



Dear Consumer,

Welcome to the world of Stitchitize!

Our Mission Statement: To provide a wide variety of quality embroidery designs at reasonable prices that you will love to sew.

Stitchitize is a professional design studio that has produced over 50,000 embroidery designs since 1984. Stitchitize is the design development division of a family owned embroidery business started by Wendy and George Conquergood that has now grown to over 20 employees. Their sons, Trevor and Carl, and daughter Andrea, have all become involved in the company over the years. Trevor, the manager of Stitchitize Embroidery Design Service, produces Club Stitchitize, and the Learning Studio. Carl is the design manager of Custom Digitizing, producing embroidery designs for consumers and corporate clients alike. Stitchitize has a design team of 10 people all working full-time on creating embroidery designs. The information exchange between our artists and designers is incredible, promoting new ideas all the time. Since we all look at things in life from different perspectives, this information exchange is valuable to the development of a well-rounded digitizer. This combined knowledge of embroidery design creation is now available online through the Embroidery Design Learning Studio, a separate site with paid membership. Club Stitchitize, the customer appreciation part of our web site combines Free Designs with photos of our family. Trevor travels extensively to teach the Stitchitize Embroidery Design Road Show, a class about the art of digitizing, check our site for a class near you. Stitchitize has spent many years creating a collection of stock embroidery designs that you will love to sew. These designs are available online or through one of our dealers. Please visit our website to learn more about the Stitchitize Embroidery Design Service.

We hope you will find this guide helpful in understanding and navigating the Stitchitize website. We welcome your comments and are always pleased to assist in any way we can.

Sincerely Yours,

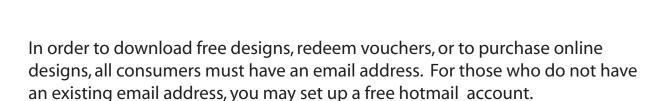
George H. Conquergood

President

Stitchitize



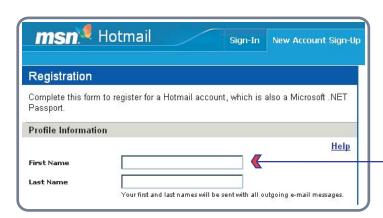
Setting up an email Account



- a) Open up your internet browser (e.g. Microsoft Internet Explorer)
- b) Enter the following url in the address box: http://www.hotmail.com
- c) Begin to create a new account by clicking "Sign Up"



d) Enter all required personal profile information in the appropriate text fields



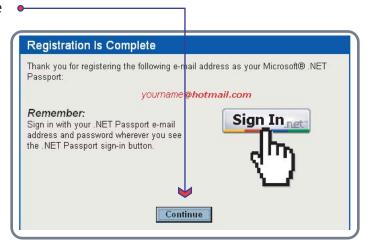


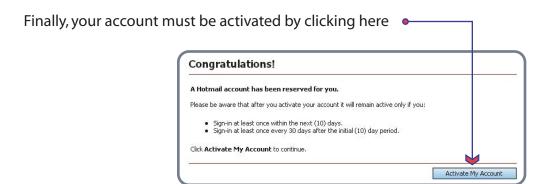
Once you have correctly entered the following:

- > Personal profile information
- Email address of your choosing, e.g. madeupname@hotmail.com
- Password
- Secret Question
- Identified a series of jumbled letters & numbers
- > Review and Sign the Agreements

Click "I agree" at the bottom of the registration page to complete registration.

Click here to continue





You now have a hotmail email account and you can begin to use this account to set up your own Stitchitize account in order to receive your free designs, redeem vouchers, or purchase online designs.



Setting up a Stitchitize Account

Setting up a Stitchitize Account is free and no credit card information is necessary! Credit card information is only required if you wish to purchase designs.

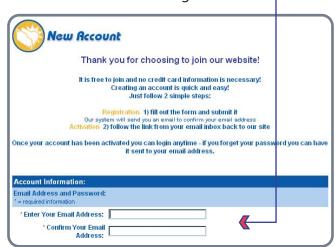
The following 2 simple steps will only take a few moments:

1. REGISTRATION

- a) Open up the Stitchitize website: http://www.stitchitize.com
- b) Click on the "New Account" tab on the top navigation bar



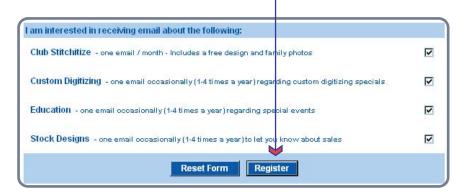
- c) Insert the required personal information in the following text fields
- * Asterix denotes required fields, such as:
- Email Address
- Password
- Name
- Address







Complete the registration by selecting or deselecting the options of receiving various email updates, and then click "register."



You will then be directed towards the "Thank You" page which will inform you of your successful completion of the registration requirements.



