

Inter City Railway Society

MINUTES OF ANNUAL GENERAL MEETING FOR THE YEAR 2019

Held on Saturday 14th March 2020 at Railway Institute, York

The meeting commenced at 11.40 with introduction by Peter Britcliffe

Members Present: 43 (36 + 7 Officials)

Graham Bednall, David Benson, Brian Bentley, Robert Boak, Tony Coleman, Mike Cooper, Robert Dalton, Neil Dix, Ronnie Dunn, Peter Flintham, David Franks, Martin Hall, Keith Hawken, Nick Hemming, Robert Hill, Stephen Hill, Michael Hillier, Mike Holland, Dave Huby, Barry Knibbs, Richard Lillie, Lawrence McCormick, Stephen Offer, Gareth Oliver, David Rice, Mark Richards, Chris Riley, Michael Robinson, Paul Robinson, Philip Stafford, John Stone, Peter Turner, Peter Ventham, Albert Ward, William Watters, Mike Waudby, Brian Wood

Apologies for Absence: Dave Blackburn, James Holloway, Harold Hull, Steve Lord, Gareth Patterson, Nick Smith

Matters Arising from the 2018/2019 Minutes:

The minutes from last year's AGM were read and there were no matters arising. Approval of the minutes were proposed by Albert Ward and seconded by Robert Hill.

Treasurers Report - Peter Britcliffe:

Also see attached Accounts.

2019 saw increases in both income and expenditure over the previous year.

Overall there was a deficit of just over £1,200 compared to a small profit in 2018. Reasons for this I will explain below.

The cost of **TRACKS** increased by almost £4,000 compared to 2018. Production costs and postage continue to rise annually and there were more 80 page issues in 2019 than in previous years. Having had the unenviable task of posting **TRACKS** to members when we had 600 members it was a mammoth task then and the money paid to Henry Ling printers is money well spent.

To run efficiently, we needed to upgrade the hardware used by our officials and also ensure that in carrying out their duties they are not left out of pocket. These are listed under Officials.

Once again the profit from our publications helped to cover the shortfall in other areas and while sales remain buoyant long may it continue.

To help cover the cost of **TRACKS** it was decided to increase the membership fee to £20 from January 2020. At the same time the eMembership category was to be ended. In theory, it is hoped that this will make our Membership Secretary's job a lot easier having every member on the same rate, but we need members to inform their bank of the change where standing orders are used to pay renewals.

At the end of the year our main account held £7,200 with just under £1,000 in the savings account, the money held from 5 year members. The value of unsold stock was £6,400. All figures rounded to nearest £100.

