Natorp Nursery 2025 Wholesale Annual Program

Natorp's Nursery has three ways for annual orders to be placed. Due to the long lead time for production, large quantities and specific variety requests need to be made well in advance of the season they are required.

All In-Season orders will be on a first-come, first-serve basis. Due to rapidly changing inventory and plant-grow status we are not able to hold in-season orders past their GO-Date. They will need to be picked up the same week they are ordered or will be returned to the sales floor for open stock.

1. Contract Grow Program:

Customers who participate in this program receive the best pricing we have available. Customers may request specific varieties, sizes, and ready dates to meet their exact specifications. All orders will be individually quoted based on liner availability and cost. Plants will be grown for the specific ready date requested by the customer.

Ordering Schedule

Program	Ordering Window		Pick up Window		Details
	Start	End	Start	End	
Early Spring	~~7/1/2024~~	~~10/31/2024~~	2/25/2025	4/11/2025	Cool weather annuals: Pansy, Viola, etc.
Spring	~~7/1/2024~~	~~11/15/2024~~	4/21/2025	6/27/2025	Petunia, Begonia, etc.
Mums	~~11/1/2024~~	3/1/2025	8/18/2025	10/17/2025	Mums and Asters
Fall	~~11/1/2024~~	5/30/2025	9/1/2025	10/17/2025	Pansy, Viola, Cabbage, Kale

Program rules: Plants must be taken within one week of the ready date. If plants cannot be taken within this time frame the product will be returned to open availability. All variety and size requests may not be feasible to produce.

2. Pre-season Open Stock Order Program

Customers who participate in this program will be able to order directly off our seasonal production plant lists. These orders will be priced at our pre-season pricing level. Our plants are grown on set schedules to be ready at optimal times for planting. Orders can be placed against any ready dates listed on the stock list and must be picked up within one week of that date.

Order Schedule

Program	Ordering Window		Pick up Window		Details
	Start	End	Start	End	
Early Spring	~~9/2/2024~~	3/14/2025	2/24/2025	4/11/2025	Cool weather annuals: Pansy, Viola, etc.
Spring	~~9/2/2024~~	4/18/2025	4/21/2025	6/27/2025	Main Season Petunia, Begonia, etc.
Mums	3/10/2025	8/22/2025	8/18/2025	10/17/2025	Mums and Asters
Fall	3/31/2025	8/22/2025	9/1/2025	10/17/2025	Pansy, Viola, Cabbage, Kale

Program rules: Plants must be taken within one week of the ready date. If plants cannot be taken within this time frame the product will be returned to open availability.

3. In-Season Stock Orders

We will have a limited selection of annuals grown for in-season orders. These plants are all available on a first-come, first-serve basis. In-season ordering process:

- Plants can be ordered in season on Mondays, Tuesdays, Wednesdays and Thursdays.
- It will take 24 hours after the order is placed until they are ready for pickup. It will be up to the discretion of the Salesperson & Grower if we can accommodate your order.
- Orders must be picked up the same week the order is placed. We are unable to hold in-season orders until a later week. (Plants must be ordered during our Pre-season Open Stock Order Program time window in order to have them placed on hold)
- In season orders will be priced at our in-season pricing level and quantity breaks will not be available.
- Purchases must be made in flat quantities for material grown in flats (10 4.5" per flat, 8 5.5" per flat, 3 jumbo 6 packs per 306 flat).

In-Season Schedule

Program	**Ordering Dates**		**Details**
	Start	End	
Early Spring	2/24/2025	4/11/2025	Cool weather annuals: Pansy, Viola, etc.
Spring	4/21/2025	4/25/2025	Main Season Annuals: Petunia, Begonia, etc.
Black Out Period	**4/28/2025**	**5/11/2025**	**No new orders will be taken during this period**
Spring 2	5/12/2025	6/27/2025	Main Season Annuals: Petunia, Begonia, etc.
Mums	8/18/2025	10/17/2025	Mums and Asters
Fall	9/1/2025	10/17/2025	Cool weather annuals: Pansy, Viola, Cabbage, Kale

Program rules: Plants must be taken on the agreed upon Pick-up or Delivery Date. If plants cannot be taken within this time frame the product will be returned to open availability.

