



November 1, 2007

Dear Karen,

I am writing to forward information related to our innovative and award winning Skookum Brand anoraks, and our limited edition 2007-08 International Polar Year (IPY) promotional offer. Please forward this to any IPY participants that you think might be interested.

[Northern Garments Inc. \(NGI\)](#) is an emerging design & manufacturing company based in Canada's Yukon Territory. It is founded on principles of *design integrity, quality workmanship,* and, *sustainable & respectful resource use.* Within these parameters NGI makes clothing and accessories *from the north, for the north.*

Skookum [skoo-kuhm] is a First Nation word meaning *Powerful, Strong & Impressive.* Compared to other bulky industrial parkas, [Skookum Brand](#) anoraks are lightweight, fashionable, and very versatile – meaning, the “arctic 3-season” jacket can be worn in a wide range of temperatures (i.e. from -10°C to -50°C) not just during extreme cold temperatures. Every northerner knows that the secret to staying warm is staying dry and the real innovation behind the Skookum Brand anorak stems from its ability to *actively vent moisture* which helps keep its wearers dry. It is a Registered Industrial Design with the Canadian Intellectual Property Office.

Our distinctly Canadian anoraks have been worn and tested in some of the world's most challenging environmental conditions, like the Yukon Quest a 1,000 mile international dogsled race, and the Yukon Arctic Ultra, which is considered the world's toughest human-powered race. The Skookum Brand anorak has also been appreciated on many fashion runways, including the North American Fur and Fashion Exposé in Montreal and highlighted at the opening and closing ceremonies of the 2007 Canada Winter Games.

The suggested retail price of our Skookum Brand anorak is \$995. The anorak sells for slightly less with help from our northern consignment partners in Yukon, NWT, and Nunavut, and our “north of sixty” discount. It regularly retails at almost double this price in Europe and Scandinavia (1,295€).

Over the next 2 years we will be producing special edition IPY anoraks in **limited quantities.** We are offering these on a *first-come, first-serve* basis to IPY participants at approximately 40% off our regular retail price (**IPY Promotional Price: \$595**) and are directing 5% of sales towards wildlife habitat protection in the north – a legacy that we hope to continue long after the IPY event. To qualify for promotional pricing, you must be an IPY participant involved with International / National Organizing Committees, or an internationally endorsed IPY Project. Standard shipping costs will be added to the promotional purchase price – all handling fees included (please note that international shipments may include import fees). If you have any further questions please feel free to contact us and we will help facilitate your purchase to the best of our abilities.

For more details please see the attached brochure and IPY Anorak order form.

Sincerely,

Jake Duncan

OFFICIALLY ENDORSED

info@northerngarments.com



**Special
Limited Edition
Commemorating
the 2007-08
International
Polar Year**



UNISEX
Model: 450
"Front-Zip"
Colour:
Ice-Blue

**SUGGESTED
RETAIL PRICE
\$995 CND**

UNISEX SIZING	FITS CHEST SIZE (inches)	
	FROM	TO
2X-Small	32	34
X-Small	36	38
Small	38	40
Medium	40	42
Large	42	44
X-Large	46	48
2X-Large	50	52

AVAILABLE IN:



Features:

Nylon tactel Shell - breathable, water repellent and wind proof

Lined with Polartec® Classic 200

Raglan Sleeves with Cordura® reinforced shoulders and elbows

3M® reflective tape and piping to enhance visibility and safety

Contoured & adjustable fleece lined hood

Premium removable fur ruff. Genuine Mackenzie Valley Furs

Drawstring waist & zippered side arm pocket

Contoured zippered neck closure with fleece-lined wind gaiter

Adjustable Velcro® cuffs with PowerStretch® inner seal

Underarm zips for extra ventilation during heavy activity

Fleece-lined hand warmer pockets with zippered closures

© 2007 Northern Garments Inc.

Made in Canada

Wendy Cairns
Businessperson,
Mother, Skijorer



Powerful, Strong, and Impressive.

**SUGGESTED
RETAIL PRICE
\$995 CND**

UNISEX
Model: 400
"Skookum Classic"
Colour: Red

OFFICIALLY ENDORSED



**Special
Limited Edition
Commemorating
the 2007-08
International
Polar Year**

UNISEX SIZING	FITS CHEST SIZE (inches)	
	FROM	TO
2X-Small	32	34
X-Small	36	38
Small	38	40
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Wayne Lavallee
*Award Winning Aboriginal
Musician and Songwriter*

Made in Canada

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Raglan Sleeves with Cordura® reinforced shoulders and elbows

3M® reflective tape and piping to enhance visibility and safety

Contoured & adjustable fleece lined hood

Premium removable fur ruff.
Genuine Mackenzie Valley Furs

Drawstring waist & zippered side arm pocket

Contoured zippered neck closure with fleece-lined wind gaiter

Adjustable Velcro® cuffs with PowerStretch® inner seal

Underarm zips for extra ventilation during heavy activity

Front zippered cargo pouch with Velcro® flap and D-ring hardware

Fleece-lined hand warmer pockets with zippered closures

© 2007 Northern Garments Inc.



Powerful, Strong, and Impressive.

Additional purchasing details:

1. To qualify for the promotional price (40% off) IPY participants must reference their involvement with an International / National Organizing Committee, or an Internationally endorsed IPY project. Please reference this in "Comments or Additional Details" on our order form.
2. Within Canada we normally ship via Canada Post Expedited Parcel service (insured) and shipments can be tracked online. Standard shipping costs will be added to the purchase price – all handling fees included. International shipments are normally shipped via Canada Post International Surface service.
3. Shipping within Canada regularly costs \$25, and up to \$45 to remote locations. International shipping costs \$65. Shipping times within Canada this can take 1-2 weeks, and international shipping times can take between 4-6 weeks.
4. If one wishes their items couriered or shipped via a faster service, we can arrange at the time of sale at cost of service.
5. We will provide international shipping documentation and any exporting permits required, however customers should note that their country of origin may have import fees. Please inquire further and we will help facilitate this to the best of our abilities.
6. Taxes on Canadian purchases will include GST at 6% - no PST will be charged. No taxes will be charged on sales shipped to international locations.
7. Sales of our limited edition Skookum Brand anoraks are on a *first-come, first-serve* basis. Depending on demand, this may mean there will be wait times associated with custom production.
8. A non-refundable \$100 deposit is required on all custom orders – this will be processed at the time of ordering. The remaining balance will be processed at the time of shipping.
9. The simplest and most timely way for us to process payment is by VISA or MASTERCARD. Please contact us if you wish to pay by cheque or money order.
10. Please review our sizing charts. We use unisex sizing and anoraks are already slightly oversized to accommodate layering. If you are unsure about your correct size – please contact us with your measurements (height, weight, chest & hips) and we will help ensure a good fit!
11. We want you to be satisfied with your garment and purchase. Unused items can be returned or exchanged if desired. Product tags must remain on garment and items must be returned in unused condition. Exchanges and return transactions must take place within 2-weeks of your receipt of the garment – please notify us as soon as you make this decision.