

TERMS OF BUSINESS

- (1) **Ordering: BY POST:** All orders will be confirmed promptly
BY PHONE: Our office is open 9.00am-5.00pm Monday to Friday
 Telephone 0131-440 0895 Sales Office Direct Line 0131-440 3455
BY FAX: At anytime 0131-448 2108
- (2) **Discounts:**
- (a) Cumulative Quantity Discounts – This means the more you buy the better discount your orders will attract. Our discount year runs from 1st November to 31st October for deliveries and our computer system automatically adds all your orders together, no matter when they are placed, to give you the best possible discount.
 1-50 trays catalogue price; 51-100 trays 2.5%; 101-200 trays 5%; 201-300 trays 7.5%; 301+ please ask for a quote.
 - (b) Payment with order discount – 5%
 - (c) Early order discount – for orders placed before 15th November 2007 less 5%, for orders placed before 31st December 2007 less 2.5%. All orders for delivery in 2008.
 - (d) Cash and Carry discount – 5%. Collections only on Friday unless by prior arrangement.
 - (e) Loyalty discount – If you bought plugs from Pentland in 2007 please deduct an extra 2% discount from all orders placed for delivery in 2008.
 - (f) Discounts do not apply to royalty and labels.
- (3) Orders are accepted subject to plants being available from our own stock at time of delivery. The nearest equivalent variety will be substituted if any variety is not available unless orders are clearly marked 'No substitutes'. All despatch dates are target dates and we reserve the right to vary delivery dates according to weather conditions and other factors outwith our control.
- (4) The minimum carriage paid order for any one delivery is six trays, assuming they can all be delivered together, and orders less than this will have a surcharge of £10.00. Four trays of 25's are equivalent to one standard tray, 25's must be ordered in multiples of four.
- (5) Prices exclude VAT but include packing and delivery to mainland UK. Deliveries to Eire, N. Ireland and the Islands by arrangement.
- (6) **Please send payment with order unless you have a credit account with us.** If you wish to open a credit account please ask for the necessary forms. We now accept payment by all major credit cards.
- (7) Credit Terms – All credit accounts are due for payment net 30 days from the date of invoice. Interest at the rate of 2% per month will be charged on overdue accounts. If credit terms have not been approved payment is due with order.
- (8) Cancellations – All cancellations must be in writing. If an order is cancelled less than three weeks prior to the delivery date we reserve the right to charge 90% of the invoice value plus VAT. See page 76 3.4.



BOPP ACCREDITATION

PENTLAND PLANTS has become an accredited grower under the British Ornamental Plant Producers accreditation scheme. This is your guarantee that all aspects of our nursery business are run to very high standards ensuring that you will receive quality produce.

As an accredited grower we are inspected once a year. Pentland Plants must prove compliance

with all parts of the special nursery manual to keep the accreditation mark. The nursery manual covers all aspects of the business, from growing procedures right through to customer care and environmental concerns.

By being in the scheme we hope it will give you added confidence in our quality produce standards of care.

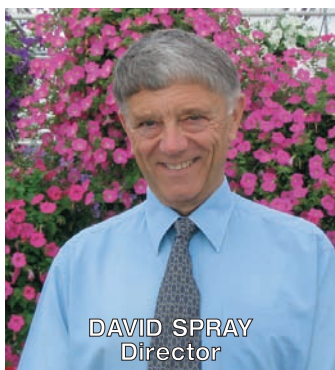
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Cover picture: *Osteospermum Asti Lavender Shades*

LET US INTRODUCE OURSELVES...

It's always nice to know the people who grow your plants. Here are a few of us at Pentland Plants who you will speak to over the phone, at trade shows or when we visit your nursery. Please feel free to ask for any of us by name if you want any assistance.



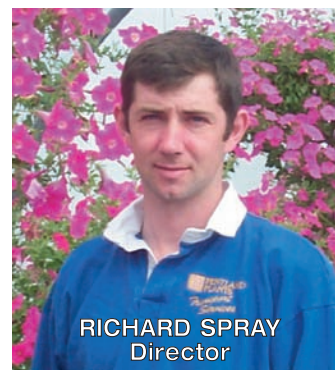
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ALISON BELL
Accounts



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GRAHAM COUSINS
Production Manager



OUR PRODUCTION TEAM

CUSTOMER CARE

We are very aware of how important it is for us to have the closest possible contact with you, our customers. We attend all the major trade shows each year and are always delighted to discuss your requirements.

