

Dear orchid friends in Australia and New Zealand,

Wish you all have a Happy New Year!

Attached is our latest plant list and division list for July 2018 AOC in Sydney. New flask list for the AOC will be available in March/April, 2018.

As most of you probably know, we have imported plants into Australia a few times in last 10 years. And the last time we imported into Sydney was early this year in February. The successful rate has been very good at about 90%. And majority of the plants were released in less than three months. We will try our best to clean the plants as best as we can and expect nothing to be found so they should not need fumigation.

**Now I am accepting pre-order of plants for the AOC. The order deadline will be Sunday, January 7th, 10 days from today.**

Here are the benefits for pre-order:

1. You will enjoy the pre-order discount as much as 25% (The discount schedule is listed on our website). We have eliminated the Net price items, so all the plants except the divisions are discountable.
2. You have a choice of what you like to order. Otherwise, the choice will be limited at the AOC and you will have to pay for the regular price plus quarantine cost. I will guarantee the price at the AOC will cost twice as much as what we have on our listed.

Here are some thing you have to consider:

1. We expect 50% payment when order is placed. The balance will be due when we ship the plants. We try to ship the plants mid-February if all the papers are in place. Otherwise we will ship early March.
2. Exportation costs: \$4 per plant will be added to cover the cost of exporting the plants from USA. This includes documentation, cleaning, packaging and shipping. This cost will be added to your invoice.
3. Importation costs: It is estimated \$20 per plant to cover the cost of importing the plants into Australia. This includes documentation, brokerage, inspection fee, dipping, potting and potting material, nursery care for three months, ..etc. Keep in mind the cost per plant can be vary. If we export more plants than we expected, the cost per plant may be lower. And if the plants require longer than the normal three months quarantine, the cost per plant may be higher. Buyer will pay for all the expenses to have the plants shipped or pickup by the buyer. We expect majority, if not in full, of this \$20 will be paid directly to Ian Chalmers when plants arrive.
4. When you place the order, please select the largest plant size as possible. And I will select the strongest plants we have. This will maximize the chance of survival.
5. We will guarantee the plants on arrival and pass the inspection. Otherwise we will replace it with our extra plants for the AOC. For any one of the kind plant that we can't replace, we will give you credit toward the post quarantine plants. However, once the plants are moved into the Q-house, we will no longer responsible the survival of the plants. No refund or credit will be issued.

Same lists will be emailed to all my customers in Japan and Europe tomorrow. I would recommend you place an order as soon as possible. If you have already placed a plants order with me earlier, please confirm with any change.

If you have not finalize your **flask order** for February delivery, please email me as soon as possible.

Again the **order deadline will be Sunday, January 7th 2018 for both the flasks (February) and plants (AOC).**

Best regards,

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