# I[T5 Inter City Railway Society 

# MINUTES OF ANNUAL GENERAL MEETING - 2013/14 

held on Saturday $26^{\text {th }}$ April 2014 at the Crewe Arms Hotel, Crewe

## Members Present:

Carl Watson, Louise Watson, Jack Watson, Simon Mutton, Trevor Roots, Christine Field, Peter Britcliffe, Stuart Moore, Hugh Guilford, Michael Hillier, Martin Hall, Geoff Godsell, Boyd French, Dave Brooks, Richard Shaw, Peter Flintham, Gareth Oliver, Peter Turner, Rod Swallow, Bob Howe, Paul Osborne, Darren Pavitt, Colin Pottle, Malcolm Clements, John Craig, Laurence McCormick, Albert Ward, Peter Davies, Ray Carr, Michael Hayman, Neil Dix, Roger Thomas, Ron Jones, Fred Lyon, James Holloway.

## Apologies for Absence:

Mark Richards, Tim Stamp, Martin Evans, Mike Cheskin, Peter Foster

## Chairman's Report - Carl Watson:

Welcome to the Inter City Railway Society AGM for the year to $28^{\text {th }}$ February 2014. This was our $40^{\text {th }}$ Anniversary year, and what a year it's been.

We celebrated our $40^{\text {th }}$ in style with events at last year's AGM at the Nene Valley Railway and a grand finale event at Eastleigh Works in September. Both very successful and we'll be repeating the Eastleigh Works event annually from now on, as long as the funds hold out

Membership has increased dramatically over the last 12 months but l'll let Trevor tell you all about that shortly. Suffice to say, we must be doing something right.
Funds are holding up well, despite a high spending year last year with the $40^{\text {th }}$. Peter is keeping a close eye on things. More from Peter shortly.

TRACKS has increased in size again, to 48 pages, thanks to an increase in Member submissions of both articles and photos. It's important that we don't forget that the profits from Publications fund the extra pages and colour printing of TRACKS and only through continued success of our Publications will we continue to enjoy the vastly improved magazine.

Our Publications sales were down on the previous year but continue to do well considering the economic climate. Release of the eagerly awaited USF has gone well.
The website remains useful, informative and, most importantly, updated regularly. Due to time constraints, Mark hasn't been able to develop the website as he would have liked and has decided to step down from his role as Website Manager in favour of someone with more time to spend on it. I'd like to offer Mark my wholehearted thanks and appreciation for all the hard work he's put in over the years.

I would like to remind everyone that all of what l've just described is achieved by a dedicated team of volunteers and l'd like to thank each and every one of them for their time, dedication and sheer hard work to make all these good things happen.

Looking forward to 2014, we had a Members only visit to Freightliner Basford Hall prior to this meeting and we will be attending the Swanage Diesel Gala in May with our sales stand. June see's our return to Eastleigh Works for another Member only event. In July we will be at the DRS Gresty Bridge Open Day with our sales stand. We are hoping for a Members only visit to Gresty Bridge at some point but DRS has put these on hold for the time being. Our new Events Coordinator, Louise, is doing a grand job organising all these events and hopefully there will be more to come.

The anniversary events cost the society $£ 3500.00$ in total. The visit today to Basford Hall yard was subsidised by the society by $50 \%$. We want to use the money held by the society for the benefit of the members, hence the events at the Nene Valley Railway and Eastleigh last year and also the visit today.
I would also like to acknowledge the sterling work carried out by Mark Richards as Web Site Manager. He has kept the site running smoothly and looking good. Mark is stepping down due to time constraints. Thanks to Mark for all of his efforts.

## Matters Arising from the 2012/13 Minutes:

The minutes for last year's AGM where read and there were no matters arising. Approval of the minutes were proposed by Simon Mutton and seconded by Boyd French.

## Election of Officials:

The existing committee (with the exception of Mark Richards) have agreed to stand for a further year. In addition Louise Watson and Christine Field have been put forward as Events Co-ordinator and Website Manager respectively.
Election of the committee en block was proposed by Martin Hall and seconded by Paul Osborne.

