

Reply to: New Zealand

11th January 1989

Dear Client,

The Company celebrates its 90th Birthday in 1989.

Our objective to develop a bigger and brighter future for the Gardening Industry is well under way.

The year will see Duncan & Davies nationally launch a Branding Advertising Campaign. The first of this becoming evident in the February issue of the NZ Gardener, North and South, and the Commercial Horticulture. This will be progressively followed on throughout the year.

We are looking to give the Retailers co-operation and support in the ever changing and demanding Garden Industry.

Exciting plans are afoot and will be unveiled throughout the year as each is finalised in its entirety.

Our Indent is very comprehensive with exciting new introductions clearly indicated.

A tremendous effort has been given to establish a 1989 Price List which will be maintained as a minimum, thus restoring Retailers confidence in purchasing now at Indent and from our future Trade Lists.

Your Indent will need careful consideration and our Sales Team will be making contact with you to visit by appointment to discuss in detail your Indent Order.

In the ensuing year I trust I will meet many of you and take this opportunity of wishing you all a Happy New Year and a very profitable 1989.

Yours faithfully,

  
Dermott Malley  
CHAIRMAN

*New Zealand*

DUNCAN & DAVIES NURSERIES LTD  
Waitara Road, Brixton,  
P.O. Box 340,  
New Plymouth,  
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Tel: Waitara (067) 48789  
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Cables: Shrubs.

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The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes the need for transparency and accountability in financial reporting.

The second part of the document details the various methods used to collect and analyze data. It includes a comprehensive list of sources and techniques, along with a discussion of the challenges associated with data collection and analysis.

The third part of the document provides a detailed overview of the results of the study. It includes a series of tables and graphs that illustrate the key findings and trends. The data shows a clear upward trend in the number of transactions over the period studied.

The fourth part of the document discusses the implications of the findings and offers recommendations for future research. It suggests that further studies should be conducted to explore the underlying causes of the observed trends and to develop strategies to address any potential issues.

In conclusion, the document provides a thorough and detailed analysis of the data, highlighting the importance of accurate record-keeping and the need for transparency in financial reporting. The findings suggest a clear upward trend in the number of transactions, which may have significant implications for the organization.

Reply to: New Zealand

12th January 1988

Dear Client,

Happy New Year to you all. This year is full of challenges and an ever changing Retail scene. May it prove successful for us all and we move ahead with that change.

We have given considerable thought to the Indent and on your perusal of it you will see the results of this. We know that Duncan and Davies product is value for money and the most attractive purchases available.

We will be making contact with you all, to visit by appointment. Our sales team will be well versed with the Indent and are there to assist you in any way.

The Container Division is brimming with excellent product and we are working on a Trade List at present. This will be posted to you shortly. The gardening scene has stayed buoyant throughout the holiday season and our quality grown colourful product will be available to fill those gaps for the Summer/Autumn period.

Now is the time to plan those autumn programmes and to stimulate the buying public. Our product is available to assist with these promotions.

Our enclosed freight terms list only Rail. Our Packing and Despatch Manager Mr Perry Sole has been persistent towards Road but is still awaiting their schedule. We will forward this to you on its arrival. You will appreciate already, through performance, that Perry has optimized freight consigning using the best possible means with the consignment available. A grand effort by Perry and I know for 1989 he still has your best interests at heart and will use the most economical means at the time of consignment.

Our 1989 Indent carries a wider range of product. Old lines being re-introduced along with the enclosed list of new exciting lines for release in 1989.

Our prices have been rationalised and our Production Planning Department has been fully occupied over the last three years bringing our volumes versus sales into line.

We trust we will be able to fulfill your complete order, but can assure you that we will endeavour to fairly ration if over sold. This will not please all I'm sure but I can assure you of our best efforts in this area.

*New Zealand*

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Promotions of products are being planned and as this is finalised we will outline it to you. We are acutely aware of the need to be constantly promoting product be it a new introduction or revitalizing old lines.

Our product carries tufnyl labels and in many instances coloured labels. The label bank is to be revitalized and our range widened. This will be of great benefit to us all. 1989 heralds in a change in our labelling policy. All coloured labels will be charged on a supply basis and the accompanying form must be filled out and signed.

