

REPORT TO THE CSTM ANNUAL MEETING, NOV. 2008

MAIL ORDER SERVICE

Our sales table at 3 of Calgary's folk clubs was again successful thanks to the efforts of John, Marge and Rodger Leeder, Roy and Carla Lloyd, Janet Sisson, Judy Breese and George Smith. Thanks again go to the Calgary Folk Club, the Nickelodeon Music Club, and the Rocky Mountain Folk Club for allowing us to set up our table at their venues.

Mail orders have been sporadic and in some cases it has been difficult to obtain stock from some suppliers. This is going to worsen during the coming year. A few years ago I appealed for help when a large east-coast distributor shut down but received no suggestions as to a replacement. Now, our west-coast distributor has shut down and although there are plans in the works (I believe) for a replacement this has not yet happened. Any suggestions?

Also, CD prices at retail outlets are dropping although prices from artists don't appear to be following. Typically an artist-sold CD "off the stage" at the Calgary clubs is \$20.00 – sometimes more, depending on the source (U.K. or U.S.A) and the exchange rate.

In the past I was able to order single copies of titles from a distributor on a regular basis. An order of 10 or more made it economical to use the postal system, but as a single book or a cassette in a padded envelope goes at parcel rate (minimum of \$12.00 per item) this is becoming less and less feasible whether it's for obtaining stock or sending out orders.

A few new titles have come in from artists and I will be dealing with them soon. I find our best chances of sales are from established artists or those who tour through the province. I try and get stock from them when our paths cross.

Respectfully submitted
Dave Foster
(dafoster@shaw.ca)