## Treasurers Report - Peter Britcliffe:

The summary at the end of the accounts shows that the society had an operating loss of nearly $£ 6,000$ which might appear to be a serious situation. However, this arose as a result of two things.

Firstly, the $40^{\text {th }}$ anniversary celebrations cost the society $£ 3,500$ but this was designed to mark a special event in the society's history and had been budgeted for.
Secondly, February 2014 saw payments made to publishers for books and binders totaling over $£ 6,500$. Payment has to be made 'up front' before we can begin to realise income from their sale. All three items will bring income into the 2014-15 financial year and, we hope, with the binders, tuture years.
Both income and costs have increased. The fourth column of the accounts allows comparison to be made with the figures from the previous year. Our two sources of income, membership fees (up by $£ 2,000$ ) and book sales (up by $£ 6,000$ ) have increased. We spent more on advertising, taking full page adverts in railway magazines. Printing costs for Tracks and the books have increased too.
PayPal continues to be the major payment method. This year the total commission paid on our transactions was $£ 523.00$. Some of this, with publications, is unavoidable, and we could not function without it, but can I repeat my appeal of 12 months ago for members to consider paying membership renewal directly from their banks in preference to PayPal or even by cheque. This would save both themselves (postage), and the society (commission), money.
Finally, the society is in a strong position financially as the assets/liabilities show. You will notice the "unsold stock" is a new addition to the assets list. This is calculated on remaining items based on the member's price.
In closing, I would like to thank Mark Richards for his close scrutiny where the accounts have been concerned. His input has been much appreciated by me and will be missed in the future.

# Inter City Railway Society Accounts March 2013 - Feb 2014 

## Income

Expenditure
Surplus I
Deficit
Notes / 2012/13 figures

## Membership

| Fees | $£ 11,668.84$ |
| :--- | ---: |
| Magazine |  |
| lan Allan |  |
| Mag Sales | $£ 327.67$ |
| lan Allan |  |
| Mag Postage |  |
| Other |  |
| Mag Sales | $£ 38.50$ |

Stationery
Total
£12,035.01

Publications

## Sales

Cheque
Payments
Paypal
Payments $£ 8,423.50$
Ian Allan
Book Sales
£5,298.66
Cash Payments £814.39
Float
£209.06
Cash
Adjustment
Production costs
UKRS01
UKRS02A
UKRSO2B
UKRS03
UKRS03B
UKRS09
UKRS10
UKRS11
UKRS10/11
Reprint
Magazine
Binders
Information
Subs.
Books
Postage
Stationery
Advertising
Shows
Travel
Subsistence
Fees
Sales Stand
$£ 12.08$
£1,196.00
£2,711.65
£1,482.20
£1,766.50
£966.85
£257.51
£497.08
£409.70
£710.78
£2,102.58
£853.20
£36.73
£2,595.38
£297.85
£2,525.00
£366.30
£483.00
£75.00
£550.00
£9,483.13
£10,845.67
$£ 59.81$
£12,572.29
$-£ 537.28$ £9812.83,£10954.66,-£1141.83
£5,832.22
$£ 5,171.88$
£2,704.45

2012 pocket=£1406.60
2013 combine $=£ 1936.77$
£1,653.21
2013 wagons, $£ 1171.20$
n/a
n/a
n/a
n/a
n/a
n/a
$£ 507.00$
£2,028.65
£282.60
£1,200.00

Carlisle
Carlisle
Carlisle
new top

Stand/Tables
etc £142.28
Insurance £252.00
Total $£ 20,134.13 \quad £ 20,289.67 \quad-£ 155.54$ £13730.05,£12421.68,£1308.37

Websites
Fees/Flickr £326.46
Total £326.46

Officials
Telephone
Calls
Equipment
£111.27

Internet Access
£465.93

Postage
Total

40th Anniversary
Mugs \&
Tankards
Railcar/Buffet
$£ 8.00$
£804.51
£190.00
Travel
£551.40
Subsistence
Touch-up Paint (headboard)
Hog Roast
$£ 5.20$

