



El Nativo Growers, Inc.

Growers of Quality Plants for the California Landscape

(626) 969-8449 ❖ Fax (626) 969-7299

Website: <http://www.elnativogrowers.com> * [General Email: sales@elnativogrowers.com](mailto:sales@elnativogrowers.com)

GENERAL INFORMATION ABOUT PRICED AVAILABILITY LIST (WHOLESALE ONLY)

PRICING: We now offer quantity discount pricing to all of our wholesale customers. Quantity discounts begin for many items at 10 units. The availability list has four quantity discount categories for most items. The price indicated in the appropriate quantity column is the price the customer will pay for that item for the calendar dates the list covers. Quantity discounts are per item only. Multiple items may not be combined to reach a discount level. Quantity discounts apply to a single invoiced transaction only and may not be combined with other invoiced transactions during the same availability period. Prices are valid while supplies last only and may change in a subsequent availability list without notice. No backorders will be accepted without specific approval from a salesperson. All minimum order levels and delivery minimums/charges apply to each order.

Availability changes on a daily basis. We encourage all of our customers to fax/email availability requests to receive the most current availability and pricing. [Please contact a salesperson](#) if you have any further questions.

A BRIEF EXPLANATION OF OUR AVAILABILITY LIST:

FILTERS: If you received the MS Excel version of the document and have Excel 2007 or higher, you may use the filters above each column to sort on specific criteria. For instance, under size, you may sort to only show 1g, 5g or any combination. You may also sort under description to list only succulents, or only grasses, etc. You may sort on California natives by choosing sorting by CA in the CA column. Or use any combination to get very specific results. Make sure you use 'wildcards' to display the full results. For more information on 'wildcards', see the help section in MS Excel.

SEARCHING: If you received the .pdf version of the document, you will not be able to sort in the same manner as with the Excel version but you may search the document for results with Adobe Reader 9.0. You may search using a number of criteria. Please see the help section in Adobe Reader 9.0 for more information. For a free download of Adobe Reader 9.0, [click here](#).

CODES: Each line item is coded with an abbreviation or series of abbreviations to provide additional information about the specific lot(s) that are currently for sale.

CA - If the plant is marked with a 'CA', it is considered a California native. For our definition, we have included naturally occurring natives (within the state boundaries), native selections and hybrids (with at least one native parent), and a few Baja species.

R - Retail Quality. A retail quality product is a higher quality product and is suited for high-end, high profile jobs, retail nursery shelves, etc. The products are more uniform, often in bud or bloom, have regular soil levels, etc. Many natives, some drought tolerant plants, and plants that undergo either winter or summer dormancy may still receive an 'R' rating even though they may not specifically meet all of the listed criteria. For these species, and 'R' rating indicates that they are the highest quality that one would expect for the item grown in a container and/or grown at a particular time of the year.

L - Landscape Quality. A landscape quality product is well suited for installation into most landscape/commercial jobs. These products are generally not suited for retail nursery shelves. The products typically have some characteristics that prevent them from being retail quality. These include, lower soil levels, dormancy, cut back material, non-uniform structure, or a combination of these and other factors.

BL - Bloom. The plant material is either in bud, partial bloom, or full bloom.

VAR - Variable. The crop is variable in form, size, or structure. If many units are ordered, the customer should not necessarily expect a uniform crop. The probability of variable material increases with higher quantities.

OG - Overgrown. The crop is considered overgrown. In most cases the crop has not been cut back.

LS - Low Soil. The crop has low soil levels but without exposed roots. This is typically an aesthetic issue only.

EC - End of Crop. This note signifies that there are only few items left from the specific original lot. It is used to indicate that the customer should expect that this plants will be highly variable and are the items that have been left after all others have sold.

CB - Cut Back. The specific lot has been cut back.

DM - Dormant. Plants may go into dormancy in the winter or summer. Some plants will be pushed to total dormancy (completely brown) and others will become semi-dormant, showing both green and brown on its leaves. Some plants will be cut back to the base for the winter or summer and some will be left as they are. The state of plant's dormancy in a nursery container can also be affected by the stage of the plant's production within the nursery operation. So at times, plants that would typically be dormant in a landscape may act as a semi-dormant or evergreen plant in the nursery setting. Finally, some plants will go fully dormant regardless of the temperatures or state of production in the nursery.