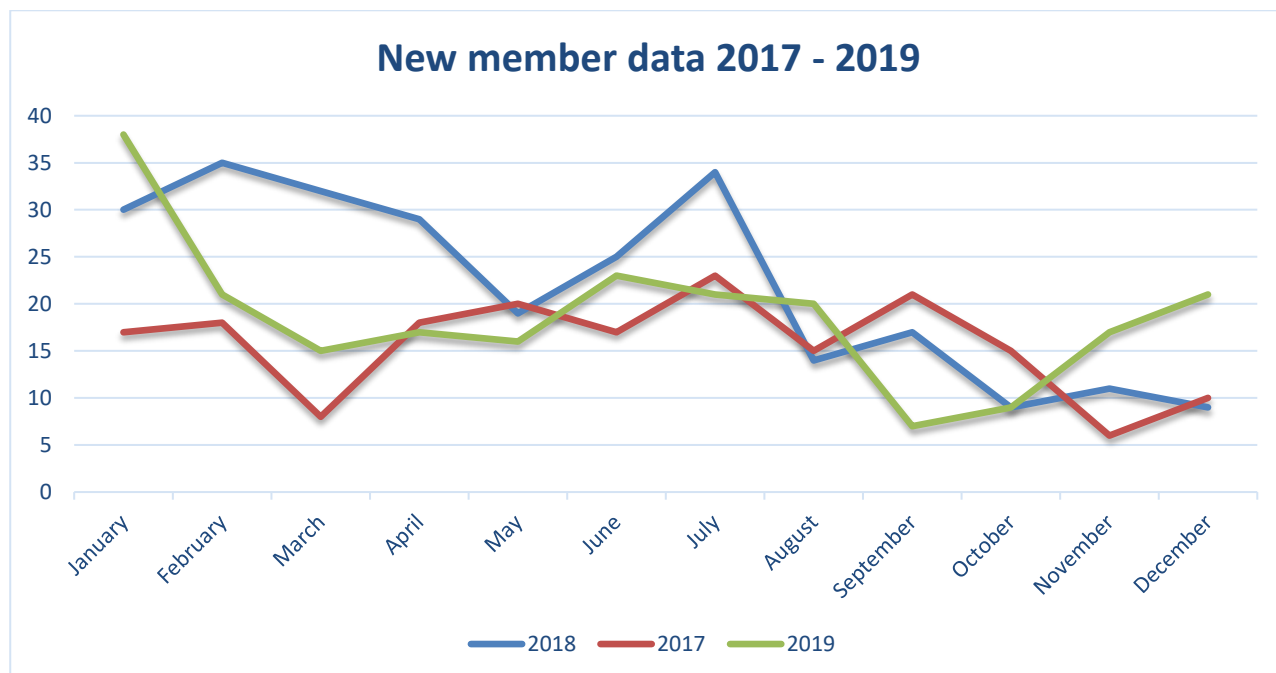
Discussion:

- Increase in postages rates and the affect this will have. This is covered under Publications.

Approval of Treasurer's Report was proposed by Mike Hillier and seconded by Mike Cooper.

Membership Report - Colin Pottle:

2019 was steady with high points at the beginning and end of the year. Once again, we have seen increases in members every month of the year. We continue to have members who don't renew on time and then re-join at a later date.



The above chart shows the comparisons of new members over the last three years. As you can see, 2019 started on a high in January, then remained fairly stable throughout the year. The open day at DRS Carlisle was disappointing with the lowest levels of visitors for quite a while.

The 'Additional Family Adult' & 'Additional Family Child' now stands at 11 children and 30 adults.

To sum up 2019, we had 225 new members. People who resigned (or were resigned by myself) numbered 117 of which 53 stayed for one year only. Sadly, we also had 14 members who passed away, bringing the total who left to 131.

There are now only 74 members still on the 'Five year' deal, so the majority of members now hold a 'Card for Life'. Of course, this doesn't stop many members from asking where their new card is as there is no replacement upon renewal! As stated in last years' AGM, receipt of renewal funds can be acknowledged by email or text, if requested, this can also be done by post if accompanied by an SAE. As always, it is important to keep your details updated, a quick email, text or message left on the phone to myself is all that is required.

Due to rising **TRACKS** production costs and the complications in administering the eMembership rate a decision was made towards the end of 2019 to increase the membership fee to £20 for all members, with the exception of AFAs and AFCs, from the 1st January 2020. This will simplify all Application / Renewal forms and prevent incorrect remittance occurring.

Discussion:

- No questions forthcoming from members.

Editors Report - Trevor Roots:

Following a messy two year period from 2017-18 I managed to settle back into a regular production schedule with 11 issues over the 12 months with a Jan / Feb combined released at the end of Jan. With 5 x 80 pages and 6 x 64 pages, the eventual number of pages reached 784 our highest ever total surpassing the previous high of 12 issues at 64 pages (768) in 2015-16. The extra pages were as a result of producing an extra 80 page issue so this meant that the cost of printing and distributing **TRACKS** per member rose to £18.21 which is over the membership fee. In order to sustain the increased pages and allow for another 80 page issue in 2020 it was decided to raise the fee to £20. This means that the 2020 schedule should see 6 x 80 pages and 5 x 64 pages and the milestone of 800 pages in a year....just have to write them all !!

