



AUGUST 2000 NEWSLETTER

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BRIGHT IDEAS



Phoenix, AZ:

About three times a year Value Village (Savers) issues "Value Cards". Paula tells us you obtain these cards by buying merchandise and getting a stamp for every \$5 spent. Of course, you fill up your first card on one of their 1/2 off day sales. Once the card is full (\$100 worth) you can get 50% off your next purchase. These cards are good on both their sale and non-sale days. Try to get in just before they have half-off sale days when the selection is at a peak. Spend another \$100 (at half off, of course) and you'll get another card stamped to get half off the next time also. The cards expire after a certain time, but it's an excellent way to stock up on coats, snow suits and back-to-school clothes. If you have a Value Village near you and you will use the card, call Melinda ASAP for a filled card. She has about 4 extra to distribute. These cards will expire September 31st.

Spokane Valley:

To prevent girl's or boy's large overalls from dragging the ground, use maternity hangers, fold "bib" down and clip on.

Vermont:

Jodi and Toni have moved their store to a better location. To make putting up the wall grids quicker, Jodi made a "jig" so placing the wall mounts is much easier. Instead of measuring each time, he placed the jig against the last wall mount for marking the location of the next wall mounts. They were only shut down over the forth of July weekend plus one day, so the move must have gone pretty smoothly.

This month's gift certificate goes to the Phoenix store. Many thanks!

GRAPEVINE:



We would like to welcome Terry and Dan Howard into the Other Mother's team. They purchased the Everett, WA store from Wendy and Ken Herzog. (Wendy and Ken are moving to Tacoma, so we haven't hear the last from them. Wendy hopes to have a store again after she

gets settled in her new home). Terry and her mother Dorothy run the Everett store. Terry is still working part time for Starbucks in store development. Dan is a COSTCO manager. They have three children, twin boys, Brandon and Jared, age 3 and a girl, Madison, age 1 1/2. Their favorite past times include jogging and other outdoor activities.

SHOP NEWS:



The Springfield , MO store had an incredible first month – \$22,300 and is still going strong. Pent demand and location, location, location have really helped the wonderful start. Also, her newspaper flyer gave her a great kick start. (And of course, Sheryl's friendly personality and hard-work). Keep up the good work Sheryl and Kevin.

TIME TICKLERS:



Yellow tags (or gold) from September 1 until October 15. You should already have out your back-to-school ads. Enclosed is an example of a newspaper flyer shared by the three Spokane stores. Go ahead and pull your summer clothes if you need room for the fall and winter clothes.

OPPORTUNITIES:



Fikes will give us a wholesale price on commercial air freshener units in areas that don't have full-service. If you're in one of those areas and would like a unit, then contact Melinda.

Garage Sale season is drawing to a close so don't forget to load up on toys and furniture items to help you through the winter. Also, look for coats, snow suits, Halloween, and Christmas out fits.