

THE GARDEN GLOVE TIMES

Summer 2008

Greetings from all at Garden Gloves

Issue # 15.2

Forever Changing.

With 40000 people on our Mailing list we are very busy. Home Shows are a thing of the past for us. But we do have more time to spend with our Grand Children. Jason now has 4 Slade (9) Angel (5) Serenity (3) and Ezra (almost 2). Rochelle has just the one so far, Cheyenne (almost 3)

The nursery continues to grow!!!! This season we are aiming for 400,000 plants. Our new retail area proved a huge success with very favourable comments during our open days. It's been a virtual sell out again this year. Progress will see a doubling of our shade house size to hold near 100,000 newly pricked out seedlings. After just 4 weeks in there they head out side, with our policy that if they can't survive here, they won't survive in your garden.

Rather than send a list of plants this time we now have a large colour catalogue. It's listed on the order form at \$10 which is refundable on your first plant order for \$140.00 or more.

We know you have friends that would like to be on our Mail List. There is a form included for you to fill out on the order form. And if you friend orders then you get a Credit Voucher to use next time you order. Last year we added lots of Friends to our mail list.

We now buy most of our products from New Zealand Suppliers. Many are New Zealand Made but some are products that have been imported. We've had to drop some lines and sadly one of these is the very popular snapper. Another is the 3 in 1 Hose holder. Our suppliers couldn't ensure supply for the next 12 months. Hopefully we can put them back in one day. And we have a new book from Wally. Check it out.

Your skin is still soaking up huge volumes of our various creams. BS & P Cream with Arnica and Madeline's Skin Crèmes are huge sellers. Repeat buyers account for about 80% of these sales. This says, "They Work."

Cheers *Graham and Lynda*

Freight

This has always been an issue and is with everything you buy. Shops have the freight cost included in the price. Most mail order companies have plus freight. New Zealand Post have made sending very expensive with their new pricing policy. We have changed packaging in some cases. For instance Neem Granules once cost us \$3.20 to send. The new price took them to \$7.50. By repackaging we get it down to \$4.20. As well NZ Post are insisting on Postcodes, another cost imposed on us by this monopoly. Its taken nearly 1000 hours to bring it into line. All our prices are POST INCLUDED. So sometimes our price might seem a little more than others. Remember you don't pay extra for freight. And sadly the freight costs keep on going up. Both for delivery to us and sending the goods to you. Sadly this has meant some increases in prices.

About the Creams

First of all let me tell you that we are still selling the Creams from Plains Healing and Madeline Ritchie. We just can't tell you about them.

Why?

We have received a letter from 'Medsafe', They are the outfit that makes sure what you are using and taking complies with the Medicines Act.

mmmmm. Even though thousands of you have told us about the results you are getting, we are forbidden under the act to relay that information to those of you that haven't used them yet. We can't use words like, Treating or Preventing. We can't claim that our products assist with general ailments such as pain or inflammation. We're not allowed to say that it relieves, prevents, treats, increases, improves, decreases or gives in general terms a therapeutic purpose.

'Medsafe' aren't saying there is anything wrong with the products. They are just applying what I consider as a Dumb Law. We can't afford the hundreds of thousands of \$'s required for clinical testing. And for me I can honestly say that the products I have used myself work.

So how are people going to know about the products we sell? It's up to you. If you meet someone with something they are struggling with and you use one of our products successfully then share your experiences.

All the items are still on the price list. Some of the names are now a bit cryptic but I'm sure you will work it out.

Order Online

We haven't pushed our Web Site too hard in the past but more and more of you are using this to place their order. It is a really good way to do it and will often save a few days over the post. The problem we have is that many of you have discount cards from our 'Garden Gloves Club'.

If you use the net for ordering the maximum discount we can give you is 10%. So we know you have a discount (casual visitors don't get this discount) please use this code in the comments section on the web order form GGT15.2. If you wish to claim your larger entitlement you will need to send your order in by post.

Web Site WWW.garden-gloves.co.nz