There were however still a few 'late' issues as deadlines do not allow for family issues, illness and travel all of which played their part during 2019 and further delay was only prevented by a few all nighters !! The only problem with the latter is that proof reading is minimal so a few more errors than I would like crept in and what with the growing band of photographic contributors a few typos have meant names being erroneously

credited. With an increased membership producing more duplication of surnames it's getting harder to remember like I used to.

The issue of finding space to include articles from ongoing series is still a problem, even more so in 2019 as topical news came thick and fast with new stock, cascading stock and towards the end of the year the start of wholesale culling of older and non compliant stock. This situation will continue into 2020 but with even more pages planned I hope to still find room for a good mix of articles.

The demise of the Ian Allan empire continued in 2019 with the loss of the Birmingham shop which closed in September leaving just one remaining at London Waterloo. Fortunately the assistant manager at Birmingham, Mike Wren stepped in to open another bookshop named Tornado Books & Hobbies who was happy to continue to take copies of **TRACKS**.

Discussion:

- No questions forthcoming from members.

Publications Report - Trevor Roots:

Books: A new version of the **Name Directory** was released in January 2019. Additional industrial steam locos was included in the **Combine** and **Pocket Books** requiring major re-formatting to keep page numbers down.

The spine version of the **Pocket Book** continued to sell well and a Summer Edition was produced so actually took a bigger percentage of the overall **Pocket Book** sales at 32%. Sales of the wire bound **Pocket Book** were slower so that not all were sold even with less ordered of the Summer Edition. The **Combine** and **Wagons** continue to sell but as with the wire bound **Pocket Book** the **Summer Combine** didn't sell out as usual. With lower sales than expected the number of copies of **Locomotives** ordered was reduced but still didn't sell out. If the demand isn't forthcoming this book may be stopped again as previously happened. The sales through bookshops has affected overall figs, see below)

As stated in my 2018 Report the continuing workload has prevented anything being done with the other old Sighting Files.

Book Sales: (# sold out)

(total books accounted for is higher than Total Sold as includes complimentary, display etc copies)

| | Members | Non | Trade Members (bookshops) | Direct | Total (Shows) | Total Sold |
|---|-------------|------------|------------------------------|------------|------------------|---------------|
| Printed | | | | | | |
| 2018 (* remaining stock) | | | | | | |
| 01 Pocket Book (spine) | 65 | 64 | 52 | 25 | 206 | 218 # |
| 01WA Pocket Book | 250 | 106 | 100 | 41 | 497 | 505 # |
| 01WB Summer Pocket Book | 84 | 46 | 61 | 57 | 248 | 300 |
| 02A Combine | 333 | 134 | 91 | 46 | 604 | 617 # |
| 02B Summer Combine | 92 | 44 | 61 | 81 | 278 | 300 |
| 03 Wagons | 197 | 76 | 56 | 48 | 377 | 377 # |
| 04 Name Directory * | 11 | 7 | 0 | 7 | 25* | n/a |
| 05 Locos | 62 | 28 | 70 | 26 | 186 | 250 |
| 09 Irish Railways * | 0 | 0 | 0 | 2 | 2* | n/a |
| 10 USF Vol.1 | 78 | 16 | 22 | 19 | 135 | 300 |
| 11 USF Vol.2 | 68 | 14 | 22 | 18 | 122 | 300 |
| Totals | 1240 | 535 | 370 | 535 | 2680 | 3167 |
| 2019 (* remaining stock as at start of year) | | | | | | |
| 01A Pocket Book (spine) | 63 | 61 | 50 | 24 | 198 | 206 # |
| 01B Summer Pocket Book (spine) | 30 | 31 | 20 | 16 | 97 | 100 # |
| 01WA Pocket Book | 188 | 107 | 100 | 50 | 445 | 501 |
| 01WB Summer Pocket Book | 72 | 60 | 25 | 24 | 181 | 200 |
| 02A Combine | 342 | 116 | 70 | 61 | 589 | 600 # |
| 02B Summer Combine | 141 | 55 | 25 | 42 | 263 | 300 |
| 03 Wagons | 228 | 88 | 40 | 34 | 390 | 401 |
| 04 Name Directory | 49 | 17 | 20 | 12 | 98 | 150 |
| 05 Locos | 47 | 9 | 70 | 16 | 142 | 200 |
| 10 USF Vol.1 * | 23 | 5 | 0 | 8 | 36 | (165) |
| 11 USF Vol.2 * | 20 | 4 | 0 | 7 | 31 | (177) |
| Totals | 1203 | 553 | 420 | 294 | 2470 | 2998 |

