



Prospective Member Information

Sports, Inc. was founded in 1965 in Lewistown, Montana, as a means for independent sporting goods stores to grow and prosper in a competitive marketplace. Since our beginning with seven outdoor stores, Sports, Inc. has grown into a nationwide network of stores involved in all facets of the sporting goods business with 400 members (200 Outdoor/200 Athletics) and nearly 550 sales locations in 48 states.



Sports, Inc. is member-owned and is governed by a board of directors elected from the membership. Sports, Inc.'s network of storeowners, committee workers, division chairmen, board of directors and staff sets its course.

Most dealers join Sports, Inc. to take advantage of our superior buying opportunities. But we offer much more than just great buying programs:

- You become a Stockholder of a profitable and growing business.
- Easy ordering directly from more than 900 manufacturers.
- Mutually beneficial relationships with other successful sporting goods dealers.
- Consolidate multiple vendor payments into one easy, single check to Sports, Inc.
- Incredible buying opportunities at our shows with additional incentives to attend. **Our shows set the standard in our industry and more than pay for themselves.** We limit the number of vendors so our shows are compact and productive.
- Freight programs with UPS, Yellow Transportation, FedEx, FMI and Roadway.
- Vendor claims resolution. Our staff will handle your claims issues with vendor, saving you time and money.
- Long and short selling of merchandise between members.
- Money-saving credit card programs by AMEX, VISA, MC & Discover.
- Electronic communications, including a members-only website, EDI processing of invoices from an increasing number of key vendors, and an electronic payment center.

Sports, Inc. is member-owned and is governed by a board of directors elected from the membership. Sports, Inc.'s network of store owners, committee workers, division chairmen, board of directors and staff sets its course.

Most dealers join Sports, Inc. to take advantage of our superior buying opportunities. But we offer much more than just great buying programs:



Show Floor

Incentives & Benefits

You receive numerous rebates and other financial incentives through your membership that more than offset the fees we charge to run the company on your behalf. Last year, total rebates paid to our members was over \$15 million, an average of \$38,138 per store, far more than the average membership fees paid to belong to SI.

We will be glad to calculate your annual costs and benefits of membership, based on your current purchasing from selected vendors, to show you how joining Sports, Inc. will favorably impact your bottom line.

A Good Investment

Sports, Inc. is not just here to help you today. Sports, Inc. is an investment for your future success.

Sports, Inc. conducts a thorough review of each prospective member's credit history and financial strength. Not everyone that applies qualifies financially. Sports, Inc. is member-owned, and the members are uniquely qualified retailers.

Unlike other groups, Sports, Inc. takes credit responsibility for the billing of all approved orders. Sports, Inc. pays vendors directly, while our members pay us. You are never responsible for another member's debt.

Because vendors recognize the financial advantages of doing business with Sports, Inc., we qualify for superior programs.

Being a member of Sports, Inc. doesn't cost you. **It pays you!** And the more you buy through Sports, Inc., the more profitable your business will become.



Hot Show