



1-800-657-0745
www.carlinsales.com

2022 Botany Lane's Liner Program

www.botanylane.com

1-800-657-0745 www.carlinsales.com

Customer number: _____
 Company: _____
 Plant Material Contact: _____
 Telephone: (_____) _____
 Street: _____
 City: _____
 State: _____ Zip Code: _____
 Email: _____

Email Orders To: plantorders@carlinsales.com

Payment Method: Credit Card Account

When paying with Credit Card, please contact Accounts Receivables with Credit Card information.

Substitutions (check one):

Yes! Sub with like item to maintain tray quantity
 No subs. Unavailable items will be removed from order

Please use this summary page and the order form/price list provided to place your orders

Please see our "Botany Lane's Plant Liner Program 2022" for additional information. The terms and conditions for plant material are different than our standard terms and conditions. Placing an order confirms the customer's acceptance of all terms and conditions on this sheet and the "Botany Lane's Plant Liner Program 2022"

Customer Signature: _____ Date: _____

Early Order Discount (EOD):	2.5% discount for orders placed before October 15th, 2022
Prices Effective:	July 5th 2021 - April 18th 2022
Tray Sizes:	28 count 50mm Ellepot, 50 count 40mm Ellepot and 72 count 35mm Ellepot.
Tags:	Tags are available at the price indicated on the order sheet. Tags are option unless otherwise noted.
Royalties:	Royalties are not included in the plant price but are listed in the program.
Minimum Order:	Two (2) boxes per shipment. Typically 4 trays for 28 count trays, 6 or 8 trays for 50 count trays and 4 trays on 72 count trays.
Below Minimum Fee:	\$25.00
Minimum per variety:	1 tray per variety
Packing:	See terms and conditions
Box Charges/Handling Fees:	\$4.95 boxing charge, \$5.25 winter protection
Freight Charges:	request quote
Volume Pricing:	See Order Form_Price List
Ship Methods:	FedEx 2 day

**Botany Lane Greenhouse
2021-22 Terms of Business**

Pricing and Terms

Pricing is for plant only, and does not include broker commissions, tags, royalties, or shipping & handling
Pricing and terms are subject to change at any time
All orders are subject to confirmation by Botany Lane and existing crop conditions.

Volume levels for young plants are:		Volume levels for finished plants are:	
0-5000 units	Volume 1	\$0-\$2499	Volume 1
5001-10000 units	Volume 2	\$2500-\$4999	Volume 2
10001-25000 units	Volume 3	\$5000-\$14999	Volume 3
25001-50000 units	Volume 4	\$15000-\$74999	Volume 4
50001+ units	Volume 5	\$75000+	Volume 5

Early Order Discount

Early order discount of 2.5% for orders booked before October 15th 2021 of the current pricing year
EOD applies only to Price Volumes 1-5 and does not apply to special quoted pricing.
Order cancellations/reductions of EOD orders cannot exceed 10% with risk of losing EOD pricing
EOD applies to all liners, pre-finished and finished sizes

Purchase Order Requirement

Purchase Orders are required for every order, at time of booking
No product will be held without a valid purchase order

Minimum Order

All orders must be a total of 2 full boxes minimum, or a fee of \$25 will apply
See below for specific by-variety and by-program minimums where applicable

Liner Tray Sizes:

Trays Per Box

Annuals	50 Elle (40mm) Tray billed as 50	4	
Annual - Dracaeca Spike	72 Elle (35mm) Tray billed as 72	2	
Geraniums	50 Elle (40mm) Tray billed as 50	3	Zonals, Scented, Ivy
Geraniums	28 Elle (50mm) Tray billed as 28	2	Regal
Herbs	50 Elle (40mm) Tray billed as 50	3	
Perennials			
Succulents	50 Elle (40mm) Tray billed as 50	3	
Succulents (tallest varieties)*	50 Elle (40mm) Tray billed as 50	2	Euph. Firesticks, trigona, Senecio stapeliiformis
Tropical Flowering	50 Elle (40mm) Tray billed as 50	3	Hibiscus, Bougainvillea, Adenium, Euphorbia Milii
Tropical Foliage*	50 Elle (40mm) Tray billed as 50	2	Alocasia, Colocasia, Ensete, Dracaena Golden
Tropical Foliage	50 Elle (40mm) Tray billed as 50	3	All other tropical foliage
Tropical Foliage*	72 Elle (35mm) Tray billed as 72	2	Cordyline

*Eligible for pull & pack

Contract Grow Requests: Contact your Carlin Sales rep for details

Cut off times for ordering

Orders must be received by 12 noon (Mountain Time) on Wednesdays to ship the following week.