The % of new members buying a book on joining is 28%, down slightly, as is the number of members out of the total buying any books at 41%. The number of orders from members was down though the unique number of members was up, as was the non-member orders. Not shown in the table below but an interesting fig is that about 33% of non-members have ordered previously in 2017-18. We also still get orders from ex-members of around 20 for 2019.

Ordering Profile:

| | All Orders | | | Unique Orders | | | Membership at end of financial year (new) | % Members buying | |
|------|------------|---------|-------------|---------------|-----|-------------|---|------------------|-----|
| | Total | Members | Non Members | Existing | New | Non Members | | All | New |
| 2016 | 879 | 560 | 319 | nk | nk | nk | 1044 (159) | nk | nk |
| 2017 | 997 | 646 | 351 | 485 | 43 | 325 | 1084 (188) | 45% | 23% |
| 2018 | 1229 | 785 | 444 | 545 | 81 | 390 | 1250 (261) | 44% | 31% |
| 2019 | 1198 | 746 | 453 | 554 | 64 | 405 | 1341 (225) | 41% | 28% |

The number of orders from non-members indicated as generated by advertising is as follows (2018 figs for comparison): WNXX – 29 (22), RI – 19 (37), REx (17) 10 (even though we didn't have one in 2018), social media – (40) 22, that is 103 (91) out of 452 (331) at 23% (27%) with another 120 (113) not declaring where they heard of us. By far the biggest number of sales appear to be from our own advertising ie previous book sales or website at 58 (60) and 57 (66) with a further 38 (33) through friends / family.

Advertising: Full page adverts were taken in Railways Illustrated (RI) (February, March, April & August) and Railway Express (REx) in April & August). We also had an advert in a Railway Magazine (RM) bookazine released in August. These have continued to be successful as we can now see from analysis with the costs recovered through new members and orders. We also got our books advertised on WNXX again, which can be seen when you scroll to the bottom of the Latest News page under Members Marketing. In addition Gareth has been pushing us on social media hence the doubling of orders via that medium.

Bookshops: It is hard to quantify the value of walk-in sales through bookshops but evidence suggests they are extra sales to those ordered online. Therefore as we have lost Ian Allan bookshops, sales generated through them have not been picked up online. It is the nature of the older railway enthusiast. As mentioned in the **Editors Report** the Ian Allan Birmingham shop closed in September meaning we lost sales of our Summer Editions. Tornado Books & Hobbies will hopefully, once established take our new 2020 books though I suspect the quantities will be lower. The breakdown of books sold through bookshops is as follows. Prior to 2017 we lost our biggest IA outlet in Manchester which closed in June 2016.

| Books | | 01A | 01B | 01WA | 01WB | 02A | 02B | 03 | 04 | 05 | 10 | 11 |
|---------------|------|-----|-----|------|------|-----|-----|----|----|-----|-----|-----|
| IA (B'ham) | 2017 | 56 | n/a | n/a | n/a | 60 | 30 | 32 | 10 | n/a | n/a | n/a |
| | 2018 | 20 | 0 | 50 | n/a | 50 | 36 | 31 | 0 | 50 | 12 | 12 |
| | 2019 | 25 | 10 | 50 | 0 | 30 | 0 | 20 | 10 | 50 | 0 | 0 |
| IA (Waterloo) | 2017 | 50 | n/a | n/a | n/a | 46 | 25 | 20 | 10 | n/a | n/a | n/a |
| | 2018 | 32 | 0 | 50 | n/a | 41 | 25 | 25 | 0 | 20 | 10 | 10 |
| | 2019 | 25 | 10 | 50 | 25 | 40 | 25 | 20 | 10 | 20 | 0 | 0 |

