

General Information

To become a customer:

Just fill out our customer information application and present a copy of your business license and tax-exempt certificate if applicable. For an application, please call us toll-free at 1-800-336-2200 or (757) 484-4421 Local.

Availability & Price List:

Please note that we sell wholesale to legitimate businesses in the green industry in the Mid-Atlantic region only. Inventory is updated constantly. Call us toll-free at 1-800-336-2200 (757-484-4421 Local) We can send inventory availability by fax or e-mail, product catalog by mail. Once a customer, inventory and pricing can be accessed by the web at www.lancasterfarms.com

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. We give a 2% discount for cash, and for established credit accounts paid within 10 days. All prices are FOB Suffolk, Va. Larger discounts are allowed for volume orders paid for upon delivery, and for volume annual combined sales amounts. Ask your sales representative for more information.


Ordering Information:

We have no minimum order requirement, but we do have to fill a truck to get into your area. Please note that if you order less than 10 of any item, add \$.25 for #1 Can material, \$1.00 for #3 Can material, \$3.00 for #7 Can material and \$3.00 for #15 Can material. On most plant varieties you receive a price break when you order more than 50 of any one item. Quantity rates apply only to the actual number of a given variety and size invoiced at one time. Different sizes and varieties are NOT added together to get volume discounts.

Pricing:

We do not list prices in this reference book, however each item has a price key-code printed below the item and inserted beside the can and grade size. To look up prices, simply locate the code you are looking for on the handy price For the most up-to-date pricing and availability information we recommend that you check our inventory online or request an e-mailed or faxed availability list.

 stands for "Lancaster's Finest'." These select varieties are special, and they command a premium price.

There's a base price for our work of growing and delivering a quality plant; then there is a  add-on charge to show the extra value added due to trademark, patent, marketing, exclusivity, or scarcity.

Warranty:

We give no warranty as to continued life of any nursery stock sold at wholesale. Complaints to be considered must be made within five (5) days of receipt of plant. This list cancels previous quotations and is subject to change without notice.

Visits:

We welcome you to visit us at Lancaster Farms. Please call ahead and schedule visits so we can give you the time and attention you deserve.

Business Hours:

We are Open For Business From 8:00 A.M. to 5:00 P.M. Monday - Friday and Saturdays until Noon March through November. NO BUSINESS ON SUNDAY. Closed On Saturdays In December, January & February.

Sales & Shipping

Lancaster Farms, Inc. delivers its own grown material in the Mid-Atlantic and New England areas.

Large quantity material delivery may be arranged as a direct shipment from one of our vendors.
Speak with a salesperson for details.

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 you in unloading, but they are not expected to unload.**

Delivery charges are established as a percentage of the invoice unless the order is 1/2 of the trailer load or more. If orders exceed 1/2 trailer load, the rate charged is a flat rate based on the trucker's fee to your area (which is usually less than the published percentage rate to your zone).

All Delivery Charges Are NET

In Less Than Full Truck Load Lots, Add \$30.00 Drop Charge To Freight

Our Sales Team

Our sales team is available not only to take your order, but to answer any questions you may have about our nursery or the plants we sell. You can reach our sales department Monday - Friday 8:00 to 5:00 and from 8:00 to Noon on Saturday. Closed On Saturdays In December, January & February.

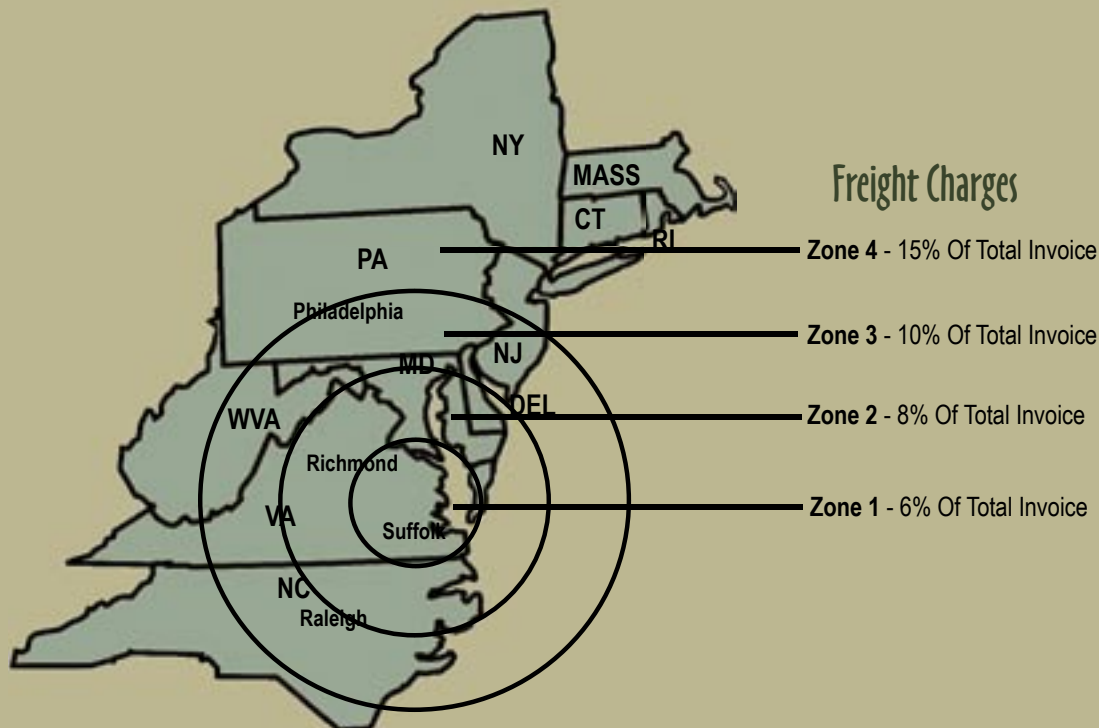
Dale Saunders - Sales Manager / Shipping
dale@lancafterfarms.com