If you attend any of the shows please stop by and say "hello" so we can put a face to the name should you telephone us.

We hold open days each August to view our field trials and many customers find this very useful in helping them decide on the best varieties.

Our team of Pentland Representatives will be pleased to help you plan your crops and select the best varieties.

Please contact them direct if you wish a visit.

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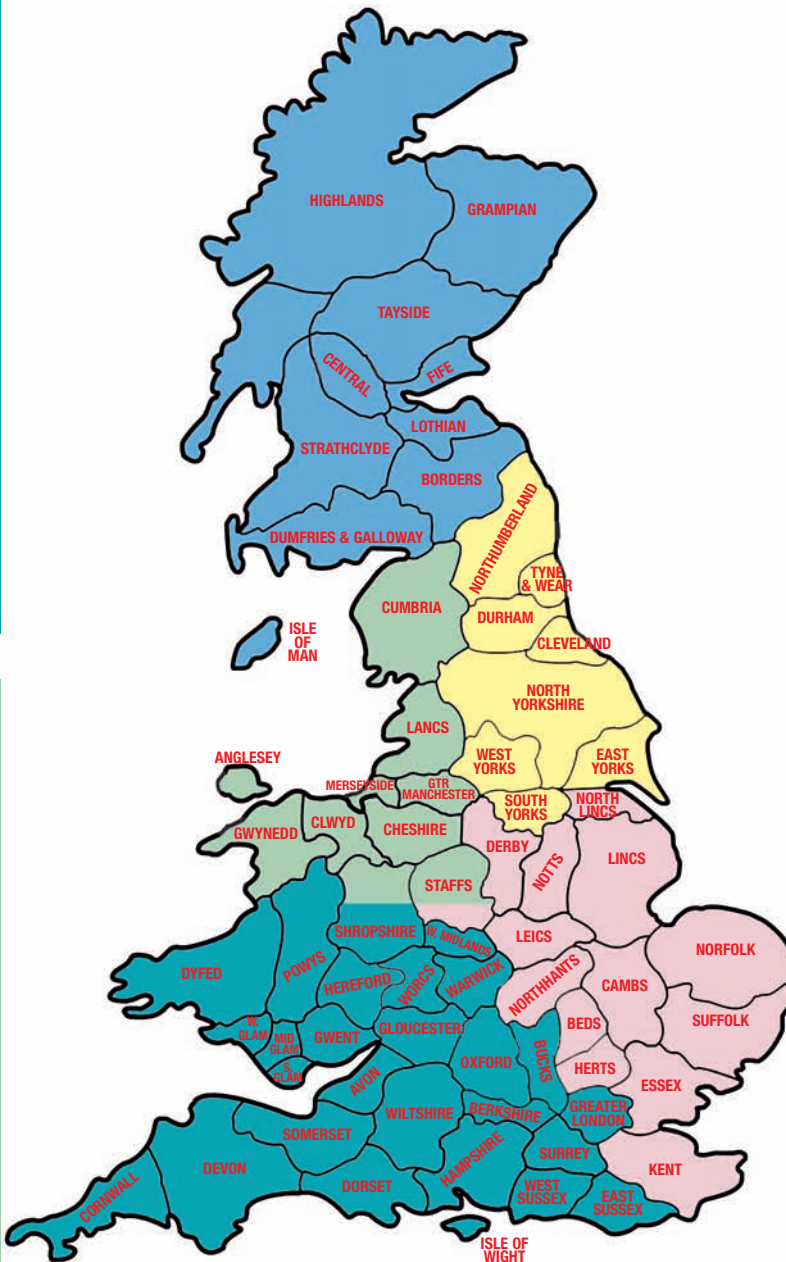
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DEAR CUSTOMER...