Stewards
Hailers/Tea urn
Eastleigh
Drinks etc
£94.00
£3.90
£675.10
$-£ 326.46-£ 123.88$

Eastleigh
Tickets
£27.70
Total
£8.00 £3,501.97
AGM
Venue
$£ 50.00$
Travel
Subsistence
£478.05

Stationery
£148.91
E16.99
Total £693.95
$-£ 693.95-£ 321.72$

## Assets/Liabilities

Treasurer's
Account
£1,476.41
Business
Instant Account
£5,649.73
Unpaid inv
Ian Allan Mag
Unpaid inv
Ian Allan bks
£68.74

Paypal Account
£2,239.65
Float
£729.21
£209.06

| Prepaid |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Subscriptions | £3,690.00 |  |  |  |
| Unsold Stock | c $£ 9,000$ based on member prices |  |  | ********* |
| Total | £10,372.80 | £3,690.00 | £6,682.80 | ************* |
| Summary | Income | Expenditure | Surplus I Deficit | Notes / 2012/13 figures |
| Membership | £12,035.01 | £12,572.29 |  |  |
| Publications | £20,134.13 | £20,289.67 |  |  |
| Web Sites |  | £326.46 |  |  |
| Officials |  | £675.10 |  |  |
| 40th |  |  |  |  |
| Anniversary | £8.00 | £3,501.97 |  |  |
| AGM |  | £693.95 |  |  |
| Total | £32,177.14 | £38,059.44 | -£5,882.30 | ****************** |

In response to questions the following answers were given.
All of the major books for the start of the year (except the pocket book) were out in the last financial year. So we have had 2 lots of books out in one financial year. Income to the society has increase but the expenses have increased as well. More has been spent on advertising but this has meant more people have heard about ICRS.
"What do the adverts cost ?" The adverts cost $£ 250.00$ per month. This is for the full page adverts. It was felt that the $1 / 4$ page adverts were not selling the ICRS well enough and the larger adverts have seen an increase in sales and membership.
"Are we competing with other groups and societies ?" Not really, we have members of the society who are members of other groups. We do not intend to compete with other groups. The ICRS is not really like any other groups so we have a niche for ourselves. We are also national rather than regional and hopefully this will be a benefit for the members.

The subscriptions were agreed to be held at the existing rate of $£ 16.00$ per annum and $£ 75.00$ for five years. Proposed by Boyd French and seconded by Mike Hillier.
The Accounts were approved by James Holloway and seconded by Michael Hayman

## Membership Report - Trevor Roots:

Unlike the previous few years, this year has seen a surge in membership taking advantage of our improved magazine TRACKS, books and the offer of visits. Membership has risen almost steadily throughout the year with 159 new members joining and only 47 leaving. None left in February 2014, the first occurrence since May 2011. This combination has resulted in a net increase of 112 members or $17.8 \%$ increase. The number leaving has been the lowest for many years. The total membership is also at an 8 year high. As of the 28th February 2014 the figures were as follows compared with the previous two years:

|  | $\mathbf{2 0 1 1 / 1 2}$ | $\mathbf{2 0 1 2 / 1 3}$ | $\mathbf{2 0 1 3 / 1 4}$ |
| :--- | :---: | :---: | :---: |
| Total (included in total) | $\mathbf{6 2 7}$ | $\mathbf{6 2 7}$ | $\mathbf{7 3 9}$ |
| New Members | 74 | 73 | 159 |
| Members left (including died / ill health) | $82(5)$ | $74(6)$ | $47(4)$ |
| Members leaving after only one year <br> (and \% of all leavers) | 40 | 21 | 13 |
| 5 Year members | $34 \%$ | $33 \%$ | $28 \%$ |
|  | 71 | 90 | 102 |

Membership had further increased to 755 by the 31st March with a further 19 new members having joined and 3 leaving during March 2014. The 5 years membership has also increased by 5 to 107.
It is interesting to note that the loss rate of new members who leave after just one year is still around the $30 \%$ but it is declining.