Wholesale Annual Greenhouse

Frequently Asked Questions

Q. What is a blackout period? Why can't I place orders during this time?

A. During the peak annuals weeks of **4/28 through 5/11**, we do not have the capacity to handle any additional orders other than those that have been placed during the Pre-Season. Inventory is changing so quickly that we cannot accurately predict what material we will have during this period. If you have already placed an order before this time period, you will be taken care of.

Q. Who do I contact to order or find out what annuals are available or what they look like?

A. All questions regarding annuals should be fielded by our Greenhouse Sales Representative ***Carrie Stoneman.*** You can get in touch with her via email annualgreenhouse@natorp.com or phone 513-276-8324. She will respond to you as soon as possible during regular business hours (Monday-Friday 7:30 a.m. to 4:00 p.m.). Please allow 1-2 days for response time for non-emergent matters.

Q. Is my company approved to purchase annuals from your greenhouse in the spring and fall?

A. ***Yes***. We do NOT take walk-in customers for annuals or same day orders and require 24 hours' notice for all orders. You can call, email, fax or stop by in-person to the annual greenhouse. If you prefer to place orders in person, it is strongly recommended you schedule an appointment and call ahead. Customers will be helped ***"First come, first served"*** so please be prepared to wait.

Q. Can I pick out my own annuals?

A. ***No***. Once a customer enters our annual greenhouse, ***they need to speak with Carrie or one of our greenhouse staff members*** to ensure plants are not committed or part of orders currently being pulled. Customers may also need to be kept out of areas that have been recently sprayed, or where construction or irrigation projects are in progress. Please do not walk around the greenhouses without the assistance of an employee.

Q. Are all the plants in the greenhouse available for sale?

A. ***No***. Most of our annuals are grown for customers that have pre-ordered through grow contracts or pre-season orders. A limited quantity of annuals is grown for in-season stock orders.

Q. What if I just need to stop in for a small order?

A. Unfortunately, our system is not set up for quick drop-ins for small orders. For these orders and for plants no longer available in our greenhouse, customers will be directed to the ***Natorp's Nursery Outlet store*** to select their own plants. All plants selected from the ***Outlet Store*** will need to be paid for ***at retail pricing*** thru the register(s). Customers with ***"Wholesale Charge Accounts"*** will not be allowed to charge these purchases to their account.

Q. Can I just grab an individual plant (3", 4.5" or 5.5") or pack (6 plants per pack) out of a flat or do I have to buy the whole flat?

A. ***No.*** If we grow it in a tray or flat, we sell it by the tray or flat. If we grow it in an individual pot, we sell it by the pot. No mixing & matching varieties. ***You cannot break up a flat or tray from stock at our greenhouse***. ***Customers that just need an individual pack or 4.5"/5.5" pot can pick out those plants from our Outlet Store.*** Again, these types of purchases will be run thru the outlet store registers at ***retail price*** and paid for at the time or purchase. 6.5", 8", 1 gallon, 12" and hanging baskets are sold individually from our greenhouse.

Size	Sold in Multiples of:
3" pot	12
4.5" pot	10
5.5" pot	8
306 flat	1 (*each flat contains 18 plants/cells*)

Q. Can I order annuals weeks or months in advance?

A. ***Yes! There is no such thing as ordering annuals too early.*** Please refer to the Annual Purchasing Program for the current year for purchasing dates at www.nlsupply.com. We take annual orders for customers that need small or large amounts. Annuals may need to be special ordered months in advance so that we can purchase the plugs and grow them for the customer. Those orders are referred to as a ***Grow Contract Agreement***. If we are already in the growing season and you need to secure plants that we have in stock that is called a ***Stock Purchase Agreement***. Please talk to Carrie Stoneman to find out when orders need to be placed by to ensure enough time for your order to be ready. ***Customers must have their accounts up to date (no invoices over 60 days) to reserve plants for future jobs. Accounts not up to date will have previously placed orders rescinded and plants will be made available to sell to other customers.***

Q. When do I order plants I'll need for future jobs?

A. As soon as you know you will need the plants! The more notice the better so that we can arrange to have the plants or varieties that you need. We begin taking spring orders the previous July. Yes, we finish spring and start it again for the next year. Mums and other cool weather annuals for fall begin the previous November for grow contracts or March for pre-season orders. We grow a limited quantity of annuals for in-season orders. ***Please talk to our greenhouse representative (Carrie annualgreenhouse@natorp.com) to ensure the proper timing.*** We do have certain procedures on the purchase, tagging/holding or contract growing that need to be followed. **Please refer to the Annual Purchasing Program for the current year for the dates to order and see the greenhouse sales representative if you have any questions regarding dates or procedure.**