Annual Liner Program

Program dates: Weeks 27-16

Tray size: 72 Elle (35mm) Dracaena Spike
50 Elle (40mm) All other annuals

GTO Lead Times: 6-20 weeks depending on variety, minimum 5 trays per variety. Alternately, order from spec availability.

Geranium Liner Program

Program dates: Weeks 39-14 Zonal, Scented & Ivy Geraniums
Weeks 50-10 Regal Geraniums

Tray size: Regal Geranium 28-cell (50mm) Tray
Zonal, Scented & Ivy 50 Elle (40mm) Tray

GTO Lead Times: 8 weeks Zonal & Ivy Geraniums Min 5 trays per variety
14 weeks Regal Geraniums Min 5 trays per variety, must be booked by Aug 31st
12 weeks Scented (Ger Citronella) Min 5 trays per variety

Minimum order: Regal Geranium 1 case 56 plants (28 per tray x 2 trays per case) 28 plants per variety
All other Geranium 1 case/200 plants (50 plants per tray x 4 trays per case) 50 plants per variety

Program Notes: Regal Geraniums are sold pinched and cooled.

Herb Liner Program

Program dates: Weeks 1-16

Tray size: 50 Elle (40mm)

GTO Lead Times: 6 - 12 depending on variety

Minimum order: 1 tray per variety

Program Notes: No mixed trays

Succulent Liner Program

Program dates:	Weeks 27-26
Tray size:	50 Elle (40mm)
GTO Lead Times:	No Grow to Order, order from speculative availability only
Minimum order:	1 full box per order 50 plants (1 tray) per variety
Program Notes:	Mixed Trays available as growers choice: Succulent assortment, Echeveria specific assortment and Haworthia specific assortment Succulent Assortment not available to Canadian customers.

Tropical Flowering Liner Program

Program dates:	Weeks 35-26	Adenium	
	Weeks 35-16	Bougainvillea	Unavailable this season
	Weeks 35-16	Euphorbia Milii	
	Weeks 27-6	Hollywood Hibiscus	
Tray size:	50 Elle (40mm)	Adenium, Euphorbia Milii, Hollywood Hibiscus	
GTO Lead Times:	12 weeks	50 Elle Hollywood Hibiscus	Grow To Order encouraged, some spec avail
	No Grow to Order	50 Elle Adenium, Euphorbia	Order from speculative availability only
Minimum order:	1 tray per variety	No mixed trays	
Program Notes:	Bougainvillea liners will not be available for the 21-22 season due to extreme weather damage, but will be available in the future once stock is viable.		

Tropical Foliage Liner Program

Program dates:	Week 40-5	Ensete
	Weeks 35-16	All other tropical foliage liners
Tray size:	72 Elle (35mm)	Cordyline
	50 Elle (40mm)	All other tropical foliage liners
GTO Lead Times:	No Grow to Order, order from speculative availability only	
Minimum order:	1 tray per variety	No mixed trays
Program Notes:	No mixed trays	

Perennial Liner Program

Program dates:	Wk 1-16
Tray size:	28 Elle (50mm)
GTO Lead Times:	No Grow to Order, order from speculative availability only
Minimum order:	1 case (2 trays per case) 1 tray per variety, no mixed trays
Program Notes:	Vernalized perennials ship in dormant stage, with wintered foliage. Variety list includes varieties from Plant Select® and are marked with an asterisk