Almost identical with the previous year, significant reasons for members leaving has been the effect of the economy with members cutting back on spending (7) and loss of interest in the hobby (3). The other sad reason is to do with the age profile ie. deaths, which have remained static thankfully. The largest reason is actually no response. Pleasingly no one cited the quality of TRACKS or the books as a reason for leaving.
The 5 year membership rate at $£ 75$ is still good value and is a not insubstantial $13 \%$ of membership. It says something that many members including one new member feel confident to pay 5 years in advance and whilst saving money, feel we have a product to satisfy them and that we project stability going forward.
The revised Overseas Membership option offered in 2012/13 to take TRACKS as a pdf only via email has continued to prove a success and two members have joined from the USA and Germany making 5 in total.
Starting in July we decided it was high time we understood the age profile of our membership, if for no other reason than to see if new members were younger. The Renewal form sent out with TRACKS was tweaked to allow members to provide their date of birth. This has worked well with only a few declining to give information. With only 4 months to go to obtain details from all members, 475 members (64\%) had responded by the 28th February giving an average age of 62 years. Once the survey is complete there will be no need to include the DoB requirement on the Renewal form. New members already provide their DoB, as both PayPal and Membership Application forms now include that requirement to complete. Interestingly the average age of new members who joined in 2013/14 is 59 and 55 for the 17 who have joined since 1st March 2014. Of those known so far, up to 28th February, our youngest member is aged 13, one of only 14 under 40 with 81 being the oldest age shared by 4 members.
Whilst tweaking the Membership Application form I also took the opportunity to ask another question, "where did you hear about ICRS" As we have spent a fair amount on advertising in recent years again it was sensible to see if these were bringing in new members as well as advertising our books. Though the question has only been asked since June 2013 the results for the year are interesting. We have had 84 out of 132 respond in the following way:

| ex-member -14 | books -10 | word of mouth -5 | IA TRACKS -2 |
| :--- | ---: | ---: | ---: | ---: |
| REx advert -13 | shows -12 | ICRS website -6 | forum review -1 |

Recent advertising has seen us take out full page adverts in two magazines Railways Illustrated (RI) and Rail Express (REx) for 3 months from Jan-Mar 2014 and taking the responses from March as well as those above we have had six members join from each magazine. Whilst hardly cost effective for membership it is showing that we exist and are active.
The other pleasing aspect of all the improvements is that they also seem to be attracting back members, some from the early days and that word of mouth and recommendation is spreading. Whilst few join directly from looking at our website it is hoped this will improve with the launch of a new website in May 2014.
Another way of successfully attracting members is the annual DRS Open Day and the one at Carlisle in August 2013 was our most successful yet with 10 members joining. Louise Watson, our new Events Co-ordinator has to be credited with the success on the day.

We have now completed 2 successful years using the new renewal system of forms printed on the reverse of the TRACKS mailing carrier sheet.
Coupled with the new forms, the alternative direct banking forms of payment offered via BACS and standing order (SO), has also been a success. Comparing this year with 2012/13 the stats are as follows:

| Payment Method | Annual <br> $\mathbf{2 0 1 2 / 1 3}$ <br> 2013/14 | $\mathbf{5}$ Year <br> $\mathbf{2 0 1 2 / 1 3}$ <br> $\mathbf{2 0 1 3 / 1 4}$ | Total <br> $\mathbf{2 0 1 2 / 1 3}$ <br> 2013/14 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cheque / PO / Cash | 360 | 398 | 69 | 75 | 429 | 473 |
| BACS | 49 | 68 | 4 | 8 | 53 | 76 |
| SO | 11 | 18 | 0 | 0 | 11 | 18 |
| PayPal | 117 | 153 | 16 | 18 | 133 | 171 |
| Honorary | 0 | 0 | 1 | 1 | 1 | 1 |
|  | $\mathbf{5 3 7}$ | $\mathbf{6 3 7}$ | $\mathbf{9 0}$ | $\mathbf{1 0 2}$ | $\mathbf{6 2 7}$ | $\mathbf{7 3 9}$ |

