

2012 SPRING

FINISHED PRODUCT PRICE LIST FREIGHT INFORMATION & TERMS OF SALE

“Pre-Book Your Orders”

WHY...

Why should I Pre-book Finished Product from Jolly Farmer?

- **Pre-booking** gives you the **best availability**.
- **Pre-booking** gives Jolly Farmer more time to adjust programs to cover **your** needs.
- **Pre-booking** gives your **highest volume discount** on all your finished orders.
- **Pre-booked** orders are given **priority** over later orders in the event of a shortage.

WHEN...

By when should I Pre-book my orders?

- **February 15** - Spring 2012 (Flats, Hangers, Specialties, Perennials).
- **July 30** - Fall Products (Mums, Asters, Flowering Kale, Pansies, etc.)
Expect our 2012 Summer/Fall Catalog in June.
- **September 1** - Holiday Pot Crops (Poinsettias, Cyclamen, Christmas Cactus).
Expect our 2012 Holiday Catalog in early August.

HOW...

How should I Pre-book my orders?

Be sure to check our new catalog and add your favorites. In addition we've sent you a summary of your last year's order. We suggest you look this summary over, taking note of any items you wish to increase or decrease for the next season. Then give us a call or send us a fax to reserve what you will need this year.

Jolly Farmer produces some extra product that you can add to your orders in season. And, in the event of inclement weather or other unforeseen circumstances, we will work with you to adjust your order as needed.

“Annual Volume Discount”

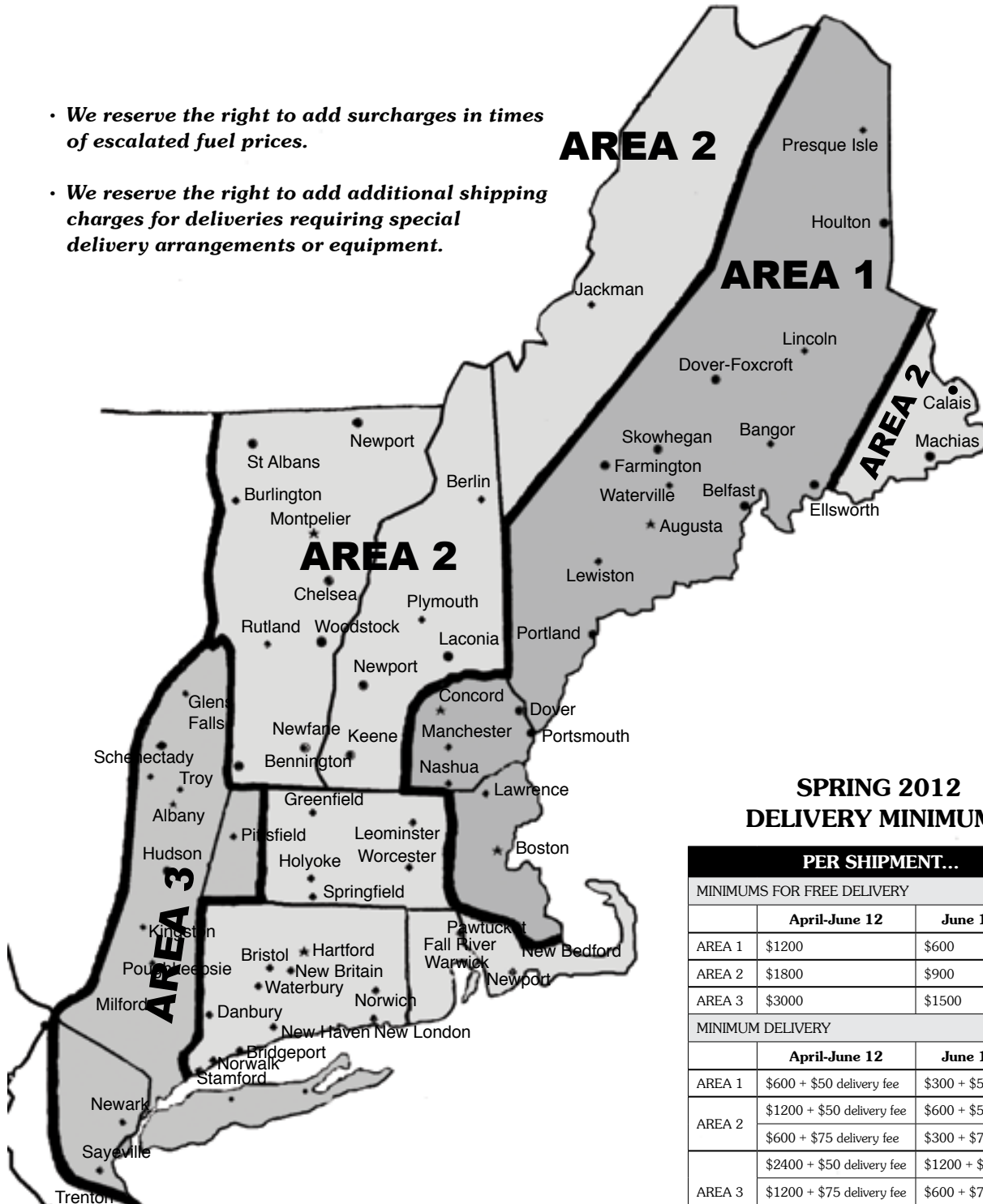
LEVEL 1	LEVEL 2	LEVEL 3
LIST PRICE...your annual volume is less than \$5000	Your annual volume is between \$5000 & \$10,000.	Your annual volume is greater than \$10,000.
DISCOUNT LEVELS: Your annual volume of finished product BOOKED with Jolly Farmer from 1/1/2012 to 12/31/2012 is calculated at time of invoicing to determine your volume discount level.		