Q. Can I call ahead and have an annual order pulled and waiting for me?

A. Yes! In-season orders can be placed Monday-Thursday and must be picked up Tuesday-Friday. We require ***a minimum of 24 hours' notice*** to process your order and have it available for you to pick-up. Unfortunately, we are unable to accommodate same day requests. Any orders not picked up by the end of the day Friday will immediately be released to inventory for sale. ***Customers who fail to pick up orders in the time specified risk losing tagging/holding privileges.*** Natorp's employees are not able to help load pick-up orders.

Q. Can I have annuals delivered?

A. Yes. Please allow a few days' notice on all deliveries. We ship all annuals on 7 feet tall carts with shelves and wheels for easy moving. These can be delivered to your shop or jobsite. After ***your staff*** unloads each plant from the shelves, we just load up the empty carts. For large jobs, our carts can be left at the site, and we return later (at an agreed upon date and time) to pick up the empty carts. ***We reserve the right to not leave carts if we are running low on carts at our nursery. Natorp Landscape Supply delivery drivers will not unload plants without help from your crew.***

Q. What if I don't take annuals that my company has ordered for us by the want date?

A. On a Grower Contract Agreement, you will have ***7 days past the due date*** before annuals are placed back into stock and your company will be subjected to a fee (***A minimum of 10%, up to the full price for the plants that cannot be sold***). On a pre-season or in-season Stock Purchase Agreement, annuals not picked up by the want date will be ***immediately returned to inventory for sale and subjected to the same fee. It is the responsibility of the customer to call or email Carrie 513-276-8324 or annualgreenhouse@natorp.com if the want date is going to be changed.***

Q. What do I do after my annuals are loaded onto my vehicle at the nursery?

A. Customers can be ***invoiced and checked out*** by our greenhouse staff at our greenhouse (check or credit card only) or if needed customers can take the greenhouse sheet to our NLS (Natorp Landscape Supply) office (gray trailer) for invoicing. All "cash sales" will need to be invoiced at the NLS Wholesale Building.

Q. What do I do after my annuals are loaded but I still need trees, shrubs, perennials, or mulch?

A. Customers wishing to purchase or shop for other material will be directed to go back to the NLS (Natorp Landscape Supply) office or the NLS office can be called so a customer service representative can meet the customer at the greenhouse.

As always, there are questions and answers that cannot be included on any standard policies sheet. If you have a question that is not on these sheets, please feel free to contact Carrie Stoneman 513-276-8324 or annualgreenhouse@natorp.com or talk to anyone in our Natorp Landscape Supply (NLS) office 513-398-4769 ext. 2.

Wholesale Contact Information

Getting here:	Mailing address:	Wholesale office:	Fax:	Email:
6237 Socialville-Foster Road Mason, Ohio 45040	8601 Snider Road Mason, OH 45040	513-398-4769 ext. 2	513-459-7548	nls@natorp.com

Visit www.nlsupply.com to check availability, pricing or place an order 24 hours a day.

Call us for your login and password.

Mark Houston
Wholesale Manager
Cell: 513-515-2035
mhouston@natorp.com

Maddie Cook
Accounts Receivable / Sales
513-398-4769 Ext: 1301
Cell:513-515-2459
mcook@natorp.com

Pat Greeson
Outside Sales Representative
Cell: 513-836-6349
pgreeson@natorp.com

Dave Brangers
Customer Sales Representative
dbrangers@natorp.com

Jen Rowland
Outside Sales Representative
Cell: 513-509-9312
jrowland@natorp.com

Carrie Stoneman
Annual Sales Representative
Cell: 513-276-8324
annualgreenhouse@natorp.com
Please remember to call or email your annuals orders 24 hours before pickup. No walk-ins or same day orders.

Our goal at *Natorp's Landscape Supply* is to provide the landscape professional with a complete selection of high quality, fresh nursery stock, from trees and shrubs to specimen plants, annuals, perennials, groundcovers and more, all locally grown on our 400 plus acres of growing facilities.

Serving:

Landscape Contractors Garden Centers Property Managers
Golf Courses Municipalities Cemeteries
Government Institutions & Programs/Parks