We have Miss Carol Burgess newly appointed by the Company doing Market Research for us. Carol has completed her Horticultural Degree at Lincoln College in 1988. Market research will give us more defined information to continue to develop in both our positive and negative areas thus becoming more efficient and providing the services and product you the Retailer requires. She will be contacting the majority of our customers over the next few weeks and we ask that you give her your support and we know the end result will be to the benefit of the Retailer and Consumer, our life blood.

Descriptions of new product are enclosed. Over the years since the production of our Green Manual there has been various additions sent out. If you are unsure of any product description please contact us and we will gladly supply the plant description.

I would like to say thank you for your patronage during 1988, may 1989 be a bigger brighter year. I look forward to my association with you all in the ensuing year.

Yours faithfully



Robyn Willis  
NZ SALES MANAGER

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Robyn Willis  
NZ SALES MANAGER



DESTINATION	RAIL FREIGHT				
	1. 1-4 Chep Units 3 Cages High each Door to Door	2. 5-9 Chep Units 3 Cages High each Door to Door	3. 10 + Chep Units 3 Cages High Door to Door	4. 10' Container To Railhead	5. KP Wagon Equiv. 10 Cheps to Railhead
AUCKLAND	62	52	49		510
GISBORNE	119	91	87		585
HAMILTON	64	47	44		400
HASTINGS	91	67	64		460
LEV IN-OTAKI	71	55	53		400
MASTERTON	89	66	63		430
NAPIER	91	67	64		466
PALMERSTON NTH	61	46	44		354
ROTORUA	89	67	63		475
TAURANGA	89	67	63		458
WANGANUI	49	36	34		245
WELLINGTON	62	52	49		510
WHAKATANE	99	75	72		
WHANGAREI	92	72	69		595
KAIKOHE	112	92	89		750
ALEXANDRA	238	201	196	1095	1750
ASHBURTON	190	163	159	886	1418
BALCLUTHA	230	195	190	1030	1648
BLLENHEIM	132	110	108	656	1050
CHRISTCHURCH	155	132	129	815	1300
DUNEDIN-MOSGIEL	205	172	169	1015	1621
GORE	236	197	192	1075	1718
GREYMOUTH	184	161	157	965	1544
INWERCARGILL	238	201	196	1095	1746
NELSON	167	145	140	850	
OAMARU	212	182	177	968	1550
TIMARU	196	167	164	940	1505

**NOTE**

The above rates may change within the period but adequate notice will be given  
The above rates **DO NOT INCLUDE GST.**





Reply to: New Zealand

NAME OF COMPANY: \_\_\_\_\_ PHONE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

**PLEASE RETURN WITH YOUR INDENT**

**FREIGHT**

Are you satisfied with the Freight System used for you through 1988. \_\_\_\_\_ YES \_\_\_\_\_ NO

What alternative would you require if practical within our Packing and Despatch \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Further Comments \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**COLOURED LABELS**

I will accept coloured labels where available and be charged accordingly. \_\_\_\_\_ YES \_\_\_\_\_ NO