Shipping

Method:	All orders are F.O.B. Denver, CO FedEx (billed on Carlin Sale's account) Express Ground and LTL Freight Air Freight (Delta) Grower truck/Common carrier			
Fees:	Airport Charge	\$65	per order	
	Box Charge	\$4.95	2-4 pack box	
	Plus Winter Protection	\$5.25	2-4 pack box	Required during extended cold temps
	Plus 4" & Quart Safety Pack	\$4.00	per case	Each pot shrink wrapped & staked
	Plus Pull and pack	\$13.50	per case	(For tall liners packed flat in the case)
	Strawberry box	\$1.05	per tray (For pallet building)	Min 40 liner trays per pallet
	Liner Slider Rack	\$90-\$105	per rack (Built per order)	Liners - cost dependent on number of shelves
	Pallet Rack \$90-\$120	\$90-\$120	(Custom shelved pallet shippers)	Finished - cost dependent on number of shelves
	Plus Winter Wrap	\$48		Required during extended cold temps
	Phytosanitary Cert	\$80	Puerto Rico	
	Phytosanitary Cert	\$95	Canada, Bermuda, Bahama, Trinidad	
	Below Minimum	\$40		
	*Package costs subject to change			
Program Notes:	Contact us for quotes on Grower Truck and Common Carrier Grower truck is for front range Colorado only (Fort Collins to Pueblo) Botany Lane reserves the right to move ship date due to weather, and truck availability. Customer will assume responsibility for orders once departed from Botany FED EX & ALL 3rd PARTY FREIGHT SHIPS AT CUSTOMER'S OWN RISK, Botany Lane and Carlin sales are not responsible for claims occurring in t			
Boxing:	Liners, Pre-Finished & Retail Ready			
Dimensions:	All liners	22L x 13.5W x 15H		
	Quart / 4"	22.75L x 16.5W x 11.5H		
	PF BLG	?		
	Succulent Retail Ready	23.25L x 16.5W w 12.5H		
Weight:	Succulent liners	30 lbs		
	All other liners	30 lbs		
	Quart / 4"	20 lbs		
	Succulent Retail Ready	30lbs		
Minimum order:	FedEx delivery minimum of 2 cases (Liners and qt/4" only - gallons and larger are not boxed)			
Pallet:	Boxed Pallet	(Prefinished/Finished)	30 boxes per pallet (minimum 8 cases)	
	Liner slider pallet	(Liner trays only)	Variable, depending on tray size	
	Strawberry Box 6"	22" x 12" x 6"	(28-cell & large liners)	8 boxes per level, can stack up to 12 levels (96 trays per pal
	Strawberry Box 4"	22.25" x 10.5" x 4"	(All other liners)	8 boxes per level, can stack up to 15 levels (120 trays per p
	Custom shelved One Way Pallet Shipper		Varies by order, can fit 80-120 trays per pallet	
Dimensions:	40" x 48" x 84" maximum			

Weight:

600 lbs full pallet

Tags & Royalty

Tags for succulent liners are optional for orders booked 4 weeks in advance, and will be shipped with the plants. Orders for 25+ trays can opt to receive direct from supplier
Tags for Flavor Table® herb liners are available to book and will ship with plants
Tags are mandatory for Hollywood Hibiscus liners and PF, managed by J Berry, there are multiple tag options to choose from and will ship separately from plants
Tags for perennial liners are mandatory for Plant Select varieties, and optional for all other perennial varieties, must be requested and will ship with plants.
Tags for perennial liners can also be ordered direct from John Henry if desired
For tags shipping at time of order, please note back orders may occur
Tag prices vary, charges will be added to invoice.
Pre-finished come with a variety/care tag
Finished Succulents come with a care tag
Royalties will be added to invoice on applicable varieties.

Claims

Transportation/Delivery problems must be declared to the shipper at time of receipt and reported to the Broker within 24 hours.
Botany Lane is not responsible for freight claims unless shipping on Grower Truck
Quality/Shortages must be submitted to Botany Lane within 48 hours of receipt.
If it is unclear as to whether a claim needs to be submitted pending the survival rate of a shipment, please submit a preliminary claim notification within the specified timeline
Final numbers for preliminary claims must be submitted within 4 weeks of receipt.
See Grower's Tech Sheets for minimum crop requirements, to ensure optimal conditions for the product.
Photos are required for assessing any and all claim requests, and must be representative of the entire claim. For example, each tray with an issue must be photo documented.
FED EX AND ALL 3rd PARTY FREIGHT SHIPS AT BROKERS OWN RISK, Botany Lane is not responsible for claims occurring in transit
Examples of claims not covered: frozen, tossed/broken in transit, crushed, lost, delayed
Broker will assume responsibility for orders once departed from Botany Lane
Botany Lane reserves the right to deny claims which do not meet stated criteria

Cancellations

Grow To Order: No cancellations within stated lead times, as production will have been started.
At-once orders: Cancellations of orders booked from open availability can be made within 48 hours of booking, after that window, a 20% restocking fee will apply.

Substitutions are not automatic and require approval.

Back Orders

At Botany Lane, we will do our best to produce on time, based on input supply and availability. Due to variables in the growing process, products may be back-ordered.
In the event of a back order, broker remains responsible for freight

Product Warranty

Botany Lane Greenhouse warrants to the extent of the invoice price, plant material is sold true to name, disease-free and with viable root system.
Botany Lane is not responsible for variations in genetics.
No other warranty is given, expressed, or implied.

Thank you for your continued partnership with Botany Lane Greenhouse