways. And I'll say, I've spent a lot of time on this and we can go back and look at the data I compiled and we need to do it again, I agree. But we need to do some standardization first. Right, and that's why the request needs to go from the board. Yeah. This is shown because it was readily available. And you can see it doesn't take that much to get this up on the board. This is a different question. When you and I tried to communicate that we had a problem incident using the JCNA addresses, and I would get these returned back, many of

your names from the board, and saying, you know, JCNA doesn't have this address.

06:16:56

Speaker 2

Has that been improved? Okay. That's about the forwarding to JCNA dot whatever. Right. And going out to our personal emails. So the address, we get spam rejections out of the website sometimes, so I think that's what you're talking about. Or is it saying there's no address for that? No address for that. Or what happened is, okay, the mailing that I sent out to the club presidents, the mailing list that I get, these were created two years ago from the membership committee, She went through the JCNA website, went down club by club through all 67 clubs and made a note of who the president was, who the membership chairman was, and maybe something else in there. Editors. Oh, editors. So she manually put that together. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. And that's not an

06:17:54 **Speaker 2**

easy task. And that's not an easy task. And that's not an easy task. And that's not an easy task. I added updates every year. Yeah, and it changes every year. So, I used her list, I think this is the third year I used it. I kept adding people to it as they came in, but I didn't take the old ones out because I didn't know where they were in that list. So, she's talking about a different problem. It's the file forwarders, where she sends something to, say, the DOD and it detects a spam. Now one thing we have to do is safe email practices. So, when we send out emails from JCNA with many, many files on them and stuff like that, the internet world out there sees that as spam. They don't know it's AGM stuff and that gets us on the list. So, that doesn't help. So, wouldn't it be nice if we could things happen, send me the email and you give us a rejection notice so I can go back to our website host company and say, hey, take a look at this. It's rejecting things when it shouldn't.

06:19:00 **Speaker 2**

Okay? When I sent out the last file for this to everybody, you'll note there was there was a one, two, or three on it. It took three emails to get it out to everybody because I didn't want to overload an email with too many

06:19:17 **Speaker 2**

Yes, we'll ask a question. Yeah, on a different issue. We're open for questions. Is there a time frame? I mean, we just heard from Jaguar Journal that advertising may be a little bit

challenged this year. And is there a time frame of thinking about more digital sort of distribution on that question for Jaguar Journal? Because that seems like a big expense, and Bob, you had mentioned it was 30 or 50 percent of the expense. What's the actual dollar value of that?

06:19:54 **Speaker 2**

I don't have those numbers in front of me at this time. Rob, can you ballpark that, Rob?

06:20:03 **Speaker 2**

Please submit your question to the President and we'll get back to you with an answer. We don't need to have actual numbers from us. I don't want to go off our numbers. I don't want to say it's going to be X dollars when it's Y dollars. Okay, and we'll release the timing. Yeah, the timing of how we're going to do it. And please forward that question to the board. through the president, and we'll take it up in discussion. If you can get it tonight, we'll take it up tomorrow. If the board is meeting tomorrow,

06:20:39 **Speaker 2**

or through, you know, 8 o'clock till noon, as long as it takes. Some board members have to leave earlier than that. Okay, anyone else that wants to speak up? Yes? I have a question in regards to going to digits for Cancor's journal. Yeah. Anyone ask your prayer, where you breathe, the points are volume, distance are height. Yeah, so those are in the report for the last year or so. I don't have it in front of me. If I'm out with our jag gang, if we have a jet worth of oil, if I get down to a certain point, I might as well just send it all out to everybody again. Correct. There's a certain price point where it will not change until you get below this level. I think that's 40 % or 400. I think we need to be close to 50 % of the membership so that we can take our production from \$5 ,000 down to \$2 ,500 before the price would actually drop significantly enough to consider a price drop. That was a year ago, so we're still working on it, and we'll keep that update. And I also want to ask a question.

06:21:51 **Speaker 2**

I don't know if I'm going to be able to get it up.

06:21:55 **Speaker 2**

The minutes from the 23 ATM, were they just distributed at this point? Yes. Could we get those out earlier? They weren't distributed around this time. Actually, I did find it in my package. Yes, they should have been out a long time ago. I'm guilty. The Jaguar Club has said so. How do you get it? When are we going to see the minutes from the meeting? Yep. When are we going to see them? I am guilty. We will try and do better next time. wasn't

concerned because everything is being recorded here so I can go back at any time and go through all of my numbing details all over again without losing anything. But yes, I assure you I will get them out much sooner.

06:22:42 **Speaker 2**

I don't have a question, but the Jaguar Club of Pittsburgh, on behalf of the other club, would like to thank the staff of JCNA, all the committees, the committee heads, the board of directors, and most especially, John Boswell for his four years of service. Thank you, John.

06:23:10 **Speaker 2**

I entertain a motion to adjourn. That's adjourned. Concurrent session. Okay. Motion to adjourn. Concurrent session, right? Yeah. Okay. Session. Well, those are, that's not part of the board meeting. Those people. So I have to be honest with you, it's motion to adjourn the session. Second. All in favor? Aye. All in favor? Aye. All right. Meeting is adjourned, thank you. Thank you. Thank you. Thank you. Thank you. Thank you. Thank you.

06:24:18 **Speaker 2**

Thank you for watching. I'm sorry, I hope he's okay. I'm gonna call him. Maybe he got dizzy.

06:24:34 **Speaker 2**

It's not like him to just leave, you know. He probably went to his room to take a nap.

06:24:51 **Speaker 2**

Yeah, 4 o'clock we got to do it.

06:25:17 **Speaker 2**

Yeah, man, I've got to break up something. Yeah, but I just... Are you still happy? I mean... How about this afternoon? I don't know, but yeah, let's do it. What is this? Yeah, I don't know. You don't know? I don't see you in there. You're probably outside. Oh, yeah.

06:25:48 **Speaker 2**

I'm not sure what that is, but I don't know what it is. But don't break me, it's all good. We ain't got anything to hurt. I'll be there. Yeah, it'll be fine. Yeah.

06:26:29 **Speaker 2**

Please come to the board meeting at 8 o'clock tomorrow morning. They validated that their flights are going to clock.