

## **The New SchoolTex™ rewards program**

Fundraising, as you will be well aware, is an ongoing challenge for Schools across New Zealand.

Through the Schooltex™ rewards programme, we provide an ideal mechanism that allows schools to generate some additional funding. Since its inception in 2000, Schooltex™ has given back over **\$3.8 million** to schools across New Zealand. We are proud to say that no other uniform provider has shown such support and commitment to New Zealand Schools.

Through a natural corporate schedule, we have recently reviewed the fundamentals that ultimately drive our current rewards program. When we established the rewards program over 8 years ago we used a very flat structure when implementing it to schools. In our corporate review it was critical to establish that the program was rewarding those Schools that have made a commitment towards Schooltex™ as a sole or main supplier of plain and logoed uniforms.

In addition, we identified the need to create a rating scale or platform that allowed schools to strive to earn more money by encouraging parents to purchase school uniforms through Postie+ which will in turn provide additional rewards dollars for your school.

### **How will it work?**

Based on historical data, we have determined your schools sales potential. This rating is based on your schools role size, and your schools decile rating.

The rating scale rewards are as follows:

- **Gold Rating** – 10% Schooltex™ reward payment against all sales
- **Silver Rating** – 7% Schooltex™ reward payment against all sales
- **Bronze Rating** – 5% Schooltex™ reward payment against all sales

In general terms, the more your parents are encouraged to increase your schools uniforms sales through purchases at Postie+, the higher your school will move up the ratings. This ultimately results in higher rewards earnings for your school.

### **Note:**

1. A payment will not be made where the sales achieved over 12 months through Postie+ are below your Bronze rating.
2. No payments will be made to rewards values under \$50.00.
3. After each rewards payment, the rebate balance for each school will be zeroed.

It is clear, the more sales generated through the school encouraging parents to purchase school uniforms at Postie+, the higher the rewards payment that will be made to your school.

### **When does the New Rewards Program start?**

The changes to the Schooltex™ Rewards program will take effect from the 1 September 2008. The next payment run which will be based on the above will take place at the end of July 2009. The rewards “payment period” will cover sales against your School through Postie+ from 1 August to 31 July each year.

Your rating i.e. bronze, silver or gold will be determined at the end of every payment period.

To ensure we maximise your schools earning potential we will be taking into account your schools sales for a full 12 months when working out your payment. Therefore we will only be making 1 payment a year to your school. This payment will take place at the end of July each year.

***Will you keep me informed with how my school is tracking?***

During the year, Schooltex™ will issue updates to your school advising you on your accumulated rewards value. This will allow you to work towards increasing your rating throughout the year.

We are currently at the start of the next payment period. If you would like to know more about finding ways to increase your current rating, then please feel free to contact us directly on 0800 507 807.

The Schooltex™ reward scheme is unique, and ongoing will provide schools across New Zealand with a hassle free way of generating much needed funding for the school.

Please feel free to contact us directly on 0800 507 807 to discuss ways in which we can assist in increasing your schools sales potential.

Kind Regards

Garth Sutherland  
Divisional Manager Schooltex