2. ACTIVATION

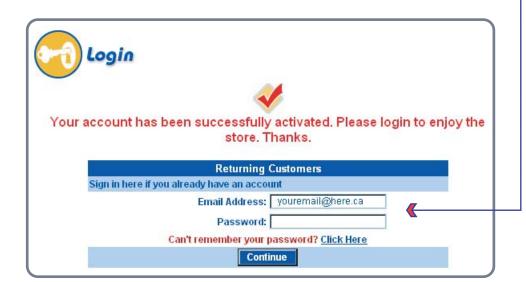
- a) Open up your email account and locate the new message that will automatically have been sent to you from Stitchitize.
- b) Click here to confirm your new account





After clicking to confirm your new account you will be taken back to the Stitchitize website where you will be informed of the successful activation of your account.

You may now enter your Email Address and Password here to begin to enjoy the store



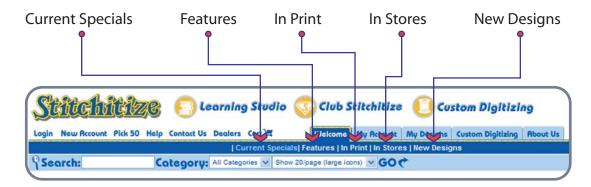


Welcome Page

When you connect to the Stitchitize website you will arrive at the "Welcome" page.

From here you can connect to any part of our website and view details about special offers, new designs, and redeeming vouchers.

Under the "Welcome" tab are the following links in the navigation bar:



Current Specials

These include volume discounts and special seasonal sales. Check back often to see new designs offered at limited time pricing.

> Features

For those looking for inspiration and project ideas, the Features section will display some exceptional design work that can produced by the home sewing enthusiast with designs available from the Dealers or the Stitchitize website.

> In Print

Magazine advertisements and articles with useful tips and hints are archived here.

> In Stores

This section informs customers about the various design collections available from Dealers, as well as information about Vouchers and Dealer listings.

New Designs

For customers looking for the latest designs from Stitchitize, they can view all our newest creations here.



Learning Studio

The Learning Studio is an on-line learning tool based on the art of digitizing artwork for embroidery. It is separate from the main part of the website and is accessible only to those with a paid membership.

Our goal is to provide an environment where we can share the valued knowledge that Stitchitize has to offer about digitizing. We also encourage others to share their knowledge as well. Through the Internet, people from many countries can join the Learning Studio. Together we can raise the level of knowledge about the creation of embroidery designs.

The Learning Studio can be accessed from the top Navigation bar.



The Learning Studio link will bring you to the following page: •





The Learning Studio has the following features listed on the page menu:



1. About the Studio

The "Learning Studio" is an on-line learning tool based on the art of digitizing artwork for embroidery. Our goal is to provide an environment where we can share the valued knowledge that Stitchitize has to offer about digitizing. We also encourage others to share their knowledge as well.

2. The Lessons

The "Learning Studio" lessons are non-software specific, starting with the basic theory of embroidery design. The lessons build upon each other and cover a variety of topics.

3. Student Listings

Each student gets a listing page where they can include information about themselves if they choose. Listings include:

- a) Student information Personal info., pictures, etc.
- b) Share designs Embroidery design list & details
- c) Network Search list of other students

4. Student Specials

As a student of the Stitchitize Embroidery Design Learning Studio you will receive special offers and discounts from Stitchitize.

5. Student Lounge

A place where students can go to:

- a) Meet other students
- b) Ask questions
- c) Contribute ideas
- d) Network with similar students
- e) Learn from each other
- f) Look for designs that are being shared
- g) Post personal announcements
- h) Sell something



6. Glossary of Terms

- a) Search for terms to produce a list to select from.
- b) Choose a term to see the complete definition with pictures.
- c) Color images and animated embroidery gif's help illustrate some terms.
- d) Glossary works from a pop-up window that makes it easy to use at the same time as a lesson.
- e) Contribute terms, if you can't find a term in our glossary please let us know and we'll be happy to add it to the ever growing list.

7. Special Units

Additional Lessons and Sewing experiments:

In addition to the initial 12 lessons, we have other ideas for units that we would like to include in the school.

8. Embroidery Designs Road Show

The Stitchitize Embroidery Design Road Show is our opportunity to travel and teach live classes or show off our collection of embroidery. We plan to attend Trade Shows, Retreats, and Special events. We will post all of the dates, places and details as information is available.

9. Sign Up

Current fees, renewals information, and study options are provided.

10. Student Login





Club Stitchitize

Club Stitchitize is an informal way for us to stay in contact with our valued customers through monthly email newsletters containing updates about family and business in Saskatoon. Club Stitchitize began in 1988 as an email service, and switched to a web-based format in March 2000.



Included with each monthly newsletter is a link to one new free design.

Previous month's free designs are also available from the Club Stitchitize main page.





Customers enjoy the monthly newsletter from Trevor Conquergood in which he shares news about Stitchitize, conferences and events, as well as a diary of family life in Saskatoon.

