

## NATIONAL CAPITAL ORCHID SOCIETY 2017 SHOW AND SALES RULES for the MEMBERS' SALES TABLE

The members' sales table will be available to all members in good standing who participate in the Show as volunteers. So, whether you have participated before or this is your first time, please everyone **READ ME to the very bottom of the page.**

1) In order to sell orchids or orchid-related material at the member sales table, you are obligated to (a) WORK A FULL DAY OR THE EQUIVALENT OF A FULL DAY at the show (in any capacity) and (b) fill out a member sales sign-up sheet. Member sales sign-up sheets will be available at the September meeting and throughout the Orchid Show.

2) Each member who completes a member sales sign-up sheet will be given a sheet of **personal** barcode stickers (available at the September meeting or at the Member Sales Table in the Sales Area). No plant can be rung up at the cash register without a barcode label.

3) Use only ***your* personal barcode stickers** that the NCOS will provide. These stickers establish ownership of the plant or other item and allow the NCOS to keep track of each member's sales. Affix one sticker to each pot or other item. **DO NOT CHANGE THE PRICE ON THE TAG.** The price is coded on the tag. Some blank tags are provided for special-priced plants. Make sure that the tag is secure and does not easily peel off.

4) You want to sell your orchid, so price it reasonably, but not so low that it is unfair competition for our vendors and other members also selling. On the other hand, you may want to arrange with someone to reduce your prices after a day or so if your plants are not selling. Remember, to change the price you have to change to a label for the new price, you can't just write on the label! So if you arrange for someone else to change your prices, that person needs to have access to your labels.

5) The Members' Sales Table is available to NCOS members to sell *small* quantities of plants and hard goods (non-plant material) from their personal collections. Hard goods are accepted as long as a similar item is not being sold by the official

show orchid supply vendor. Vendors exhibiting at the show are expected to use their assigned sales area for selling their plants unless they are being contributed to the NCOS Members' Sales Table, with the entire proceeds going to NCOS.

**6) NCOS members who also own and operate a commercial orchid business or who are affiliated with a commercial orchid business may not sell plants from those businesses on the Members' Sales Table, although they may sell a limited number of plants from their personal collections, like other members.**

7) Except for plants that may be offered as bare-root divisions, Members' Sales plants must be well-established (not very recently repotted or mounted), healthy, clean, insect- and disease-free; any plants found not to meet these criteria will not be allowed on the Members' Sales Table. **The NCOS member overseeing Members' Sales will have discretion over whether or not any plants should be removed from the sales area if they are unhealthy looking or infested, or in any way reflect poorly on the society due to poor quality.**

7) The Members' Sales Table Committee handles the sales. The society collects the money from the customer. You will receive 85% of the sticker price; the NCOS keeps 15%. ***If you wish to contribute more to the NCOS as a tax-deductible donation indicate this on your registration form and a receipt will be provided for tax purposes.***

8) Plants may be brought to Behnke's Nursery on Friday morning (to the Members' Sales Table for check-in, after set-up of the Sales Area is completed) to be offered for sale at the special members-only sale that afternoon. If not sold to members, they will remain on sale to the public on subsequent days.

9) We need plants for all four days. It is not necessary to bring them all in on Friday or Saturday. Often the table is empty on Sunday and good plants really show well on Sunday and Monday.

10) Put all of your plants under or in front of the table, not on it, when you come to the sales area. Someone from the show table committee will place the plants on the table to give everyone a fair chance to sell their plants and attempt to keep an assortment of plants available.

11) Only committee members will place plants on the table. The orchids will be arranged in groups (Catts, Paphs, Phals, etc.). We will be trying very hard to keep them this way throughout the weekend.

12) If you have volunteered to work at the members' sales table, we will schedule your work time. We will try to be accommodating. Be prepared to work at jobs other than selling. **PLEASE DO NOT** hang around the sales table unless you are assigned to work. Someone will always be there to help customers.

13) If you have any questions, call Gene Schurg at 703-928-1121.  
(gene\_schurg@verizon.net).