Of those using PayPal, roughly $40 \%$ are new members who mostly switch to other methods on renewal. The percentage of new members using PayPal has stayed roughly the same as 2012/13 at $58 \%$ ( $60 \%$ in $2012 / 13$ ) with 65 out of 112 joining this way.
The annual sub of $£ 16.00$ is still way below breakeven with the cost of printing TRACKS alone having risen to $£ 18.24$ from January 2014 (see Editors Report for breakdown). This is to further rise with postage increase to $£ 18.48$ from April 2014. On top of this is the cost of providing membership cards at 0.39 p which includes using our stock of 'discounted' 0.36 p stamps we bought before the last price rise in March 2012. The stock will last roughly 11 months but the price rise to 0.53 p from 1st April 2014, assuming no further increase in 2015, will mean that posting out cards will add an extra 0.17 p. Therefore before 2014/15 AGM the true cost of membership should be $£ 18.48+0.56 p=£ 19.04$. Worse still is that with the 'losses’ of PayPal and Five Year Memberships, both acceptable for their benefits the true average annual sub is actually only £15.68. We will therefore, without adding any other admin into the equation be subsidising membership by $£ 3.36$ in the near future.
As in previous years, the table below shows where members are located. I have further split East Anglia away from the Southeast. Membership has surged with members coming from most regions except the Northeast and Wales. London is still by far the least tapped region, though the number is rising.
2011/12 2012/13 2013/14

## England

| SE \& | EALondon / Southeast \& East Anglia) | 185 | 189 | -- |
| :--- | :--- | ---: | ---: | ---: |
| SE | Southeast (London) | -- | -- | 163 |
| (16) |  |  | -- | 59 |
| EA | East Anglia | -- | 64 | 78 |
| SW | Southwest | 62 | 168 | 208 |
| M | Midlands (B'ham / West Midlands) | 160 |  |  |
| (40) |  |  |  |  |
| NW | Northwest | 100 | 95 | 106 |


| NE | Northeast | 79 | 76 |
| :--- | :--- | :--- | :--- |

## Channel Islands

Wales
W incl English / Welsh borders 23
Scotland
ScoN North \& Islands

ScoS Central Belt \& Borders 12
International
IRE Ireland

EUR Europe
RoW Rest of the World
Total:

## Editors Report - Trevor Roots:

Another step change in TRACKS occurred during the year when we increased the pages to 48 from January 2014. Accompanying the size increase was some tweaks to the design of the front cover and the adoption of Gills San font for the section headers, to match our books. This has been met with universal praise from members and appears to be helping drive membership forward. The increased number of pages has allowed regular articles to appear monthly instead of being dropped to make way for the ever growing topical issues that need to be covered. A number of new members are now regular contributors which is pleasing.
It is likely that 48 pages will stay for the foreseeable future as this has reached the limit with the existing postage regime. We started the year in March 2013 printing 700 copies of TRACKS with a number left over but with increasing membership we agreed a monthly run of 750 copies from January, but printed 760 in February with no spares left in either month. We have further increased to 780 in March (again no spares) and it will be 800 in April. The agreed cost for 700 copies in March 2013 was $£ 703.00$ so the cost per copy was effectively $£ 1.00$. Throughout the year we either increased the number printed or took overs, extra copies printed over and above the asked for amount. In increasing to 48 pages we negotiated hard to only increase the total cost to $£ 805.00$, based on a print run of 750 , which is a $14.5 \%$ cost increase for a $20 \%$ page increase. With increasing membership the 750 figure has gone out of the window. However by taking extra copies over and above the 750 the unit cost does come down slightly as we are not charged pro rata for printing the extra copies as can be seen by February 2014 figure below. In March 2014 we had 780 copies and was charged $£ 809.10$. Distribution costs are however still pro rata though postage is to rise from the 1 st April 2014 to 0.35 p for second class commercial rate adding 0.02 p per month to costs or another 0.24p pa.
Printing and distribution costs are as follows:

| MONTH TOTAL PRINTING | POSTAGE (Qty) |  | POLYWRAP (Qty) | TOTAL |  |
| :--- | :--- | :--- | :--- | :--- | :--- | ---: |
|  |  | Members | Mem. Sec |  |  |
| Mar 2013 700 | $£ 703.00$ | $£ 195.92(632)$ | $£ 7.60(68)$ | $£ 83.38(632)$ | $£ 989.90$ |
| Jan 2014 750 | $£ 805.00$ | $£ 233.31(707)$ | $£ 7.60(43)$ | $£ 93.33(707)$ | $£ 1139.24$ |
| Feb 2014 760 | $£ 806.00$ | $£ 236.94(718)$ | $£ 7.60(42)$ | $£ 94.46(718)$ | $£ 1145.60$ |

