



# Wholesale Product Listing

# 2011

**Ornamental Perennials & Grasses**

**Selections of Midwest & American Natives**

**Midwestern Ecotype Native Perennials**

**Stormwater Mitigation Landscape Plugs**

**Groundcovers**

**Custom Grown Perennials for the Landscape Professional**

**Select Companion Seasonal Color**

*Midwest Grown for Midwest Landscapes and Gardens*



## Our Company Mission

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We are committed to serving the quality and timely perennial plant needs of retail merchants and landscape professionals of the lower Midwest.

## Family Business Heritage

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At Bohn's Farm and Greenhouses, we are primarily a wholesale grower of hardy herbaceous perennials, both adaptive and native. Our business was established by the Bohn family more than 70 years ago as a strawberry and vegetable truck farm. As the wholesale market demand for locally produced vegetables declined in the 1980's, Gary Bohn, grandson of the founder, and Gary's father, Walter Bohn, began to explore production of ornamental horticultural crops.

In 1985, Gary and Walter built their first greenhouse to grow vegetable plants and flowering annuals for local garden center and produce retailers. In 1986, at the request of a local specialty garden center specializing in perennials, Bohn's Farm began to grow a modest selection of perennial varieties. Bohn's Farm and Greenhouses, now a 20 acre production nursery utilizing 211,500 sq. ft. of covered greenhouse facilities, is managed by Gary and Renee Bohn and their daughter Sarah.

In 2007-08, Bohn's Farm further invested in our facility infrastructure by constructing a 30,000 sq. ft. gutter connect greenhouse solely for producing a high quality and expanded quart perennial program. To assure a dependable water source to support the needs of summer plant production, we expanded our irrigation pond from 3 acres to a total of 5.5 acres.

Bohn's Farm supplies an extensive selection of landscape-ready perennials, regional natives and cannas to garden center retailers and landscape professionals located primarily in Illinois, Missouri, Kansas and Indiana. The St. Louis, Kansas City and Indiana offices of National Nursery Products provide production planning consultation, marketing services and sales representation.

## Professional Alliances

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Bohn's Farm and Greenhouses maintains active memberships in a variety of professional green industry and business organizations:

- ❖ **Greater St. Louis Flower Growers Association**
- ❖ **Grow Native!**
- ❖ **Hort Co-op of Metro St. Louis**
- ❖ **Hort NetWORK of Greater Kansas City**
- ❖ **Landscape and Nursery Association of Greater St. Louis**
- ❖ **Missouri Landscape and Nursery Association**
- ❖ **Madison County Farm Bureau**
- ❖ **Western Nursery and Landscape Association**



1656 Pleasant Ridge Road  
Maryville, IL 62062-6422  
[bohnsfarm.com](http://bohnsfarm.com)

January 2011

Dear Valued Customer,

The year 2011 will premier a completely renovated [www.bohnsfarm.com](http://www.bohnsfarm.com) with the intention to better serve the information needs of our customers. Primary attention has been focused on improving the user friendliness of the on-line availability which we post on a weekly basis during the growing seasons. The upgraded site will also utilize our extensive plant database to share useful information about the plants we offer. Based on several customer requests, we will also be offering the service of on-line ordering. The new version of the web site is planned to go live before the end of February.

The Bohn's Farm team continues to embrace change by continuing efforts to adjust our product mix to support the needs of today's retail garden centers and landscape professionals. To keep pace with the demand for native plants in a variety of packaged sizes, our 2011 product line-up includes the addition of several native species. Since not all landscapes and landscape owners desire the "el-naturale" appearance of a fully naturalized landscape, we continue to identify cultivated selections of American natives and other non-invasive, adaptive ornamental perennials to support planting designs intended for a more "tailored" landscape appearance.

We continue accommodate the needs and desires of a thrifter marketplace by further expanding the selections of perennials and ornamental grasses grown in the 4.5" (1 quart) size. Check out the numerous new offerings in the quart section of the product list. Many varieties traditionally offered in the 6" (#1 size) have now migrated into the 4.5" size. Besides offering the retail garden center a great product price point, the quart size perennial and ornamental grass provides the landscape professional an economically priced product allowing for larger plant massings created within budget while easing the task of planting by requiring smaller dug holes.

