



Offer to Embroidery Guilds and Groups

One of the inhibiting factors that we have, based where we are at the bottom tip of Africa, is that our shipping costs are high.

We are unable to use the post office system because the South African Post Office has collapsed. It started going under in about 2014 and since then we have used Aramex Couriers. When we changed over to couriers, we spent many hours doing comparison costing between the various courier companies with Aramex coming out on top with the added advantage being that we have a wonderful local office that gives us excellent service.

At the time of doing those comparisons, it became clear that on larger, heavier international parcels there was very little difference between the Post Office and Aramex Couriers. This is because the courier companies work on a sliding scale meaning that the heavier the parcel, the cheaper the charge per gram.

We have often suggested to overseas customers that they get together with fellow stitchers to place larger orders, thereby paying relatively less for shipping. This is difficult for lone stitchers in the countryside, and we concluded that it would be best to set up a separate log in section on our website for Guilds and Stitching Groups who would be in the best position to take advantage of this. It would also be useful for a group wanting to stitch a design as a group over a period of time and also, a group wanting to do an online class with us.

We have now set that up and in addition to the prospect of cheaper shipping for everyone, we are offering a 25% discount on all our kits and books, the things that we churn out ourselves. So, in effect, you will be purchasing those kits and books at wholesale prices.

So, how to go about taking advantage of this system.

Each Guild or Group would appoint a person to take in and place the online orders. It might even be a good idea to register a group email address on gmail, maybe something like bulkorders@gmail.com. Or whatever is available. That person would register a user account on our website at www.hazelblomkamp.com and then email us at info@hazelblomkamp.com, requesting that it be converted to a wholesale account. We will convert it in the back end of the website and get back to that user, telling him or her that it's good to go. When that person logs into the converted account, discounted items will show up with a line through the original price and the discounted price below that.

If you look at the shipping cost comparisons over the page you will see that, for example, one person in the United States of America ordering one kit would pay \$59.06 to ship that kit whereas 20 people ordering 20 kits would pay \$7,95 per kit for shipping. A huge difference. Of course, the comparisons in the table over the page are based on an average kit weighing 250 grams and we are aware that all orders will be different. This does, however, give you some idea of the savings you will make on the shipping costs. We have placed a minimum order level for orders using this log in as we envisage that it will only be for orders that are large enough to take advantage of the saving on shipping costs.

One thing that we have no control over is customs duty on the receiving end. The US and Australia have duty free limits on products received in those countries and I have listed them in the table below with the South African Rand (ZAR) amount alongside for easy reference when ordering. Other countries might have similar duty-free limits, but if they do, I don't know about them. It's worth your finding out. Any parcel with a product total of more than those amounts will be subject to customs duty so I would say that it would usually be wise to keep the product total (not including the shipping) to below that amount. Why pay it if you can avoid it.

Unfortunately, there is not a lot we can do about customs duty in other countries and if you are in a country where you are required to pay duty on everything that comes into your country, it would be a good idea to find out what you will be expected to pay. You will probably be able to get that information from your government websites and it might help to know that the customs code for the kits is HS Code 52041110 whereas the code for books is HS Code 490110.

We envisage that when appointing a person to place these communal bulk orders, the appointed person would collect the appropriate funds from those ordering and I would envisage that, having some idea of the customs duty costs (if appropriate) it would be a good idea to collect an approximate amount for that. The shipping invoice will list the weights of each product so you will be able to work out who pays what percentage of the shipping cost.

I have tried to cover everything but if you have any queries, please don't hesitate to contact me.

Shipping Cost Comparisons

United States of America

Quantity	Weight	Total Shipping US\$	Cost/item US\$
1 kit	250g	59.06	59.06
10 kits	2500g	103.58	10.35
15 kits	3750g	136.69	9.11
20 kits	5000g	159.08	7.95

Minimum Order US\$	ZAR
266.02	5000.00

Duty Free US\$	ZAR
1600.00	30000.00

Canada

Quantity	Weight	Total Shipping CA\$	Cost/item CA\$
1 kit	250g	96.57	96.57
10 kits	2500g	177.56	17.76
15 kits	3750g	238.30	15.89
20 kits	5000g	278.80	13.94

Minimum Order CA\$	ZAR
361.13	5000.00

United Kingdom

Quantity	Weight	Total Shipping GB£	Cost/item GB£
1 kit	250g	24.44	24.44
10 kits	2500g	42.26	4.20
15 kits	3750g	55.62	3.71
20 kits	5000g	64.53	3.23

Minimum Order GB£	ZAR
211.62	5000.00

Australia

Quantity	Weight	Total Shipping AU\$	Cost/item AU\$
1 kit	250g	67.92	67.92
10 kits	2500g	159.63	15.96
15 kits	3750g	228.42	15.23
20 kits	5000g	274.28	13.71

Minimum Order AU\$	ZAR
408.77	5000.00

Duty Free AU\$	ZAR
1000.00	12237.42

New Zealand

Quantity	Weight	Total Shipping NZ\$	Cost/item NZ\$
1 kit	250g	74.10	74.10
10 kits	2500g	174.16	17.41
15 kits	3750g	249.21	16.61
20 kits	5000g	299.24	14.96

Minimum Order NZ\$	ZAR
445.98	5000.00

France (Eurozone sample country)

Quantity	Weight	Total Shipping Euro	Cost/item Euro
1 kit	250g	38.77	38.77
10 kits	2500g	78.74	7.87
15 kits	3750g	108.71	7.25
20 kits	5000g	128.70	6.43

Minimum Order Euro	ZAR
247.07	5000.00