Extrapolating from the Feb 2014 figures above the costs per issue per month are:

| Printing | $£ 1.06$ | ( $£ 1.04$ for March for 780 copies) |
| :--- | :--- | :--- |
| Postage | $£ 0.33$ |  |
| Polywrap | $£ 0.13$ |  |
| TOTAL | $£ 1.52$ |  |

Therefore to just supply 12 issues of TRACKS per annum per member costs $£ 18.24$ ( $£ 18.48$ from April 2014)
As you will see from the Treasurers Report the printing and distribution costs were about $£ 800$ more than direct membership income from subs. However this will rise as we only increased to 48 pages from January 2014 and the extra cost will mean that for the 2014/15 year the negative difference will be around $£ 2000.00$. Each copy will cost $£ 2.36$ more to print and distribute than the individual membership income regardless of whether membership increases. To continue to provide TRACKS in the current format the shortfall has been and will need to be funded by the sale of books.

## IAN ALLAN SHOPS:

The 'spares' sent to Membership Secretary cover the archive copies, new members during the month and copies to three Ian Allan shops. As the courier cost of $£ 7.60$ would not alter if the IA copies were removed these can effectively be seen as free and the net income below can be set against the overall total cost above. The price of TRACKS where sold separately, was increased to $£ 1.70$ from January 2014 and the figures below are as at the end of year in February 2014:

| IA Shop | Qty | Total Cost | IA <br> Discount | Gross <br> Income | Postage | Net <br> Income |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Manchester | 10 | $£ 17.00$ | $£ 5.10$ | $£ 11.90$ | $£ 2.60$ | $£ 9.30$ |
| Birmingham | 10 | $£ 17.00$ | $£ 5.10$ | $£ 11.90$ | $£ 2.60$ | $£ 9.30$ |
| Waterloo | 6 | $£ 10.20$ | $£ 3.06$ | $£ 7.14$ | $£ 1.40$ | $£ 5.74$ |
| TOTAL | $\mathbf{2 6}$ | $£ 44.20$ | $£ 13.26$ | $£ 30.94$ | $£ 6.60$ | $£ 24.34$ |

Therefore the printing costs of $£ 27.56$ ( $26 \times £ 1.06$ ) produce a deficit of $£ 3.22$ pm or $£ 38.64$ pa to provide copies of TRACKS to IA shops. This can be seen as the cost of advertising. To break even the cost per copy would need to rise to $£ 1.90$.

## Publications Report - Carl Watson:

## Introduction

2013 was the fourth year of producing our publications in house and has been a difficult year, with most titles either only maintaining previous levels or dropping back to 2011 levels. This was partly due to ordering less following 2012 sales results and could also partly be a result of the financial climate and a sign that not everyone buys all their books every year.

## Sales Figures (2012 and 2013)

Here is the comparison between 2012 and 2013 sales figures. It's important to remember that the figures are total sales for books dated in the respective years, rather than sales for the calendar year. This is an important distinction due to the overlap of books from one year into the next and the fact that we do sell small numbers of back issues from time to time.

