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4 December 2008

TO: DISTRICT SECRETARIES

CIRCULAR 82/2008

RE: SPONSORSHIP – BARLOWORLD FLEET MARKETING

We have successfully negotiated a sponsorship with Barloworld Fleet Marketing. This initiative could prove financially beneficial to bowling clubs.

Affiliated bowls clubs will benefit through a rebate of 1% (one percent) per new and 0.05% (zero point five percent) per used passenger and LCV sold by Barloworld Dealers or BFM SLA partners. Medium and heavy commercial vehicles are excluded from the scheme. The amount payable to bowls clubs excludes VAT and is calculated as a percentage of the retail price of each vehicle. The retail price is defined as the base vehicle price paid by the consumer excluding discounts, accessories and value added products.

By way of example if a bowler purchases a new vehicle by using the system, detailed below, for R200 000 his/her bowls club will receive a payment of R 2 000 towards club funds.

THE SYSTEM OPERATES AS FOLLOWS:

- The Bowls SA member contacts Barloworld Fleet Marketing's (BFM)High Speed Track (Call Centre) 0860 066867or by e-mail to bowl@bwfm.co.za
- The Call Centre will confirm the membership details and establish the vehicle details.
- The Call Centre will provide a competitive quote.
- If the Bowls SA member is satisfied with the quote BFM will coordinate the vehicle order and deliver the vehicle at the earliest convenience of the member.
- BFM will follow up to ensure total satisfaction.

Districts will shortly receive sufficient posters to distribute copies to their respective clubs. It would also be appreciated if a copy of this circular could be passed on to their clubs.

Barloworld Fleet Marketing requests permission to address your clubs at your Council Meetings in order to promote this initiative. We shall provide the contact details of their representatives to Districts in due course. They may also wish to contact individual clubs in order to further promote the scheme.

John Ravenscroft
Operations Manager

Executive Committee:

President: Piet Breitenbach, *Vice President:* Debra Ferguson

Members: Allan Freeman, Kallie Haupt, Isabel Smith, Ronald Weddell