Label Charges @ 15¢ per label

Indent Enclosed

Signed on behalf

NAME \_\_\_\_\_ DATE \_\_\_\_\_

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DUNCAN & DAVIES NURSERIES LIMITED : TERMS AND CONDITIONS OF SALE

- 1: **DEFINITION:** "The Company" means DUNCAN & DAVIES NURSERIES LIMITED a duly incorporated company having its registered office at New Plymouth.
- 2: **SCOPE:** These terms and conditions apply to all sales of goods by the Company and shall prevail over any inconsistent terms or conditions contained or referred to in the customer's order or in correspondence or elsewhere unless specifically agreed to in writing by the Company.
- 3: **QUOTATIONS:** A quotation by the Company does not constitute an offer and the Company reserves the right to withdraw or amend the same at any time prior to the Company's acceptance of the customer's order.
- 4: **WHOLESALE ORDERS:** All sales are "subject to crop availability" and order accepted "subject unsold".
- 5: **WHOLESALE QUANTITIES:** Minimum order to the Company is 50 plants with a minimum of five plants of one variety. The Company regrets that orders of less than the above will not be accepted as these are uneconomical.
- 6: **PRICES AND GST:**
  - a) The prices payable for goods will be those quoted in the trade catalogue but the Company reserves the right to make a surcharge if unforeseen cost increases make this necessary. Prices quoted are GST exclusive and GST will be itemised as a separate figure on the invoice.
  - b) All prices include identification labels only and packaging.
  - c) All prices are ex Brixton Nursery.
  - d) All freight costs are for customer's account - see Clause 11.
- 7: **TERMS OF PAYMENT:**
  - a) All customers are required to pay cash at the time of the confirmation of their order unless the Company has agreed in writing to accept payment as set out in [b] hereof.
  - b) Payment is due on the 20th of the month following delivery. Interest shall be payable on overdue accounts at the rate of 2% per month to run from the due date for payment thereof until receipt by the Company of the full amount payable.
  - c) The Company shall have the right to withhold or suspend or to terminate any contract if a customer's account is not on a current basis.
- 8: **CANCELLATIONS:**
  - a) No cancellation of any order by the customer in whole or in part or deferment of delivery will be accepted unless agreed to in writing by the Company.
  - b) Whilst every endeavour is made by the Company to keep all nursery stock true to name and free from pests, virus and other diseases, if before delivery the goods are damaged or found to be diseased the Company may cancel the contract and on refunding any monies paid by the customer to the Company the Company shall not be under any further liability whatsoever to the customer.
- 9: **COMPLAINTS:** The goods must be carefully examined on receipt. The Company will not be liable to the customer:
  - a) For shortages of quantities delivered unless the customer notifies the Company of any claim for short delivery in writing within five days of receipt of the goods.
  - b) For any loss or damage caused by the act, neglect or default of the customer or of any third party.
- 10: **OWNERSHIP:**
  - a) Ownership in the goods supplied shall remain with the Company until the goods are paid for.
  - b) The customer shall keep all goods supplied to it by the Company identified until such time as they have been paid for.
  - c) If the goods are sold to third parties prior to being paid for then the customer shall hold the proceeds of the sale in trust for the Company until the goods have been paid for. The buyer will on the demand of the Company provide full details of all sales made of goods that are not paid for and the accounts where the proceeds of the sales thereof are held.
  - d) The Company shall have the right to enter onto the customer's premises at any reasonable time to inspect or recover possession of any unsold goods not paid for in terms of Clause 7 hereof.
  - e) Notwithstanding the above the risk in any goods supplied by the Company to the customer shall pass when such goods leave the Company's Brixton premises. In the event of the Company recovering possession of any goods in accordance with the above provisions then the Company shall be entitled to be compensated by the customer for any damage to or loss of value of such goods.
- 11: **FREIGHT COSTS & INSURANCE:**
  - a) The customer shall be responsible for all freight costs from the Company's Brixton Nursery including demurrages, chaps when not promptly returned to the freight company following receipt of the goods.
  - b) All goods are despatched uninsured and at the buyer's risk. Claims for losses or damage in transit must be lodged promptly direct to the transport organisation concerned.
  - c) If the customer wishes to use its own transport to uplift plants from the Brixton Nursery, seven days notice is required to the Company, ten days notice during the winter season.
- 12: **TERMINATION:** If the customer commits any breach of these conditions or shall go into receivership or liquidation either, voluntarily or compulsory or shall enter into any composition with its creditors or shall suffer any distress or execution to be levied on its goods the Company may terminate any contract and refuse to effect further deliveries without any liability for damages.
- 13: **FORCE MAJEURE:**
  - a) In the event of war, hostilities or blockage preventing shipment or delivery during the contract period this contract or any unfilled part thereof shall be cancelled.
  - b) Should shipment or delivery be delayed by fire, strikes, lock outs, riots, revolution, prohibition of export or any executive or legislative act done by or on behalf of the Government of the territory where the place and/or places of shipment or delivery named therein is or are situated or for any other reason beyond the control of the Company other than the reasons given in Clause [a] at the time of shipment or delivery shall be extended by two months. Should shipment or delivery not be possible within these two months the contract shall be void unless otherwise agreed to in writing. If by reason of any cause beyond the control of the Company, the Company are unable to supply the full quantity to be supplied thereunder such failure shall not give rise to a claim against the Company or be deemed a breach of contract. The Company shall be at liberty to reduce deliveries hereunder to such an extent as may be necessary fairly to apportion between customers the quantity which the Company are at any time able to supply.
  - c) The Company shall advise customers without undue delay if shipment or delivery during the contract period is impossible with the reasons therefor. If required the Company must produce proof to justify their claim for cancellation or extension.
- 14: **WAIVER:** The failure on the part of the Company to exercise or enforce any rights conferred by the contract shall not be deemed to be a waiver of any such right nor operate so as to bar the exercise or enforcement thereof at any time or times thereafter.
- 15: **NOTICES:** Any notice required to be delivered hereunder shall be deemed to have been duly given if sent by post [airmail where the addressee is abroad], telex, bureaufax or telegraph addressed to the party concerned at its principal place of business or last known address.
- 16: **CREDIT FACILITIES:** Credit facilities may be extended to our customers by the Company on terms and conditions approved in writing by the General Manager or Company Secretary of the Company.
- 17: **GOVERNING LAW:** The contract shall be governed by and construed and interpreted in accordance with the laws of New Zealand for the purpose of settlement of any dispute arising out of or in connection with the contract the parties hereto submit themselves to the jurisdiction of the New Zealand Courts.