| 2012 Sales | Members | NonMembers | Trade (Ian Allan) | Direct (Open Days) | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 01 - Pocket | 141 | 110 | 297 | 27 | 575 |
| 02A Combine | 190 | 98 | 180 | 3 | 471 |
| 02B <br> Combine | 80 | 39 | 40 | 34 | 193 |
| 03 - Wagons | 173 | 117 | 131 | 8 | 429 |
| 03B - Wagons | Not Produced in 2012 |  |  |  |  |
| 04 - Names | 43 | 16 | 48 | 5 | 112 |
| 09 - Irish | 16 | 4 | 15 | 9 | 44 |
| 2013 Sales | Members | NonMembers | Trade (Ian Allan) | Direct <br> (Open Days) | Total |
| 01 - Pocket | 146 | 66 | 250 | 26 | 488 |
| 02A <br> Combine | 170 | 106 | 102 | 6 | 384 |
| 02B <br> Combine | 85 | 53 | 116 | 29 | 283 |
| 03A - Wagons | 192 | 130 | 68 | 1 | 391 |
| 03B - Wagons | 54 | 38 | 55 | 22 | 169 |
| 04 - Names | Not Published in 2013 |  |  |  |  |
| 09 - Irish | 16 | 22 | 16 | 5 | 59 |

## Sales Summary

Sales of the Pocket Book were significantly down on 2012, although we did sell out due to ordering less.

The two Combines remained about the same in total and we almost sold out of the first version. Between the two Wagons books we sold more than 2012 but we sold less of the first version. The Irish book increased slightly over 2012 figures.

## Profit and Loss Figures

The following figures show Profit/Loss for each book. Included are all direct costs such as printing and postage but not advertising or PayPal fees.

| Profit/Loss | 2013 |
| :--- | :--- |
|  |  |
| 01 - Pocket | $£ 1943.61$ |
| 02A - Combine | $£ £ 281.71$ |
| 02B - Combine | $£ £ 638.56$ |
| 03A - Wagons | $£ £ 426.06$ |
| 03B - Wagons | $£ £ 74.05$ |
| $04-$ Names | Not Produced |
| 09 - Irish | $£ 130.24$ |
| Total |  |

If we were to include advertising and PayPal fees we would be seeing a similar profit for 2013 books as we did for 2012, despite the lower sales.
We did a second Wagon book which wasn't a success. Although it did make a small profit, it wasn't worth all the effort for such low sales. From 2014 we will return to just one Wagon book per year.
In the latter half of 2013 we released the eagerly awaited USF in two volumes. These have been released as 2014 titles as they will be current for the whole of 2014. They are selling well.
Postage prices again increased in 2013. It remains an aim of ours to offer free postage to all customers.

## 2014 Publications

The first 2014 books had been released by the end of the 2013 financial year and sales are again strong across the board. We've ordered more of each book this year as we have planned much more advertising and we'll be attending more sales events in 2014.
We have changed the covers on all the A5 books from 2014 with a plastic coated card replacing the previous laminated card. We found the laminated ones were peeling apart more than previously and despite attempts to rectify this with the printers we weren't able to completely eliminate the problem. The new covers have proven to be much better, although a little more expensive.

The Name Directory, previously published in 2012, will be produced towards the end of 2014 and will be the first of the 2015 range to be released. From this edition it will not carry the year in the title as it will remain current for at least a couple of years, as did the previous version.
With another increase in postage rates in 2014, I have begun combining more books in the same envelopes in order to reduce the postage costs as much as possible but without risking damaging the books.
Do people buy a book yearly? Generally yes, pocket books are popular some people buy the pocket book and the combine. Other like the level of detail in the combine as well as the size of the book. It was stated that people appreciate the inclusion of track machines in the combine.
Trevor asked if there are any other publications that do wagon numbers? Yes there are a few. If members have any comments on the content of the wagon book - for example do they want the stored wagons numbers included please let Trevor or Carl know.
Paul Osborne stated that appreciated the speed of delivery of the books that he has ordered. Comment was also made on the quality of the paper used in the publications.

Website Report - Mark Richards: (report given by Trevor Roots in Mark's absence) This is my final report as Website Manager as I will be stepping down from the ICRS Committee and my current role at this AGM. I have been responsible for the website for approaching 10 years and I am largely pleased with what has been achieved in that period particularly as my knowledge of websites and online publishing have been mostly self-taught and as I discovered, require a lot of commitment and time. Latterly, the time and effort I can put into maintaining the website to the standard that is deserving of the Society has been limited and I am conscious that the current website is not as good as it could or should be.