Bohn's Farm has proudly participated as the custom grower of herbaceous plant material for two local **Sustainable Sites Initiative (SITES) ([www.sustainablesites.org](http://www.sustainablesites.org)) Pilot Projects: *Novus International headquarters campus* (Weldon Spring, MO), and *SWT Design office campus* (Shrewsbury, MO). To support the requirements of our participation in these two unique SITES projects, Bohn's Farm has conducted a self-analysis to develop a "**Statement of Sustainable Practices in Production**". Our upgraded web site will offer this statement or we can furnish a copy upon request.**

We at Bohn's Farm and Greenhouses wish to thank all of you for your past patronage and sincerely hope we will have the pleasure of serving you again in 2011. As always, we welcome your input and advice regarding means to better serve your needs as the marketplace continues to change and evolve.

Sincerely,

The Bohn's Farm and Greenhouses Team

Gary Bohn	Bill Ruppert
Renee Bohn	Peggy Hoelting
Sarah Bohn-Kolesa	Bill Malouche
Production Staff	LuAnn Houle

PS: Save the date for the **2011 Nursery Day** at the Missouri Botanical Garden set for Thursday, August 11<sup>th</sup>.

## Customer Service

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### St. Louis Sales Office

*National Nursery Products – St. Louis*

Bill Ruppert [billr@nnpstl.com](mailto:billr@nnpstl.com)  
Peggy Hoelting [peggyh@nnpstl.com](mailto:peggyh@nnpstl.com)

314.966.0253

314.966.1830 fax

1328 Forest Avenue

Kirkwood, MO 63122-6911

Monday – Friday: 7:00am to 6:00pm

Saturday: 7:00am to NOON



### Kansas City Sales Office

*National Nursery Products – Kansas City*

Bill Malouche [billm@nnpkc.com](mailto:billm@nnpkc.com)

913.362.0503

913.362.2569 fax

4502 West 63<sup>rd</sup> Terrace

Prairie Village, KS 66208-1517

### Indiana Sales Office

*National Nursery Products - Indiana*

LuAnn Houle [LuAnnHoule@aol.com](mailto:LuAnnHoule@aol.com)

317.652.5927 cell

888.435.0419 fax

4530 Runyon Deer Lane

Greenwood, IN 46142-9048

## Minimum Orders PER Variety:

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**21 DPC** (landscape series deep cell): **1 tray** (21 units)

**38 DPC** (landscape series deep cell): **1 tray** (38 units)

**606pk** (ground cover packs): **1 tray** (3 6 packs/total of 36 plants)

**3.5"** (STEPABLES/square): **1 tray** (12 units)

**4.5"** (1 quart/square): **1 tray** (10 units)

**6"** (#1 round/trade gallon): **10 units** (not packed in trays)

**10"** (#2-squat round): **5 units** (not packed in trays)

## Minimum Orders for DELIVERY on Bohn's Farm Trucks:

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As a wholesale perennial grower striving to provide outstanding customer service, Bohn's Farm and Greenhouses has formalized minimum order guidelines to support efficient delivery to our customers:

**April – June: \$ 1000.00** (approximate value for 2 racks of product)

**July – March: \$ 500.00** (approximate value for 1 rack of product)

- ❖ For deliveries to destinations greater than 50 miles from the production farm, our commitment to honoring orders complying with stated minimums is subject to building loads into geographic areas.
- ❖ For customers with immediate needs not compliant with order minimums, you are highly encouraged to contact a member of our distributor network for optimum service. A list of Bohn's Farm distributors can be accessed at the Bohn's Farm "**DISTRIBUTORS**" link at [bohnsfarm.com](http://bohnsfarm.com).

## Seasonal Product Availability

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Product-ready availability lists are generated each week. Availability lists are conveniently accessed via:

- ❖ **EMAIL DISTRIBUTION:** transmitted twice weekly as an Excel spreadsheet. Contact your sales office to be included on these email distributions.
- ❖ **THE WEB:** for access 7 days a week, 24 hours a day, go to [bohnsfarm.com](http://bohnsfarm.com), select "**AVAILABILITY/PRICE LIST**" and enter **Login: 99** **Password: plants**
- ❖ **FAX:** while email continues to be the most effective, timely and dependable distribution method, fax distribution is available to customers without access to email.