Here is a sample page from the October 2004 entry in Club Stitchitize:

October 2004

Trevor's Trip to Calgary





October and time for the <u>Creative Sewing and Crafting Alive conference</u>. Trevor's third year at the show and there are a few traditions that have developed. Above you can see trevor at the show talking embroidery. On the right is Steven Rice of Sewing World and a good friend of Trevor's. Steven takes all of his staff out after the show and is very gracious to invite Trevor 3 years running. Thanks Steven!!







We had so much fun at the <u>Calgary Zoo</u> last year that we decided to make it an annual event. The animals were very happy to see us back. The Bear above is part of a new exhibit that includes many preserved animals local to the Rocky Mountains. Lauren and Nicholas love the Calgary Zoo.

Design Details



Name: Dancing Turkey Stock Number: Cs057

Description:

Size: 48.4mm wide by 51.1mm tall 1.91" wide by 2.01" tall

Stitches: 4712 sts

Below the monthly diary entries are the free design details, sewing sequences, and download instructions.



Club Stitchitize Membership Benefits

All customers who create a new account on the Stitchitize website will automatically become a member of Club Stitchitize unless they choose to deselect the check-box at the bottom of the registration page.

New members who wish to download the full set of free designs may save the time of visiting each monthly page in our archive and simply follow either of two methods:

- 1. Type the word "free" in the top navigation bar search area, then click on the design pack icon
- 2. Click the link to Club Stitchitize Free Design Pack from the Club Stitchitize welcome area.

Then click here to add the free designs to your shopping cart



Add these free designs to your Account and return to the Club Stitchitize page, check out, or continue shopping for other designs.



Club Stitchitize

Club Stitchitize \$0.00 add to cart

Custom Digitizing

Stitchitize has the ability to create one of a kind custom designs to meet your needs. Our team of professional artists, digitizers and production staff can work with you to develop any design of choice.

Begin by clicking on the "Custom Digitizing" icon or tab in the top navigation bar.



The following options are available from the "Custom Digitizing" page:

Job Center

From here a pop-up window will appear with the choice of requesting a quote or placing a direct order

- **Example Artwork**
 - Check out some examples of stunning custom designs
- **Example Quote**
 - See some example jobs with price quotes
- Special Techniques

These include, cutwork, puffy embroidery, applique, redwork, etc.





Quote Request

toll free phone (North America): 1-800-667-2587 worldwide access phone: 1-306-956-3475 toll free fax: 1-877-933-2585 email: info@stitchitize.com

Stock Designs

Consumers may purchase designs directly from the Stitchitize website, or visit their Stitchitize Dealer to buy a wide assortment of CDs and Collections.

Online Sales for consumers include the following:

Individual Designs



Although it is more economical to purchase designs in larger groups, occasionally a customer may desire a single specific design to complete a project.

Individual design sales on the Stitchitize website, US\$10:00 - US\$25.00 each.

Volume Discounts

5, 10, and 20 Packs are available at special discount prices.

These volume packs provide a more economical way to buy greater numbers of designs than purchasing designs individually.





Design Packs







All of our designs are sorted by themes into "Packs" of similar designs. These "Packs" make it easier for sewers to find designs in related topics.

Design Pack sales on the Stitchitize website, US\$6.00 down to US\$3.00 per design.

Weekly Specials

Each Wednesday a new series of 8 designs are offered for sale at 50% off the regular price. In addition, 1 special design is available at a 70% discount.

These sale items can be viewed on the home page below the top navigation area.



Monthly Sales

Every month we feature a different set of designs at a special rate of 20% the regular price. These designs are arranged by theme or topic,



toll free phone (North America): 1-800-667-2587 worldwide access phone: 1-306-956-3475 toll free fax: 1-877-933-2585 email: info@stitchitize.com



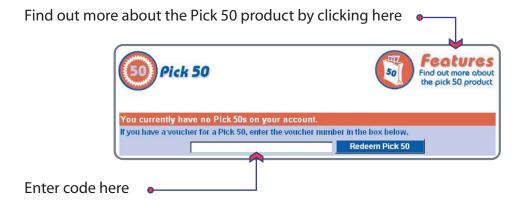
DEALER ONLY PRODUCTS

The following products are not available for purchase on the Stitchitize website, they products can only be purchased from participating Stitchitize dealers:

Pick 50

Available only through our dealer network, the Pick 50 package allows the consumer to select 50 designs of their choosing from our entire collection.

The Pick 50 coupon contains a unique code which consumers can enter into the appropriate text field on the Stitchitize website.



Pick 50 retail value, US\$100 (US\$2.00 per design).

Stitchitize CD Collections

Stitchitize CD Collections contain most domestic and commercial embroidery formats.

CD Collections are a convenient, economical way to purchase designs. CDs are only available from Stitchitize Dealers and contain a wide variety of design subjects.



Stitchitize CD Collections, US\$100 per CD (Average US\$1.00 per design).



