

Due to Melbourne's Crazy Weather wind, hail & rain!!

2013 Spring

My Vegie Garden (MVG)

Pareto

PROMOTION

EXTENDED!!!

• Guaranteed stock
for ~~September~~, October & November

Strong Spring Sellers:

- Basil Sweet Scented
- Cucumber Continental
- Cucumber Lebanese
- Lettuce Salad Mix
- Zucchini Black Jack

PACKAGE OFFERS:

Gold

= 15 trays weekly
+ 10% disc off
2012 prices

Silver

= 10 trays weekly
+ 5% disc off
2012 prices

Bronze

= 5 trays weekly
at 2012
prices



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

www.scotsburn.biz



Eco Smile

Due to Melbourne's Crazy Weather



2013 Spring My Vegie Garden (MVG) MVG Pareto PROMOTION EXTENDED

ACCEPTANCE FORM

DATE: ___/___/___

NURSERY NAME: _____ CONTACT: _____

ADDRESS: _____

PHONE: _____

PACKAGE SELECTED: (please selected one)

GOLD PACKAGE
15 trays per week

SILVER PACKAGE
10 trays per week

BRONZE PACKAGE
5 trays per week

I/we accept the above Scotsburn Spring MVG Pareto Extended 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

OUR REQUESTED STOCK QUANTITIES OVER EXTENDED PROMOTION PERIOD ARE:

MVG Pareto varieties:	28 Oct	4 Nov	11 Nov	18 Nov	25 Nov	Total
Cucumber Lebanese						
Cucumber Continental						
Zucchini Black Jack						
Lettuce Salad Mix						
Basil Sweet Scented						
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