Clair Wright - Sales & Customer Service
clair@lancafterfarms.com

Liz Pine - Sales
liz@lancafterfarms.com

Barbara Moscoffian - Sales
barbara@lancafterfarms.com

Jason Falkenstine - Sales & Customer Service
(Based in north eastern Maryland - 410-980-2159)
jasonf@lancafterfarms.com



Plant Center

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 of our 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.

Our selection includes numerous varieties of palms, yuccas, topiaries, groundcovers, grasses, perennials and much, much more.



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, Eagle Bay, Pavestone, and Rinox.

Natural stone is available in bulk aggregates, boulders, field stone, flag, slate, wall, slabs, veneer stone, and more. We also offer edging, lighting, pond kits and supplies, rental equipment, mulch, tools, fertilizers, decorative containers and much more!



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 watered 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 product delivery via our fleet of delivery trucks directly to customer jobsites.

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 Fax - (757) 483-8294

e-mail - mail@lancasterfarms.com www.lancasterfarms.com

Plant Center



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 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 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 by the internet @ 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

Jason Adkins
Donna Burgess
Tom Colby
Grant Goessel

Andy Knight
Cheryl Lajoie
Hiram Lopez
Albert Manwaren

Matt Nagle
Albert Ottaway
Jenny Ottaway
Robert Rank

Chris Riley
John Salzman
John Stephenson
Mike Ward

Plant Center

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On most plant varieties you receive a price break when you order more than 50 of any one item. Quantity rates apply only to the actual 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 a 10% discount for any sale of Lancaster Farms grown material that is equivalent of 1/2 trailer load or more delivered to one location at one time and paid COD.

We also offer volume discounts based upon your total annual sales. Credit accounts must be current to maintain your volume discount status.

Orders may be placed via phone, fax, or e-mail.

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, Liz Pine and Barbara Moscoffian.

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

Delivery

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 you in unloading, but they are not expected to unload.**

Delivery charges range from \$50.00 to \$150.00 depending on load size and contents.

All Delivery Charges Are NET.

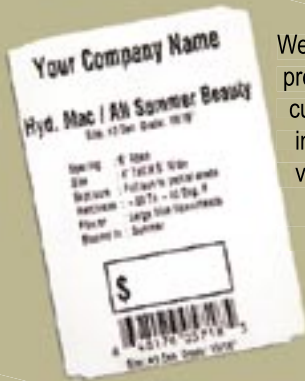
Directions To Lancaster Farms

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





We offer a custom tagging program that provides your retail price point, basic plant culture information and bar code or SKU information. The label is a 3 X 5" durable vinyl plastic.

Our label is attached to the top of the plant pot with a plastic, wire-like attachment.

Using our website, customers can pre-price any plant in our data base with their retail price point. By pre-pricing any and all materials in our data base, price points will not be modified or changed unless this is done by the customer or by us with authorization from that customer.

Pricing on orders containing any pre-priced materials will be retained in our system.

Contact any of our sales representatives to discuss costs on this handy, labor saving program.

Our perennials, including ornamental grasses in #1 and #3 cans are tagged with our custom, informative full color tag. Complete growth information is printed on the back of the tag.



Featured On Tag:

Botanical and common plant names

Large, full color photo

Bloom time, height and width, cold hardiness, exposure

Companion plants

SKU Information

www.lancasterfarms.com

Visit our website for complete pricing, updated plant availability and detailed plant information.



Easy sight navigation.



Complete growth information and plant photos.



Updated availability and pricing.

Supporting Our Industry

Lancaster Farms is a proud and active member of many industry and professional associations. We appreciate the work these organizations do on behalf of the nursery industry, and we have a deep commitment to supporting their efforts.

Southern Nursery Association
Virginia Nursery & Landscape Association
Hampton Roads Nursery & Landscape Association
Horticultural Research Institute
Wholesale Growers Of America

American Hosta Society
Ohio Florist's Association
Perennial Plant Association
American Nursery & Landscape Association
Virginia Greenhouse Growers