CD Volume Collections

Stitchitize works closely with the Janome sewing machine company and has produced several volume collections exclusive to Janome. These collections are not intended to be sold separately. However, they may be included in a bundle package with an embroidery machine.

The following collections are currently available only through a Janome Dealer. Please check your local Janome Dealer for the current special offers.







250 Design Collection

Retail Value US\$199.00

1000 Design Collection

Retail Value US\$549.00

4000 Design Collection

Retail Value US\$1599.00

Some designs in these volume collections are available for purchase in other collections, or as individual designs, while others (such as the Giga-hoop designs), are exclusive to these CDs. Each volume collection comes with a full color catalogue.

CD Designs exclusive to Janome

These designs are only available in the exclusive CDs. They are not part of any other CD collections, nor are they available for purchase on our website (although they may be viewed on the website). Contact your local Janome Dealer for prices and availability.





Giga-hoop Collection 1

Brush-out Embroidery Collection



Using the Search Feature



Stitchitize offers thousands of designs and Packs, in all topics, to choose from. In order to make your search as easy and efficient as possible, we have created a search feature on the top menu.

Searching for a design is as simple as typing a word in the search box, and pressing "GO".

*HINT: Enter nothing in the search box and click "GO" will bring up all the newest designs.

1. For example, enter the word "dog" here.



 Next, select a category from the following: All Categories, CD Collection, Designs, or Packs.

For this example, we have selected "All Categories".





 3. Then choose to view the results with either 20 large icons per page, or 50 small icons per page.



4. Finally, click "GO" or press "Enter" on your keyboard.

Searching for "dogs" has produced 96 dog or dog-related results on 5 pages.

Either choose one of the designs on the current page or continue the search one of two ways:

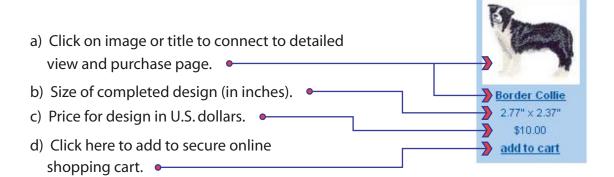
- a) Select another page of designs from the drop-down menu, or
- b) Click "next" to view the next page in sequence or "back" to view previous page.



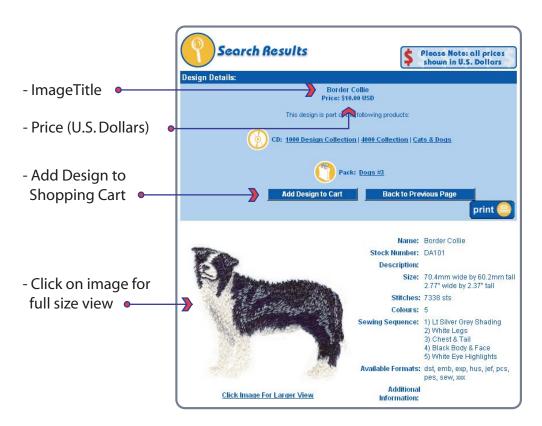


As an example, we'll select the "Border Collie" design.

Notice the comprehensive information about the design and the different ways to view and purchase the design:



After clicking on the image or title, a page with details about the image, further search options, and purchase links appears.







Further search options include:



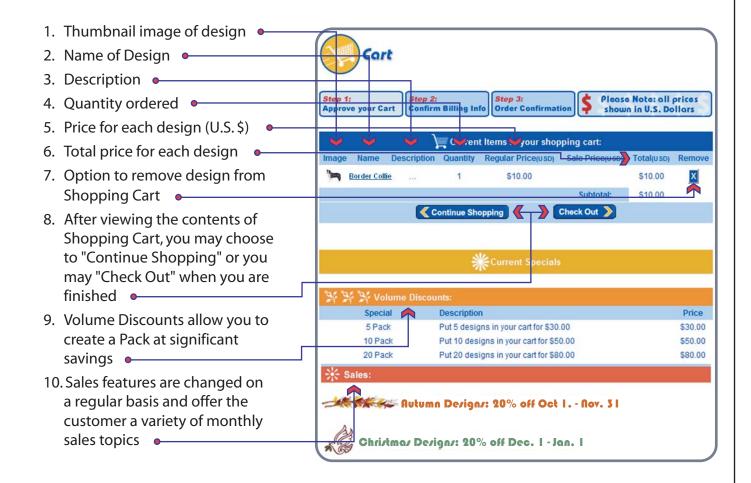
- Print sewing sequence instructions.
- This design may be purchased individually. However, it is also available as part of the "Dog 1" Pack which offers other designs related to the theme of dogs. •
- Each design may also be part of some other groupings of designs. In the case of the "Border Collie," this image is also part of the 1000 and 4000 CD Collections, and the CD "Cats & Dogs". These CDs are available only from dealers.



Shopping Cart

Once you have selected your designs you may add them to your "shopping cart."









