

MONEYMAKERS

Product facts, updates, and ideas to help increase sales.

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HOW TO SELL FULL CONTAINERS OF VIETNAMESE POTTERY

Many large garden centers and nurseries have been asking us about ordering full containers of pottery direct from the factory in Vietnam. This is your opportunity to write a \$cdn50,000 order! Here are answers to the questions that will come up:

Q. How much will I save by ordering a full container?

A. On average, you should save about 25-30% off of our already low prices, plus you will save the cost of domestic freight because the container will come directly to your door from the factory. Depending on where you are, domestic freight is 15% to 30% or more. So, your total savings should range from at least 35% to well over 50%.

Q. How much will the container cost?

A. On average, about \$cdn40,000 - \$cdn50,000, plus or minus ten percent.

Q. How many pots will I get?

A. On average a 40 foot container holds 22 pallets. So, for example, if you ordered just the 0706 pallet of round pots, you would get 1672 pots.

Q. I don't think I need that many pots. Can I order a 20 foot container?

A. Yes, but you won't save nearly as much. A 20 foot container only holds 10 pallets, compared to 22 for a 40 footer, but the container only costs 15 or 20% less, making the freight cost for each pot almost twice as much. You will normally save about 5% on the cost of the pots, plus the domestic freight cost, for a total savings of 20% to as much as 50%.

Q. Can I change the items on the pallet?

A. Yes. You can order whatever you want. For example, you might order a green and blue pot and ask to have the spheres left off and replaced with more pots. Or you may want 2/3rds blue and 1/3rd green. Or you may want more large or small pots.



Q. How long will it take to get the container?

A. It will depend upon how busy the factory is. Normally, you will receive your container with 60 to 70 days except if ordering during peak season it may be 90 days. We will be able to give you a firm delivery date when you place the order. We will get an exact ship date from the factory, usually about four weeks for production, and we know that delivery usually takes about four weeks, depending upon your location. West coast delivery is normally only three weeks.

Q. What are the terms?

A. You must make a 25% deposit with the order. The balance is due net 10 after delivery. As always, failure to pay on time when you are getting a huge savings from us, will negate the discounts and we will reissue the invoice at full price.

Q. How do I get a container quote?

A. Submit a list of the pallets or pots you want to order, with any changes, and we will give you a quote, normally within 5 business days. Requests for quotes should be faxed (416 446-2825).