## Complete Product List

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Our complete product list can be accessed by visiting [bohnsfarm.com](http://bohnsfarm.com), "**AVAILABILITY/PRICE LIST**" and enter **Login: 99** **Password: plants** or contact your sales office to receive a copy by email or US mail.

## Order Placement Guidelines

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### PRE-BOOKED orders for landscape professionals

(custom grown orders for design-specific landscape installations):

- ❖ Contact your sales office for lead times necessary for specific varieties required.

### WEEKLY STOCKING orders for retail and landscape professionals

(routine orders placed from current product-ready availability list – *maintaining weekly delivery schedules noted below are dependent on accommodating payload requirements for each geographic delivery zone*):

- ❖ **EARLY WEEK** delivery (Monday – Tuesday):
  - *orders must be received by the sales office no later than Friday, 3:00pm.*
- ❖ **MID WEEK** delivery (Wednesday):
  - *orders must be received by the sales office no later than Monday, 12:00noon.*
- ❖ **LATE WEEK** delivery (Thursday - Friday):
  - *orders must be received by the sales office no later than Tuesday, 10:00am.*
  - **NOTE: special Saturday/Sunday deliveries are possible but must be pre-approved by authorized customer representative.**

## Product Delivery Information

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The Bohn's Farm team is highly committed to managing delivery costs. We accomplish value-driven delivery costs by:

- ❖ Coordinating the *efficient geographic clustering* of orders complying with the order placement guidelines outlined above.
- ❖ Requiring a *basic order minimum* (outlined in the "Minimum Orders for DELIVERY" section on the previous page).

The *delivery range map* illustrates our routine delivery area during the primary growing seasons. Extended-range delivery is possible...please call your sales office representative for a delivery cost quotation.



### **DELIVERY CHARGES**

Bohn's Farm calculates delivery costs based on product volume and not a percentage of product cost. Volume-based delivery costs are calculated for each particular delivery zone. For information regarding specific delivery costs for your delivery zone, please contact your sales office representative.

### **DELIVERY NOTIFICATION**

Customers receive 24 hour prior delivery notification by the Bohn's Farm customer service team.

## Order Pick Up

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- ❖ Due to the intense volume of order fulfillment activities necessary to support our regular retail merchant and pre-booked landscape professional customers, *we cannot fulfill pick up orders during the months of April and May.*
- ❖ *For the months of June through March*, orders may be picked up at our Maryville production facility between the hours of 7:00am and 6:00pm by making arrangements 48 hours-prior with your sales office.  
Pick Up Location: 1656 Pleasant Ridge Road (off West Main, west of IL Hwy 159/Maryville)  
Maryville, IL 62062

## Product Packaging for Retail Merchants

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Bohn's Farm and Greenhouses understands and appreciates the needs of our retail merchant customers to appropriately market and promote our products and manage product sales at the cash register. We therefore furnish our products as follows:

- ❖ Products are labeled in a manner compliant with *Federal Uniform Weights and Measures Law* and the *Uniform Packaging and Labeling Regulations* containing 1) **Declaration of Identity** (name of the plant is prominently located on the photo/plant description label), 2) **Declaration of Net Contents** (container volume is expressed in both US and metric measure on a label), and 3) **Declaration of Responsibility** (name of the grower (BF), city, state and zip code placed on a label).
- ❖ Products are labeled with **UPC bar codes** for the convenience of our customers with POS systems. The following summarizes UPC (our system code and manufacturer ID is 7-01412) and pot shape/color corresponding to each spring/early summer product group:

06060-5	<b>606pk Ground Cover</b>
03500-9	<b>3.5" STEPABLES</b> [square lavender]
03500-9	<b>3.5" TREAD &amp; TRAIL</b> [square black]
04501-5	<b>4.5" (1 qt.) Perennial</b> (Value Group A) [square black]
04506-0	<b>4.5" (1 qt.) Perennial</b> (Value Group B) [square sage]
04507-7	<b>4.5" (1 qt.) Perennial</b> (Value Group C) [square moss]
04509-1	<b>4.5" (1 qt.) Perennial</b> (Value Group D) [square stone]
04503-9	<b>4.5" (1 qt.) Perennial Hosta</b> (Value Group A) [square sage]
04505-3	<b>4.5" (1 qt.) Perennial Hosta</b> (Value Group B) [square moss]
04508-4	<b>4.5" (1 qt.) Perennial Grow Native</b> [square purple]
04504-6	<b>4.5" (1 qt.) Perennial Daylily</b> [square moss]
04502-2	<b>4.5" (1 qt.) Perennial Creeping Phlox</b> [square black]
10000-4	<b>6" (#1) Perennial</b> (Value Group A) [round black]
10001-1	<b>6" (#1) Perennial</b> (Value Group B) [round black]
10003-5	<b>6" (#1) Perennial</b> (Value Group C) [round black]
10004-2	<b>6" (#1) Perennial</b> (Value Group D) [round black]
00002-1	<b>6" (#1) Perennial Hosta</b> (Value Group A) [round black]
00003-8	<b>6" (#1) Perennial Hosta</b> (Value Group B) [round black]
10005-9	<b>6" (#1) Perennial Grow Native</b> [round purple]
10002-8	<b>6" (#1) Perennial Clematis</b> [round terra]
20001-8	<b>10" (#2-squat) Perennial Peony</b> [round black]
20000-1	<b>10" (#2-squat) Perennial Hosta</b> [round black]
30001-5	<b>10" (#2-squat) Perennial Grass</b> [round black]
30000-8	<b>10" (#2-squat) Perennial</b> (Value Group B) [round black]



## Plant Information

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We recognize and support these plant awareness and recognition programs:



**Plants of Merit** - a plant awareness program of the *Missouri Botanical Garden, Powell Gardens & Mizzou Botanic Garden*. For more information about the plants, visit [plantsofmerit.org](http://plantsofmerit.org)



**Grow Native!** - a conservation and education program jointly sponsored and promoted by the *Missouri Department of Conservation* and the *Missouri Department of Agriculture*. For great native plant information, visit [grownative.org](http://grownative.org)



**Perennial Resource** - an outstanding web-based resource offered by *Walters Gardens* for receiving perennial plant information and inspiration. For extensive illustrated perennial information, visit [perennialresource.com](http://perennialresource.com)



**Perennial Plant of the Year** - a program of the voting members of the *Perennial Plant Association* recognizing outstanding perennials. For more information, visit [perennialplant.org](http://perennialplant.org)



**STEPABLES** - a ground cover plant marketing program promoting easy-to-grow plants that endure light to moderate foot traffic. Ideal for pathways and borders, these tough and low growing perennials spread rapidly to fill nooks and crannies along the garden path. For more information, visit [stepables.com](http://stepables.com)

For more information about the plants, visit the websites of our primary young plant suppliers:



Walters Gardens, North Creek Nurseries and Stonehouse Nursery are professionally represented by

your local  sales representative.

## Claims and Warranties

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### CLAIMS

Claims for defective product, shortages and other order errors must be requested within **72 HOURS AFTER DELIVERY**. Bohn's Farm and Greenhouses cannot guarantee growth of plants after receipt by the customer. While Bohn's Farm fully stands behind our products, we no longer have control of growing environments after the product leaves our production facility. We welcome all comments and suggestions regarding product quality, delivery preparation and delivery methods.

### WARRANTY

Bohn's Farm and Greenhouses warrants, to the extent of the purchase price, our plants are sold true to name and as described within recognized tolerances. No further warrant is expressed or implied as to future marketability. Purchaser shall be limited to the invoice value at the time of purchase of any Bohn's Farm and Greenhouses product as its exclusive remedy to breach of warranty.

## Terms and Conditions of Sale

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### PRICING

F.O.B. Maryville, IL

### CASH

For accounts without established credit (payment is due prior to shipping the plants).

### NET 30 DAYS CREDIT

For accounts with established credit. 2% per month interest is charged on past due accounts over 30 days.

### CREDIT CARDS

VISA and MasterCard are now accepted. Contact your sales office via phone with your credit card number prior to the deadline of submitting your order to insure timely delivery. The card is charged immediately prior to shipping the product and a copy of a paid invoice with charge receipt attached will immediately be mailed to the card holder. For invoices paid with a credit card after customer has received the product, the principal, accumulated interest and costs associated with the credit card transaction will be charged to the card.

### RETURNED CHECKS

A \$40 fee is charged for all returned checks.

### ACCOUNTS GREATER THAN 60 DAYS PAST DUE

Accounts 60 days past due will automatically be placed on hold and no additional orders will be accommodated until payment arrangements have been identified.