Check Out

The following three steps will guide you through the process of checking out and purchasing your selected designs:

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Step 1:
Approve your Cart
```

Examine the details of the design(s) you intend to purchase. Once you are certain that all the design information is correct, approve your cart by clicking "Check Out"



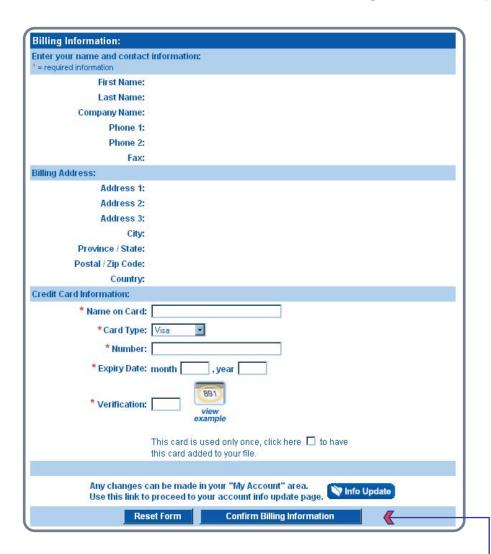
(Applying Coupons will be explained in a later section of the Guide)

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Step 2:
Confirm Billing Info
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Once you have clicked "Check Out," you will then be taken to the Billing Information page so that you can enter your correct contact information and payment details.



* Asterisks denote information that is essential before checking out can be completed.



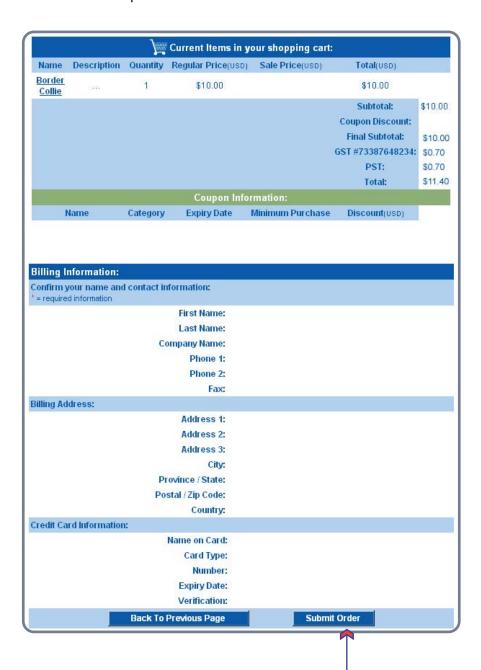
You may reset the form, if changes need to be made, or click on "Confirm Billing Information" to continue to with the check out procedure.



The final step is to confirm that all the order information is accurate and complete before submitting the order.



Verify that all information provided is correct.



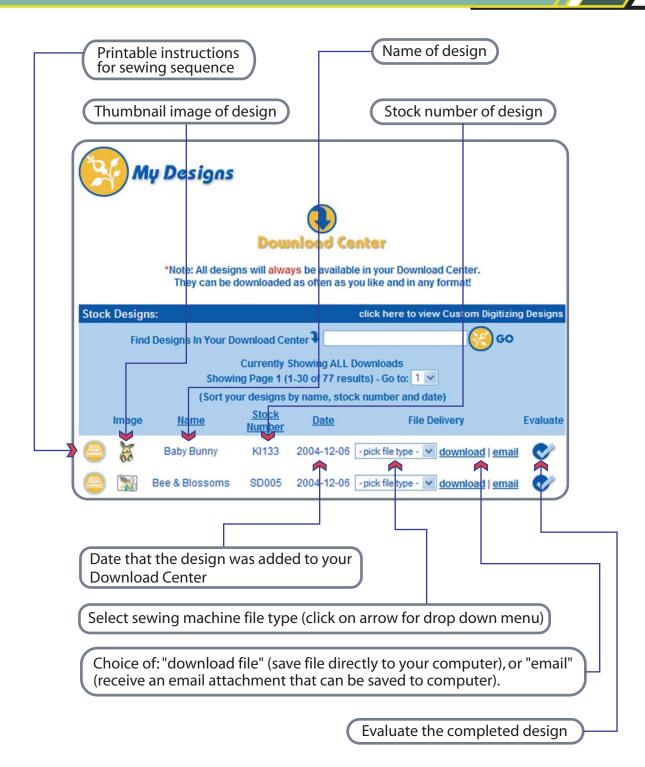
 $Finally, click \ "Submit \ Order" \ to \ complete \ the \ transaction.$

A "Thank You" message will appear with a link to "Download Designs".

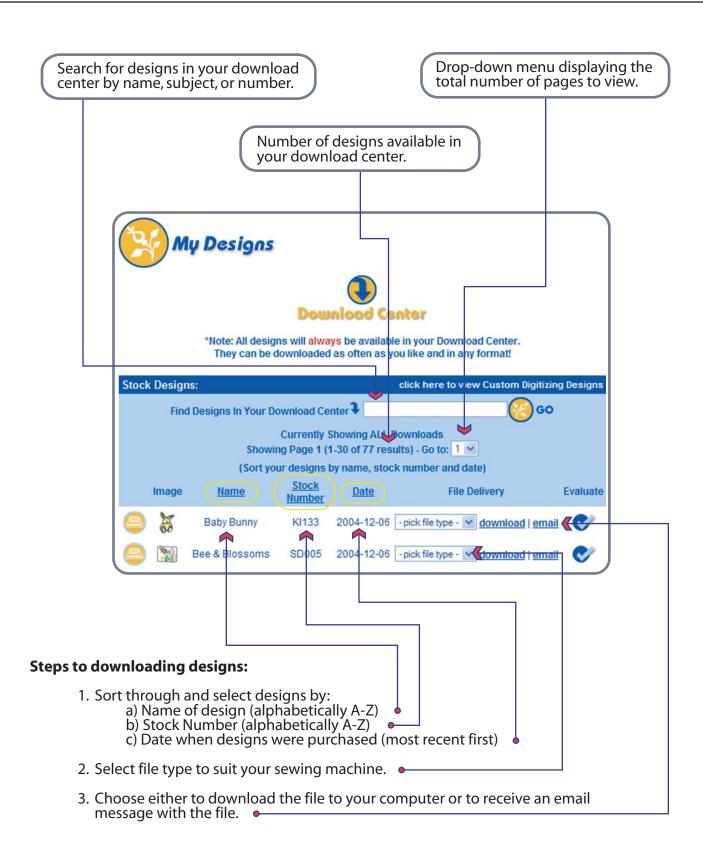




Download Center Overview







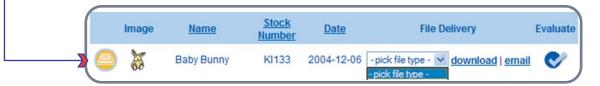




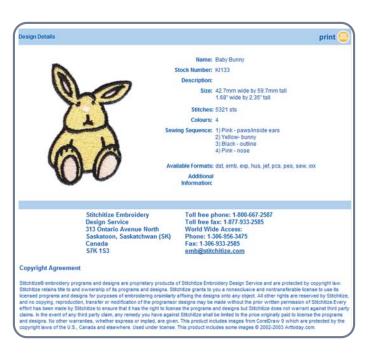
Print Instructions for Sewing Sequence

Each design comes with a full set of sewing instructions. The sewing sequence, thread colours, total number of stitches required to complete the design, and finished size are all included.