It is my pleasure to send you our 2008 catalogue. Unlike many of our competitors we still offer substantial discounts to ensure that Pentland plugs remain the best value. *See inside front cover for details.*

Our new 25 plant option was a resounding success last year and we have extended the number of varieties you can buy as 25's. These need to be ordered in multiples of 4 and 4 count as 1 tray for carriage calculations.

All our cutting raised plants will be grown in Ellepots in 2008 and most will be in 104 cells sold as 100's

Supply difficulties have forced us to remove some varieties from the catalogue but we have sourced some exciting new varieties which we have trialed, found to be excellent and can commend them to you.

All cutting raised plants will have a label in 2008 which will be sent to you unless you tell us not to. We recognise that labels, or lack of them, cause all of us headaches in the busy spring so if you order in time and claim your early order and other discounts we will send out your labels early in the new year before you receive your plants.

Pentland is a family owned and run company and we take pride in producing high quality plugs. We welcome the opportunity of speaking to customers at trade shows, or at our trials and if ever you have a problem or need a bit of advice we are only a phone call away.

We are sure that our exciting new varieties of both seed and cutting raised plugs will ensure that 2008 will be a successful and profitable year.

With kind regards

David Spray,
Managing Director

SIZE DOES MATTER!



Pansy



Impatiens

Many growers now have transplanting machines and find that some suppliers' plants are just too big for the machine to handle resulting in damaged plants. Of course, unlike Pentland, most suppliers don't gap up 100 per cent meaning you need extra staff at the machine to replace all the missing plants.

On the other hand there are still a lot of growers who transplant by hand and need a substantial plug which pulls easily and stands handling.

- PENTLAND is the very first plug company to offer a solution to this problem. We now offer TWO plug sizes: machine quality and hand quality in popular varieties in 350 trays. These include Geranium, Impatiens, Petunia, Begonia and Pansy.
- PENTLAND are the only plug company to guarantee each tray of 610, 350, 230 100 and 84 is gapped up 100 per cent.

NEW VARIETIES FROM PENTLAND

We have an amazing range of exciting new varieties to offer you this year. Many are proven favourites and others are improved breeding. Our industry thrives on **“SOMETHING DIFFERENT”** for our customers to try and this selection is second to none.



BEGONIA BADA BING

Green leaf, loaded with flowers, the ideal choice for mass planting and borders, 10-14 days earlier than the market leader

BEGONIA BADA BING ROSE BICOLOUR



DIANTHUS DULCE

A strong compact plant, easy to grow, blooms freely from early spring well into summer, tolerates light frost. 20-25 cm

DIANTHUS DULCE WHITE TO PINK

OSTEOSPERMUM ASTI

The first Osteospermum from seed available in separate colours



OSTEOSPERMUM ASTI MIXED

VERBENA TUSCANY

Excellent series with tolerance to powdery mildew, extremely even. Performed very well in our trials



VERBENA TUSCANY VIOLET EYE



CALIBRACHOA ALOHA

Uniform, semi upright growth, larger flowers with intense colours, superb in hanging baskets and trailing over the edge of containers

CALIBRACHOA ALOHA TIKI GOLD



GERANIUM BELMONTE

Medium growth with attractive reddish stems and dark foliage, very early flowering. Highly recommended

GERANIUM BELMONTE SALMON

IMPATIENS MUSICA

Branched, compact habit. Ideal for pots, patios, flowerbeds and window boxes, large double flowers



IMPATIENS MUSICA WHITE BLUSH

LOBELIA HOT

Heat tolerant with strong growth habit, excellent colour range and long-lasting flowers make this a popular choice



LOBELIA HOT WATER BLUE IMPROVED



OSTEOSPERMUM SUMMERTIME

Unique colours, early flowering and good growth habit, flowers well into the summer unlike some other varieties

OSTEOSPERMUM SUMMERTIME BLUEBERRY



VERBENA EMPRESS

Extra large blooms in a wide range of colours. All the Empress varieties are uniform in habit with a broad leaf pattern to protect against mildew and water stress. This is an outstanding series.

VERBENA EMPRESS LAVENDER CHARME