It is right therefore that new ideas and fresh impetus is brought to updating and developing the Society's online presence. It is also the right time for me personally to step down and I do intend to remain an active member of the ICRS, supporting the transition to the new website and supporting the Society where I am best able.
My involvement with the website started not long after I joined the Society in 2003. It was during a visit to Washwood Heath that the then Secretary, Maurice Brown, asked if I had any website publishing experience. I might have answered more confidently on this than was absolutely true at the time and as the saying goes, after several further conversations and meetings, the rest was history!
During the ten years I have been running the ICRS website we have seen many changes including several redesigns and most recently the establishment of a new web address at www.intercityrailwaysociety.org. I feel that the purpose of the website has also evolved from being primarily a source of information (when I took over) to becoming a gateway to the Society. It is the place where those online can find out about who we are, what our aims are, sign up and become a member or buy one of our many excellent publications.
The collapse of Fotopic in 2011 was completely unexpected and meant that many hundreds of photos on the ICRS Fotopic site were lost. We have since established a Flickr gallery, which is gradually growing although with the proliferation of sites and outlets now available for people to share their photos, the number of contributions has been much less than hoped.
More recently ICRS has joined the social media revolution with a Facebook page that was established by our Chairman, Carl Watson.
The main website has changed enormously since I took over in 2004/2005 AGM year and I am pleased to have played a part in hopefully developing a website that is a positive advert for our Society.
I wish our new Website Manager, Chris Field who will be ably assisted by Trevor Roots, all the best in shaping our online presence for the future and I will work with both Chris and Trevor to ensure that there is a smooth and efficient transfer.

I would like to thank the many members and non-members who have during my tenure as Website Manager contributed articles, photographs, praise or criticism; it has all been welcome and I hope used or acted upon appropriately.

Finally, here is a sense of where we have come in the last year and also over the last 10 years:

## Flickr Gallery

Currently have 634 photos, over 230,000 views since the site was launched in 2011.

## ICRS Website

From $1^{\text {st }}$ March 2013 to $28^{\text {th }}$ February 2014, our original website (www.intercityrailwaysociety.org) was visited 90,554 times with 233,203 pages viewed in total by these visitors. By far our most popular pages were downloads of archive or current issues of Tracks from the Members' Area.

In the five years since March 2009 the website has had 861,116 with those visitors viewing more than 1.6 million pages.

## Yahoo Group

When this was launched in March 2004, the average number of messages per month was well below 100, now it is around 250 . We currently have 430 members of the Yahoo Group. My thanks
to Steve Revill who has done excellent work maintaining and moderating the posts on the Yahoo Group.
Trevor demonstrated the redesigned website to those present. This is due to go live in mid-May.

## AOB:

There was no other business.

## Close - Simon Mutten:

It's been an excellent year in which to have celebrated to society's $40^{\text {th }}$ anniversary. ICRS is growing as we can see in the increase in membership. This is largest number of people I have seen at an AGM and it is good to see so many here.

The society and its membership is very fortunate to have strong leadership and a dedicated committee. In point of fact the Society has always been very fortunate throughout its 40 years in having people who have come forward and be involved in its running. It must be remembered however that these officials undertake their roles voluntarily. Therefore, as is now customary, I take this opportunity on behalf of all the membership to thank them for their hard work and dedication this year.
I know that we all appreciate the work that these people do for the society. But it is worth pointing out that as the Society grows, so does the workload, for instance membership administration and magazine distribution.

The increase in size of the magazine has also meant considerable extra work for Trevor. I therefore encourage any members who feel they could contribute or help with the running of the Society to consider putting themselves forward. The more people who get involved, the easier it is for everyone.

There have been a number of changes in the society and in the railway industry during the time I have been a member, but it is good that we are starting to be able to run visits again. Thanks are due to Carl for organising the trips to Eastleigh and to Lou for organising todays visit to Basford Hall Yard. There are hopefully more trips later this year, more details on these will come in due course.

Thank you for attending and I wish you all a safe journey home.

The meeting closed at 17:00