2012 Spring Price List

DESCRIPTION	LEVEL 1 PRICING	LEVEL 2 PRICING	LEVEL 3 PRICING	ORDERING UNIT
ANNUAL BEDDING PLANTS				
606 Flats	\$9.84	\$9.00	\$8.64	Order by the flat
806 Flats	\$10.80	\$10.32	\$9.88	
1801 Annuals	\$12.96	\$12.00	\$10.98	
4" Vegetables	\$1.50	\$1.35	\$1.25	Order by tray - 10 pots
5½" Pot	\$1.95	\$1.80	\$1.70	Order by tray - 8 pots Vegetables at 6 pots per tray
6½" Pot	\$2.40	\$2.20	\$2.00	Order by tray - 6 pots
8" Pansy/Viola Color Bowls	\$4.30	\$4.10	\$4.00	Order by each
10" Early Annual Combinations	\$6.95	\$6.50	\$6.00	Order by each
10" Annual Bowls	\$6.00	\$5.70	\$5.40	Order by each
HANGING BASKETS				
10" Hanging Baskets	\$12.50	\$11.75	\$11.25	Order by each
12" Combination Hangers	\$18.50	\$17.95	\$17.75	
10" Wall Pots	\$10.50	\$10.25	\$9.95	
10" Standard Hangers	\$6.00	\$5.85	\$5.60	
SPECIALTIES				
3" Accent Plants	\$1.15	\$1.10	\$1.05	Order by tray - 14 pots
306 Premium Handle Packs	\$19.95	\$19.50	\$19.20	Order by tray - 3-6 packs
4" Herbs	\$1.75	\$1.60	\$1.55	Order by tray - 10 pots
4¼" & 4½" Specialties	\$2.60	\$2.45	\$2.35	Order by tray - 4¼" 10 pots/tray 4½" 8 pots/tray
5½" Specialties	\$3.50	\$3.35	\$3.25	Order by tray - 8 pots
8" Memorial Day Pans	\$6.95	\$6.75	\$6.50	Order by each
10" Square Patio Planters	\$14.95	\$14.50	\$13.95	Order by each
PERENNIALS				
5½" Perennials - price group A	\$3.35	\$3.25	\$3.00	Order by tray - 8 pots
5½" Perennials - price group B	\$3.95	\$3.75	\$3.50	Order by tray - 8 pots
5½" Perennials - price group C	\$4.60	\$4.35	\$4.00	Order by tray - 8 pots

Freight Information

- We reserve the right to add surcharges in times of escalated fuel prices.
- We reserve the right to add additional shipping charges for deliveries requiring special delivery arrangements or equipment.