VS - Very Small. The item is very small and very lightly rooted. Although the item can be successfully planted, the installer should take special care when planting.

El Nativo Growers, Inc.
phone (626) 969-8449 * fax (626) 969-7299
www.elnativogrowers.com ** sales@elnativogrowers.com

S – Small. The item is small and lightly rooted. Many natives and other drought tolerant plants are better and most successfully planted when small. Items listed as small are typically not suited for retail nursery shelves and certain types of high profile jobs, regardless of the noted benefits of planting small plants.

FE – Few remain. There are few to very few items left for sale in the current lot.

WILL CALLS: We can arrange for will calls in both our Azusa (Los Angeles County) and Somis (Ventura County) yards. The cut off time for orders to be brought to the Azusa yard for next day pickup is 12 noon the day prior. Somis will calls may require additional time if the order includes material from our Los Angeles County yard. There are times when your salesperson may be able to execute your order after the 12 noon deadline. Please do not hesitate to call. Once your order has been confirmed, material may be picked up in the Azusa yard Monday through Friday between 7:30 A.M. and 3:30 P.M and Saturday between 7:30 A.M. and 11:30 A.M. At Somis, material can be picked up Monday through Friday between 7:30 A.M. to 2:30 P.M. We accept the following forms of payment at both yards: exact cash, check, or prepayment with MasterCard, Visa, or American Express. If you wish to pay with a credit card, please arrange for the payment with your salesperson before the will call. Please remember that we are not able to accommodate walk in orders (order not placed ahead of arrival) at either location due to our setup and operational protocols. Field personnel are not authorized to conduct sales or to confirm that material is available for direct sale. Please place your order with a salesperson before arriving at either of our will call locations.

DELIVERIES: For information regarding deliveries, including minimum order size, freight charges, etc., please see the ‘Placing Orders’ page on our website. http://www.elnativogrowers.com/placing_orders.htm

Container Legend

Description	Volume	Item #
4" (4"W x 3 1/2"H)	0.9697 qt	JMCSR350-1
1g (6 1/2"W x 7"H)	0.679 gal	01-08250-0010
1g (6"W x 7 1/4"H)	0.734 gal	01-00250-0500
2g (8 1/2"W x 8 1/2"H)	1.58 gal	01-04450-0591
3g (9 5/8"W x 9 1/2"H)	2.703 gal	01-04550-0111
5g (9 3/4"W x 12"H)	3.281 gal	01-04570-0510
5g (10 1/8"W x 12"H)	3.46 gal	01-08570-0070
15g (14 1/2"W x 17"H)	10.257 gal	01-04710-0520

Delivery Fees: El Nativo Growers, Inc. provides deliveries throughout Southern California when your orders meet our minimums. If the order does not meet our minimum for free delivery, a modest charge will apply. Delivery fees are subject to change without notice. Please contact a sales representative for details. For the most recent rates, please click here: [Minimum order size and freight charges](#)

JAMES CAMPBELL
INSIDE SALES - CALIFORNIA
DIRECT: (626) 385-3901
MOBILE: (626) 675-7345
Email: campbell_james@elnativogrowers.com
MAIN FAX: (626) 969-7299
MAIN OFFICE: (626) 969-8449 EXT 101
HOURS: M-F 7:30 AM to 4 PM

REBECCA NASH
INSIDE SALES - CALIFORNIA
DIRECT: (626) 385-3902
MOBILE: (626) 675-7347
Email: rnash@elnativogrowers.com
MAIN FAX: (626) 969-7299
MAIN OFFICE: (626) 969-8449 EXT 102
HOURS: M-TH 7:30 AM to 1:00 PM

ANDREW AVERY
OUTSIDE SALES –LA COUNTY
DIRECT:(626) 385-3906
MOBILE:(626) 675-7340
Email: avery_andrew@elnativogrowers.com
MAIN FAX: (626) 969-7299
MAIN OFFICE: (626) 969-8449 EXT 106
HOURS: M,T,TH,FR 12-4, W 7:30-11:30

El Nativo Growers, Inc.
phone (626) 969-8449 * fax (626) 969-7299
www.elnativogrowers.com ** sales@elnativogrowers.com