 From the Download Center you may access printable instructions to the sewing sequence for each design.



Features of the Printable Sewing Sequence page



- 1. Name
- 2. Stock Number
- 3. Description
- 4. Size of finished design
- 5. Total number of stitches required to complete
- 6. Number of Colors used
- 7. Sewing Sequence
- 8. Available file Formats
- 9. Additional Information
- 10. Contact Information
- 11. Copyright Agreement

^{*} This feature is also available while shopping in the detailed view page.



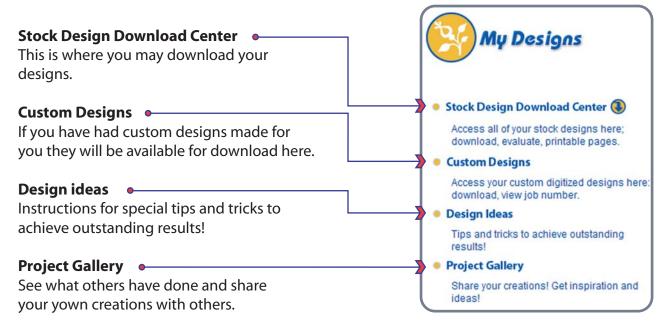
My Designs

In this section, customers may view and have access to their list of downloadable designs.

To begin accessing your current designs you will begin by clicking on the "My Designs" tab on the menu bar.



The options under the "My Design" tab on the top navigation bar are also available from the menu below.



toll free phone (North America): 1-800-667-2587 worldwide access phone: 1-306-956-3475 toll free fax: 1-877-933-2585 email: info@stitchitize.com



My Account (Consumers)

All customers have access to valuable information about their account history, previous orders, and useful personal information.



The "My Account" section has the following features:





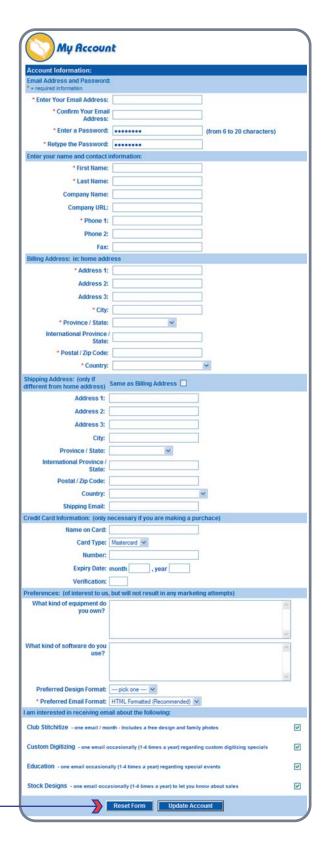


Account info Update

Here you can enter, verify, or change your personal information such as:

- address
- phone number
- billing information
- payment details, etc.
- sewing machine type
- preferred design format
- email options
- * Asterisks denote mandatory fields such as email address.

Once you have completed all the relevant updates to your account, you can click the "update account" button, or if you need to make further changes, you can click on the "reset form" button.



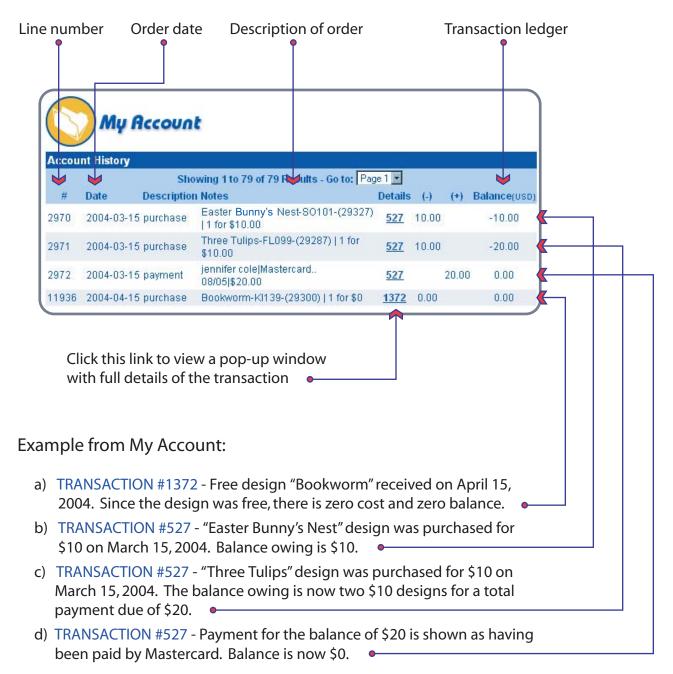




Account History

Your account history will provide <u>details</u> of all past activity in your account.