SPRING 2012 DELIVERY MINIMUMS

PER SHIPMENT...		
MINIMUMS FOR FREE DELIVERY		
	April-June 12	June 13-Oct 31
AREA 1	\$1200	\$600
AREA 2	\$1800	\$900
AREA 3	\$3000	\$1500
MINIMUM DELIVERY		
	April-June 12	June 13-Oct 31
AREA 1	\$600 + \$50 delivery fee	\$300 + \$50 delivery fee
AREA 2	\$1200 + \$50 delivery fee	\$600 + \$50 delivery fee
	\$600 + \$75 delivery fee	\$300 + \$75 delivery fee
AREA 3	\$2400 + \$50 delivery fee	\$1200 + \$50 delivery fee
	\$1200 + \$75 delivery fee	\$600 + \$75 delivery fee
	\$600 + \$100 delivery fee	\$300 + \$100 delivery fee

Terms & Conditions of Sale

ORDERING & SHIPPING INFORMATION	<ul style="list-style-type: none"> Product is reserved on a first-come, first-serve basis. Mail, call or fax in your order. For minimums and delivery fees, see map and chart on "Freight Information" page.
PAYMENT TERMS	<p>C.O.D.</p> <ol style="list-style-type: none"> Use our convenient Check Drafting Service. We accept Visa, Mastercard, and Discover. Payment may be made upon delivery. <p>2% 10 Net 60:</p> <ol style="list-style-type: none"> Valid credit application must be on file. 2% discount if postmarked within 10 days of invoice date. This discount does not apply to Credit Card payments. Net 60 days from invoice date (must fill out credit application). After 60 days from invoice date, a monthly interest charge of 1½% will be added to your account. <p>GENERAL TERMS...</p> <ul style="list-style-type: none"> Penalty for returned check: we reserve the right to charge a fee for returned checks and/or place the account on a "cash only" basis for repeated offenses. Any accounts (COD or charge) turned over to an attorney for collection will pay reasonable fees plus cost of collection.
ORDER CHANGES	<ul style="list-style-type: none"> No substitutions will be made by Jolly Farmer without NOTIFICATION. Delivery of small postponements will be made only at Jolly Farmer's discretion.
CANCELLATIONS	<ul style="list-style-type: none"> No cancellations can be made by customer without the CONSENT OF THE SELLER.
PRODUCT CLAIMS	<ul style="list-style-type: none"> SHORTAGE CLAIMS: All shortage claims MUST be recorded on the invoice at time of delivery. It is your responsibility to check for numbers at time of delivery. Inspect your shipment while our driver is there, recording any order discrepancies on the invoice. Once the delivery receipt is signed, we cannot honor any further shortage claims. PRODUCT CLAIMS: All product claims MUST be made within 24 hours of delivery. Product claims consist of quality claims or shipping damage noted after product is taken out of case or sleeve. Claims made more than 24 hours after delivery may not be honored.
LIMIT OF LIABILITY	<ul style="list-style-type: none"> We warrant, to the extent of the purchase price, that plants are as described on the container or invoice, within recognized tolerances. We give no other or further warranty, express or implied, and all other or further warranties, including any warranties of merchantability or fitness for a particular purpose are excluded. We shall not be responsible for loss of any product, profit or any other indirect special or consequential damages. Any mislabelled product is subject to our limit of liability, i.e. to the extent of purchase price. Jolly Farmer Products shall not be obligated to supply the Customer with product to the extent that any event or condition reasonably beyond the control of the Company affects, prevents, restricts or delays the production, transportation, delivery or sale of product; including without limiting the generality of the following: storm, flood, earthquake or other acts of God; impassable roads, accident, fire or explosion; hostilities of war, or civil unrest, strikes, lockouts, or other labor disturbances; or loss, curtailment or shortage of equipment, labor or materials. We are not responsible for printing or typographical errors. In the event of an erroneously published price, the correct price will be charged.
PRICES	<p>All prices are in U.S. currency and are SUBJECT TO CHANGE...(IF UNUSUAL CIRCUMSTANCES OCCUR). We reserve the right to add surcharges should costs escalate.</p>



56 Crabbe Road
 Northampton, NB Canada E7N 1R6

(U.S. mailing address: Box 787, Houlton, ME 04730)

Phone: 800-695-8300 • Fax: 800-863-7814

Web Site: www.jollyfarmer.com • e-mail: sales@jollyfarmer.com