Sundries:

Printed pens have continued to sell well and another 500 were ordered in June

In July another 100 each of the 75 page and 50 page notebooks were ordered with revised cover photos. Though it was agreed to stop the 50 page notebook they have continued to sell hence the re-order.

We hold a reasonable stock of polo shirts in all 5 colours in sizes from M to 2XL.

Baseball caps have also sold steadily with a stock of all three colours.

Pocket book covers for the original Pocket Book with spine have continued to sell so another batch was ordered along with requested A5 covers.

More of the larger size of **TRACKS** binders were ordered.

To cater for visits we continue to stock hi-viz vests from S- 3XL and bump caps. The latter, a requirement for Carnforth visits, were initially in three colours but having sold out of blue and green standardised to just black.

Discussion:

- Postage increase - Orders will now have postage added so if you buy anything at a show/event then it will obviously be cheaper.
- DRS Open Day - blockade for travel on East Coast going to make it difficult for members and public to attend.

Website Report - Trevor Roots:

The website has been constantly updated and tweaked to add new books and sundries as they are released or made available with yet more user friendly guidance. It is amazing how some do not read the guidance !!

Gareth Patterson is doing an excellent job with Social Media, see his report below and the three advertising platforms are continuing to generate new members and book sales.

The **TRACKS** photo database has still yet to be put on the website as no time to fully check it but it is kept up to date as each issue is released. As stated in 2018, hopefully it will not be too much longer.

Discussion:

- Request made that if anyone finds that a link does not work can they let Trevor know so he can fix it.
- Trevor wants to put a signal box data base and photograph data base on to the website.
- No questions forthcoming from members.

Social Media Report - Gareth Patterson:

2019 Was another great year yet again for the ICRS Social Media side of things. The sites at long last are starting to get a good following in numbers with daily updates proving very popular thanks to various photographers who are providing pictures from their collections. As at end of December the figs for each site areas follows: Facebook up from 1862 to 3200, so a total rise of 1338 in a year, Twitter up from 787 to 1401 so that has gained an extra 614 followers The main surprise was our last / latest social media page we setup and that was Instagram with a near 500% rise of 1628 up from 355 to 1983, fantastic !!. We have also streamed LIVE videos out and about at events with a 34 minute live video from Crewe LSL All Change Charity event, Also there was a 15 minute video from DRS Carlisle Kingmoor Open Day. And some other videos from my own home location of various freights passing and HST Farewell and some Bo'ness & Kinneil Winter Diesel Gala Footage.

On a business side of things the shop section has been updated so our latest books etc are on sale when officially released. We have had a number of people asking about the books and of membership so glad the sites are doing their job and grabbing peoples interest.

Discussion:

- No questions forthcoming from members.

Events Report - Trevor Roots / Tony Whitehead:

2019 had the biggest programme of events since the old days of depot visits and was largely in the hands of Tony Whitehead ably supported Trevor Roots, Chris Field and Simon Mutten (Long Marston). He definitely has not got much hair left !!

The first event of the year on the 26th January was a visit to the WCR at Carnforth which as promised was the first of 5 planned visits to this facility. The others being on the 11th May, 22nd June, 10th August and 12th October. All were successful though some affected by rain

Our next visit was to Crewe Basford Hall on the 6th April which was attended by 94 members following an earlier AGM. Due to a mix up over dates we started the visit at the later time of 15.00 but were again blessed with excellent weather again as in the previous two years. However it was announced that with John White from Freightliner retiring at the end of 2019 trips might not continue if no-one could be found to carry them on.