Each time you check out, an order number is generated (except for Pick 50 or Gift Vouchers which will show as being claimed).

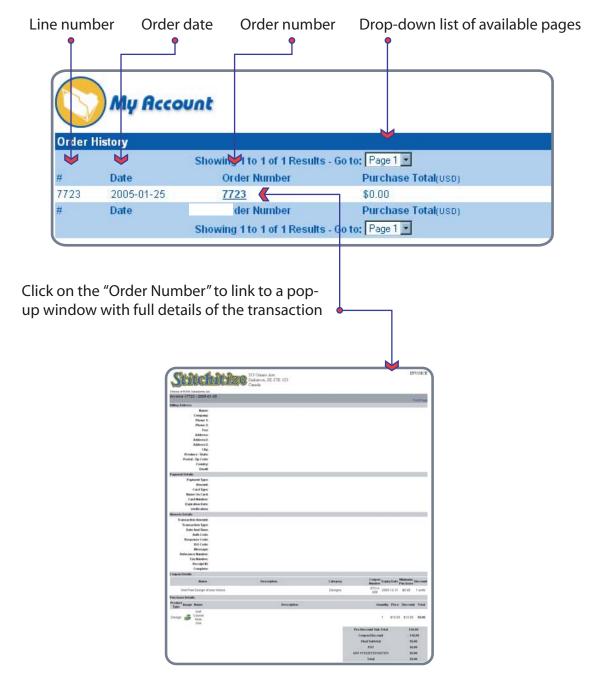




Order History

Your order history will display a <u>summary</u> of all past activity in your account.

This section has the following features:







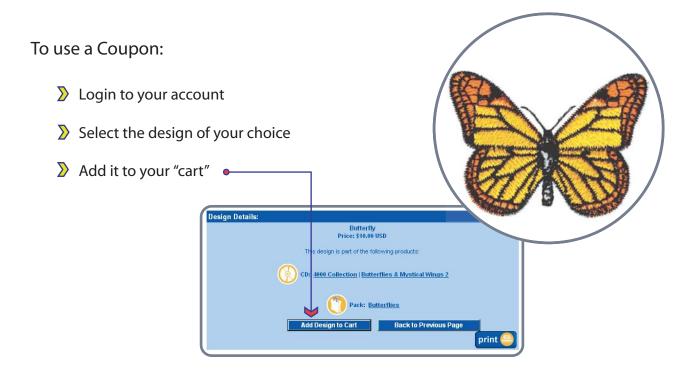
Coupon Center

Stitchitize can offer it's customers special promotional and free design coupons.

When they are sent to customers, they will appear in the "Coupon Center" under the "My Account" section of the website.



Use these coupons to purchase and download designs of your choice from the Stitchitize website.





> When you have finished shopping click "Add Discount Coupon"



If you decide to apply the discount coupon to a different design, instead of the one originally selected, you may "remove" the original design and continue shopping.

Next, click on the button to "Use Coupon"



- > Then "Add to Cart"
- The \$10.00 design will now be available at \$5.00 off the regular price, once the Coupon is applied.



The shopping cart will display the discounted total price of \$5.00 for this design



- Click "Check Out"
- Confirm that all the design order, coupon, and billing information is correct, then "submit order"

Back To Previous Page Submit Order

Finally, a "Thank You" message will appear with a "Download Designs" link



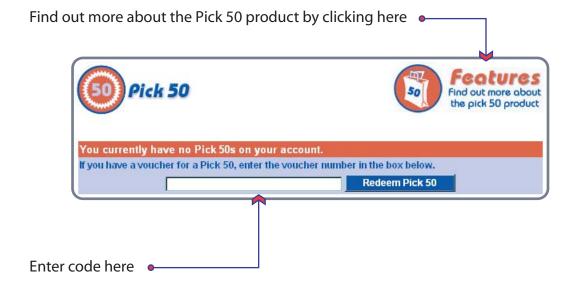
* See the instructions for the "Download Center" in the Customer Guide to the Stitchitize website



Pick 50

Available only through our dealer network, the Pick 50 option package allows you, the customer, to select 50 designs of your choosing from our entire collection.

The Pick 50 coupon contains a unique code, available from a Stitchitize Dealer, which you can enter into the appropriate text field on the Stitchitize website.



