

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

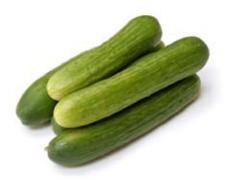
= 8 trays weekly over 8 weeks + 5% disc off 2010 prices

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







CLOSING DATE for Package acceptances Friday 5th Aug 2011



DATE: ___/__/

Eco Smile

ACCEPTANCE FORM

Standards

NURSERY NAME:		CONTACT:								
ADDRESS:										
	PHONE:									
PACKAGE SELE	ECTED:	(please se	elected one	e)						
GOLD PACKAGE		П	SILVER PACKAGE				BRONZE PACKAGE			
12 trays weekly		· · · · · · · · · · · · · · · · · · ·	8 trays weekly				4 trays weekly			
over 8 weeks			over 8 weeks			over 8 weeks				
I/we accept the abov	e Scotsbı	urn Sprin	ng MVG F	Pareto Pi	romotion	package) .			
I/we understand that	Scotsbur	n's invoi	ce price	per tray t	or the M	VG Pare	to varieti	es will be	9	
		_			hilst we	/I accept	the week	kly progra	ammed	
delivery of plants from	m week c	ommenc	ing 5.9.2	011,						
I/We understand if or	ur Garder	Centre	becomes	s oversto	cked wit	h Scotsb	urn's MV	G Pareto		
product lines, I/we n	nust give	one full v	week's no	otice in w	riting to	Scotsbu	rn to stop	next		
programmed delivery	/.									
OUR REQUESTED S	STOCK C	ΙΙΔΝΙΤΙΤ	IES OVE	R THE F	IGHT W	/FFK PR	OMOTIC	N ARF		
MVG Pareto varieties:	」5 Sep	12 Sep		, 26 Sep		10 Oct		24 Oct	Total	
Cucumber Lebanese	<u> </u>	·	·	•						
Cucumber Long Green										
Zucchini Black Jack										
Lettuce Baby Combo										
Total										
BUYERS NAME:										
BUYER'S SIGNATURE _										
SCOTSBURN REP:										

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