Next we attended the Severn Valley Spring (SVR) Diesel Gala on just the Saturday the 18th May, with our stand and as in 2018 the only one in the Diesel Shed at Kidderminster Town. This is one of the best Diesel Galas of the year but it was hinted that access to the diesel shed would be altered in 2020 so our attendance may not be possible.

One of the highlights of the year's itinerary was attending the first Open Day at LSL, Crewe on the 8th June where we had our sales stand. Marred by inclement weather it was however a must see and hopefully will be repeated considering the continuing acquisitions by LSL to their fleet.

A week later our next members visit was to Long Marston on the 15th June, attended by over 115 members and the chance to see the recently arrived ex-GWR HSTs. We nearly got away with good weather apart from two torrential downpours around lunchtime.

The DRS Open Day for 2019 was held at Carlisle Kingmoor on the 20th July for which the weather was good for a change. Heavily 'slagged' off on social media many did not attend, probably also put off by the dire weather forecast which never materialised. Unlike Crewe in 2018 this was our worst year since we started attending the DRS Open Days in 2010.

Our annual members only bash at Eastleigh Works was held on the 14th September, attended by over 156 members, the largest number ever on a members visit and blessed with hot weather. One advantage to us was that onsite refreshment facilities were available relieving us of extra work.

On the 5th October we held the second of two visits to Crewe Basford Hall which was hastily arranged as at that point it was feared it would be our last. A bit chaotic as it coincided with the introduction of the new security gates which split our party up prior to starting.

The last event of the year was our attendance at the Warley Model Railway Show at the NEC Birmingham over the weekend of the 23rd-24th November. As a Society we are able to get a free stand so it was worth going if nothing more than for free advertising. It is not a good event for sales and was worse than 2018 leading to a decision not to attend in 2020.

An even bigger programme of events has been planned for 2020 with new venues and the AGM planned for York, though without a visit.

Discussion:

- Carnforth - there have been various incidents on the trips here.
- Basford Hall - This was to be the last visit but someone else has come forward to take on the organising of these visits but not so co-ordinated.
- Coronavirus - may affect forthcoming events.
- Long Marston - Members cannot bring a friend - unless of course they join, this is because the visit is for the benefit of members only and our insurance does not cover non-members.
- Porterbrook have taken over the management of the site which should help as we have connections with them through Eastleigh. Ruth is also happy with this. Aviva Rail are leaving the site. A lot of changes in stock which is to do with safety compliance, some items being scrapped and others going to preservation.
- Worktop - No chance of getting visits to this site as clients do not want the general public taking photos.
- Commercial sites do not want anything made public before they want it announced.
- Preservation Sites - may allow groups.

Election of Officials:

The election of the committee en block - overall agreement.

Constitution:

Proposal that if the society had to wind-up, donations of any amount to any suitable railway cause at the time can be made. This is just to widen the clause - overall agreement.

Yahoo:

Data is being given back as this platform is no longer being used - Social Media has taken over.

Any Other Business:

Nothing.

Presidents Closing Comments - Simon Mutton:

Once again our thanks must go out to all the committee for their tireless work. Trevor working through the night in order to get the magazine out to the printers. Colin for the constant up-keep of the membership data base. Peter for keeping control of the finances. Tony having to go back to members time after time to get the information required.

Magazines - Rails 900th edition. Times have changed.

Railways - the nostalgia they bring of how things used to be.

How things have changed - Depots stopped but now doing more trips.

As a Society/business we must make continuity plans as to what we need to do for the future.

Thank you for making the effort to come today, thank you for purchasing items and also for making contributions to the magazine and to this meeting.

Remember, all our officials are volunteers and are not paid, not because they are worthless but because they are priceless and once again this year, we owe them all a huge debt of gratitude.

Wishing everyone a safe journey home.

Meeting closed at 12.45.