Please note, consumers must login before entering the Pick 50 code.

Pick 50 sales through a Stitchitize Dealer, US\$100 (US\$2.00 per design).



Gift Vouchers

The Fancy Free Gift Voucher is a special selection of 20 FREE designs that is available to new or existing customers.



Each Voucher contains a unique code (available from participating Stitchitize Dealers) which appears in this box. •

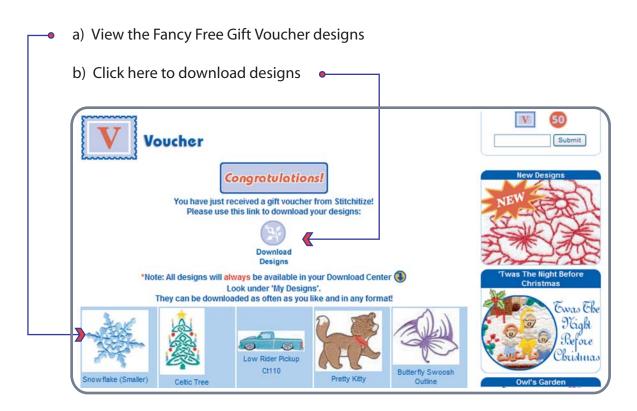
Customers can easily claim their free designs by entering the code on the website.

* See the next section for information about finding a Stitchitize Dealer.





2. Now you can view and download the 20 designs included with the Fancy Free Gift Voucher.





Dealer Listings

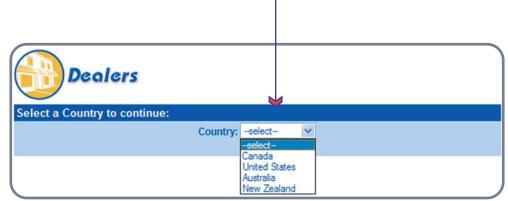
The Stitchitize website provides information and links to all our Worldwide Dealers.

This feature allows customers to locate the Dealer nearest to them, along with all the relevant contact information.

Customers who need to find the location of their chosen dealer can begin a search by clicking on the top navigation bar



Next they will be directed to the option of selecting a country from the drop down menu shown below



States or Provinces are listed alphabetically (A-Z) with specific Dealer stores, city and contact phone number listed below.



Narrow the search further by choosing a state or province from the drop down menu



When the Dealer listings for the selected country and region appear, customers can click on specific Dealers to view a pop-up window with detailed contact information.



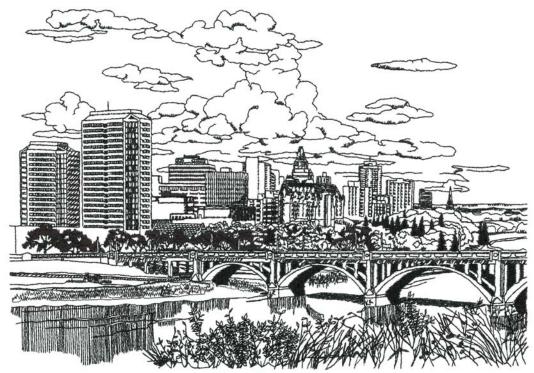






313 Ontario Avenue Saskatoon SK Canada S7K 1S3

info@stitchitize.com www.stitchitize.com toll free phone: 1-800-667-2587 direct dial phone: 1-306-956-3475 toll free fax: 1-877-933-2585



Saskatoon