

CO-OPERATIVE FUNDING PROGRAM

October 15, 2019

Many of the Sales Representatives have become concerned about the costs they incur while attending the Midwest Buy Mart in Saskatoon.

Consider trying to see if your Manufacturer would be willing to help you with your booth costs.

Each of you is responsible for the complete payment of charges you have during the Buy Mart. However, attached is a copy of a letter (make extras if needed) that asks your Manufacturer to send \$100.00, payable to the Midwest Buy Mart. Upon receipt of the monies, we will transfer these "\$100.00 credits" directly to your account and issue you a check, at show time, for the total of your Manufacturer's "credits". We will also email you a copy of this letter.

EXAMPLE:

John Smith – Show charges	\$682.50 (G.S.T. included)
Manufacturers "Credits" 3 x \$100.00	<u>-300.00</u> Rebate
	\$382.50 Net Cost.

It is up to you to forward the letter(s) to your firms. We will do the paper work and issue you the refund cheque.

All lines will be listed in the show book whether the companies pay the requested monies or not.

Advertising in the book will also be available. ***See Show Book Advertising Program.**

This Co-operative Funding Program has worked for others in the past. Give it a try!

Thank you,

Brian Davis, Manager
Midwest Buy Mart
Phone: (306) 931-8778
Cell: (306) 220-4567
E-mail: saskmac@shaw.ca

www.midwestbuymart.com

midwest buy mart

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To: Sales Manager

From: Midwest Buy Mart
(www.midwestbuymart.com)

Subject: Co-operative Funding of Sales Representative's Show Costs
Fall/Winter 2020 - Midwest Buy Mart
February 21, 2020 through February 24, 2020 – Saskatoon, SK

The Saskatchewan Men's Apparel Club Inc. was formed forty years ago with an objective of sponsoring two booking shows a year. To this end, the Midwest Buy Mart was established. It currently has approximately one hundred and twenty commissioned Sales Representatives displaying over eleven hundred lines from menswear, ladies wear, children's wear, sportswear, and footwear manufacturers. There are approximately 250 Retail men's wear, ladies wear, children's wear, sportswear, and footwear stores that attend each of these Buy Marts.

In virtually everything, costs have risen dramatically over the past years. This has a direct impact on the Sales Representative that displays your lines at these Buy Marts.

We are asking you to register your firm with the Midwest Buy Mart. The cost is \$100.00 per show (95.24 + 4.76 G.S.T.). Upon receipt of your check, bank draft, money order, or ***INTERACT e-Transfer sent to saskmac@shaw.ca, for \$100.00***, we will establish a "credit" in your Sales Representative's account. Please indicate the name of your representative on the payment or cover letter. Deadline for registration is **February 10, 2020**. *Note: We do not accept any credit card payments.*

This cooperative funding money will be paid directly to your Sales Representative and, as you can certainly imagine, will assist them by offsetting some of their costs. Please participate and send in your money.

Business runs on a two-way street. Let's work and support each other.

Make checks payable to Midwest Buy Mart.

Thank You,

Brian Davis, Manager
Midwest Buy Mart
www.midwestbuymart.com

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