

www.scotsburn.biz

2011 Spring

My Veggie Garden (MVG)

Pareto

PROMOTION PACKAGES

Why take a 2011 Spring MVG Pareto Package?

- **Guaranteed stock of strong Spring Sellers for September & October**

My Veggie Garden Spring Sellers:

- Cucumber Lebanese
- Cucumber Long Green
- Zucchini Black Jack
- Lettuce Baby Combo

PROMOTION PACKAGE OFFERS:

Gold

= 12 trays weekly
over 8 weeks
+ 10% disc off
2010 prices

Silver

= 8 trays weekly
over 8 weeks
+ 5% disc off
2010 prices

Bronze

= 4 trays weekly
over 8 weeks
at 2010
prices

Week commencing delivery dates:

5.9.11, 12.9.11, 19.9.11, 26.9.11,
3.10.11, 10.10.11, 17.10.11, & 24.10.11



**CLOSING DATE
for Package
acceptances
Friday 5th Aug 2011**

Pareto's Principle - The 80-20 Rule

Where It Came From

In 1906, Italian economist Vilfredo Pareto created a mathematical formula to describe the unequal distribution of wealth in his country, observing that twenty percent of the people owned eighty percent of the wealth.

What It Means....

The 80/20 Rule means that in anything a few (20 percent) are vital and many (80 percent) are trivial. In Pareto's case it meant 20 percent of the people owned 80 percent of the wealth.

You know 20 percent of your stock takes up 80 percent of your warehouse space and that 80 percent of your stock comes from 20 percent of your suppliers. Also 80 percent of your sales will come from 20 percent of your sales staff. 20 percent of your staff will cause 80 percent of your problems, but another 20 percent of your staff will provide 80 percent of your production. It works both ways.

By F. John Reh, *About.com* guide



Scotsburn Nurseries DOEG Investments Pty Ltd ABN 48 693 178 039
300 Perry Road Keysborough Victoria 3173 **Phone: 03 9798 7066**
Fax: 03 9798 3121 Email: sales@scotsburn.biz Website: www.scotsburn.biz





CLOSING DATE
for Package acceptances
Friday 5th Aug 2011

2011 Spring MVG Pareto PROMOTION PACKAGES

ACCEPTANCE FORM

DATE: ___/___/___

NURSERY NAME: _____ CONTACT: _____

ADDRESS: _____

PHONE: _____

PACKAGE SELECTED: (please selected one)

GOLD PACKAGE
12 trays weekly
over 8 weeks

SILVER PACKAGE
8 trays weekly
over 8 weeks

BRONZE PACKAGE
4 trays weekly
over 8 weeks

I/we accept the above Scotsburn Spring MVG Pareto Promotion package.

I/we understand that Scotsburn's invoice price per tray for the MVG Pareto varieties will be _____ and will be sustained whilst we/I accept the weekly programmed delivery of plants from week commencing 5.9.2011,

I/We understand if our Garden Centre becomes overstocked with Scotsburn's MVG Pareto product lines, I/we must give one full week's notice in writing to Scotsburn to stop next programmed delivery.

OUR REQUESTED STOCK QUANTITIES OVER THE EIGHT WEEK PROMOTION ARE:

MVG Pareto varieties:	5 Sep	12 Sep	19 Sep	26 Sep	3 Oct	10 Oct	17 Oct	24 Oct	Total
Cucumber Lebanese									
Cucumber Long Green									
Zucchini Black Jack									
Lettuce Baby Combo									
Total									

BUYERS NAME: _____

BUYER'S SIGNATURE _____

SCOTSBURN REP: _____



Scotsburn Nurseries DOEG Investments Pty Ltd ABN 48 693 178 039
300 Perry Road Keysborough Victoria 3173 **Phone: 03 9798 7066**
Fax: 03 9798 3121 Email: sales@scotsburn.biz Website: www.scotsburn.biz

