

NEW MONTHLY FEATURE IN THE RETAIL PROPHET

South Dakota
RETAILERS

Since 1897

★ Proud to be an SDRR Member ★



Sandy Justra
Midwest Radiator &
Justra's Body Shop, Yankton

At one time, Sandy didn't accept credit cards. Another business owner told her she ought to, and advised her to check out SDRR's program. She was told SDRR had cheaper rates, and that it was a place she could trust.

When Sandy called us, her rep Dana Haley promptly got her set up to take credit cards.

"Customers were coming in wanting to use a credit card for their auto work. Some people just can't pay for it right away, and if you don't know them you can't let their stuff go. **The credit card program was one of the most important things we ever did.**"

Now that she's been a member for quite a few years, Sandy says the monthly newsletter is proving to be another valuable benefit.

"I really enjoy all the information. We got one recently that talked about the new labor law poster. I hadn't known anything about it, but it was in there. **I always read everything that's in that newsletter.** As a business owner you need to know all that but you don't always hear it, and don't always have time to look online for it. But it's all in that newsletter. You are covering what people need to know."

Asked what he thinks is the most valuable aspect of his membership in the South Dakota Retailers Association, Jeff responds immediately.

"I think the member services are very valuable to your business, especially in this day and age with health care costs increasing and credit card fees and all those types of issues. **Being able to save on those services through SDRR is very important to your business.**"

His wife and partner Annette says she likes it that the Association keeps her up to do date through various publications, and through information from the labor law firm Jackson Lewis.

"You are busy running your business and you don't always have time to say okay, are we up to standards on everything. **SDRR keeps you up on all the laws and regulations,** all the things that you just don't always think about on a day to day basis. It's a good resource."



Jeff & Annette Gamber
County Fair Foods, Watertown