## NEW PRODUCT AS LISTED ON THE INDENT

### ALBIZZIA RED SILK

A beautiful bright Carmine Red Silky Flower is produced on this new selected Albizzia.

Produces its flower in heavy profusion. Approx height 5m.

A fabulous D & D Selection.

### AZALEA ONLY ONE EARTH

A large Double Vibrant Rosy Carmine flower is produced in profusion on this new introduction. Compact rounded habit. Belgium Indica Hybrid.

### BORONIA SUNSET SERENADE

"NZNA 1989 Release"

Neatly spreading shrub with light green pinnate leaves bearing masses of starlike creamy white flowers turning pale pink, then bright cerise pink. An excellent border shrub, a very charming colour change effect. Duncan & Davies plants will be an excellent grade well presented in a rigid pot.

### CAMELLIA DESIRE

Larger formal double, Ivory white with incurved petals delicately blushed pink on the outer edge. Flowers mid season. Bushy compact habit.

An excellent flower with tremendous appeal. Another Waterlilly success story we predict.

### RHODODENDRON BUTTERMINT

Trusses of creamy yellow flowers tinted with apricot. Small compact habit. Flower mid season. 90cm.

An exciting new colour release to meet the high demand for yellows in Rhododendrons.

### RHODODENDRON JEAN MARIE DE MONTAGUE

Rich deep red flowers - large trusses. Medium rounded bushy habit 1.5m. Flowers mid season

Highly rated on the American front.

### RHODODENDRON KALIMA

Soft rose pink with soft brown blotches. Flowers early to mid season with a medium compact growing habit 1.2m.

### RHODODENDRON LAMPLIGHT

An old variety re-introduced for its great value in the novelty colour of its flower. Bright light salmon, red trusses, coming in mid season. Medium compact rounded habit 1.5m.



**RHODODENDRON LEMON LODGE**

A Taranaki Rhododendron developed at Pukeiti. An exciting colour and being actively sought after. Huge soft yellow trusses. Medium to large bushy habit 1.5m. Flowers mid season.

**RHODODENDRON YAK CONCORDE**

Compact trusses of white flowers with delightful green throat. Small compact bushy habit, 90cm. Flower mid season.

**VIBURNUM CHESAPEAKE**

A beautiful new release of a deciduous Viburnum. Very compact mounded growth habit. A spread of  $1\frac{1}{2}$  times its height of approx 2m. Fine texture plant with glossy dark green leathery leaves. Pink buds open to white flattish oval heads. Glorious autumn colour on the leaves.

An excellent introduction for the home gardeners. A shrub with interest and appeal in all seasons.

**WISTERIA ROYAL PURPLE**

Delightful shorter racemes of light rosey purple in great abundance. Very heavily scented.

This is a Wisteria that will gain a greater following for its strength of colour and great eye appeal.

