

PLANT CENTER - GENERAL INFORMATION

The Plant Center at Lancaster Farms is our Landscape Distribution Center located at our main farm location. Our goal is always to offer nothing but the finest quality plant material, landscape products and hardscape related materials to folks in the horticulture industry. Most Plant Center customers are located within about a 60-70 mile radius to us.

We are constantly striving to have everything that landscape contractors need to complete the job they are on. It's impossible to be all things to all people, but we would like to be. We operate all phases of our business with the highest of ethical standards.



Our plant material selection includes not only what we grow here at Lancaster Farms, but also a wide diversity of trees and shrubs from around the country.



Business Hours:

Monday - Friday 8:00 a.m. - 5:00 p.m.

Saturday 8:00 a.m. - 12:00 Noon

No Business on Sunday

Phone - 757.484.4421 **Toll Free** - 800.336.2200 **PC Fax** - 757.483.8294

e-mail - mail@lancasterfarms.com

www.lancasterfarms.com

PLANT CENTER - GENERAL INFORMATION



The Plant Center is more than just plants!

Hardgoods continue to be an ever increasing area of customer interest. We offer concrete pavers and segmental retaining wall products from several manufacturers including Anchor, Belgard and Eagle Bay.

Natural stone is available in bulk aggregates, boulders, field stone, flagstone, slate, wallstone, slabs and veneer stone.

We also offer a complete selection of lighting, edging, pond kits and supplies, rental equipment, mulch, tools, fertilizers, decorative containers and much more!



PLANT CENTER - CUSTOMER INFORMATION

Efficiency is a big priority at Lancaster Farms, both for us and our customers. We encourage our customers to place and schedule pick-up orders in advance.

Customers who follow this system always take priority and get waited on first. Orders placed by 12:00 PM will be pulled and ready for pick-up by 8:00 AM the following business day.

Our staff of full-time, experienced sales people are always ready to assist you with your order. We also offer our product by delivery via our fleet of trucks directly to customer job sites.



TO BECOME A CUSTOMER:

To purchase from the Plant Center, you will need to fill out a customer information form and present a copy of your business license and tax exempt certificate if applicable. Your firm's information will then be entered into our computer system, then purchases can be made.

C.O.D. accounts can purchase instantly, charge accounts require a credit check and this usually takes about 3 weeks to process.

AVAILABILITY & PRICE LIST:

Plant Center inventory is updated constantly. We can send inventory availability by fax or product catalog by mail.

Once a customer, inventory and pricing can be accessed on the web @ www.lancasterfarms.com. We'll be happy to fax you a copy of the Plant Center's availability at your request. You may also put your company on our Frequently Faxed List.

TERMS:

Our terms are cash, company check (no personal checks accepted), or company credit card (Visa or MasterCard) for all sales to customers who do not have established credit terms with us.

All prices are FOB Suffolk, Va.



PLANT CENTER STAFF

Jay Mears - Manager

Beckie Harrison - Receptionist

Donna Burgess

Jerrold Gilchrist

Grant Goessel

Ronnie Harris

Cheryl Lajoie

Huram Lopez

Brian Lytle

Matt Nagle

Liz Pine

Albert Ottaway

Jenny Ottaway

Zeb Ottaway

Robert Rank

Chris Riley

John Salzman

Zaid Solano

John Stephenson

Hank Thornburg

Mike Ward

Mike Wright

PLANT CENTER – ORDERING INFORMATION

Please

#7 Can material and \$3.00 for #15 Can material.

On most

number of a given variety and size invoiced at one time. Different sizes and varieties are NOT added together to get volume discounts.

We offer

location at one time and paid COD.

We also offer

Orders may be placed via phone, fax, or on our web site.

Material grown by Lancaster Farms, Inc. and shipped out of the Hampton Roads area is handled by the Lancaster Farms Wholesale Sales Staff: Dale Saunders, Clair Wright, Jason Adkins and Barbara Moscoffian.

Plant Center inventory is only held for 5 days unless other arrangements have been made.

DELIVERY INFORMATION:

We require that your yard or job site be of a size to handle a tractor trailer or straight truck for deliveries.

We also require that you provide ample help to unload your order in a timely manner. **Our drivers will assist in unloading, but they are not expected to unload.**

Delivery charges range from \$69.00 to \$189.00 depending on load size and contents.

All Delivery Charges are NET.

DIRECTIONS TO LANCASTER FARMS:

From Richmond: - I - 64 East to I - 664 South Through Monitor Merrimac Bridge Tunnel - Take Exit 9 (James River Bridge - Route 17 N) Route 17 North For 1.7 Miles - Right On Knott's Neck Road

From The West: - Route 460 To 58 East By-pass To I - 664 North - Take Exit 9A (James River Bridge - Route 17 N) - Route 17 North For 1.7 Miles - Right On Knott's Neck Road

From The Eastern Shore: - Chesapeake Bay Bridge Tunnel - To I - 64 East - To I - 664 North - Take Exit 9A (James River Bridge Route 17 N) - Route 17 North For 1.7 Miles - Right On Knott's Neck Road

