



The Landscaper Purchasing Experience at Annie's

Hello and thanks so much for all your business!

We are so proud that you choose to use our plants in your work!

As we gear up for the 2022 Spring season, we wanted to reach out and explain the process of shopping at Annie's as a landscaper/professional and offer some tips to help you get the plants that you and your clients want.

Here at Annie's, all of our plants are grown on site. Our retail tables serve a dual function of being both our sales space **and** our grow space. We supply 3 separate departments: Retail, Mail Order and Wholesale. Which means that the crops that are out in the retail space may already be sold to another department. Due to space limitations, sold plants are not always moved off of the "sales" floor.

With this in mind, there may be a limit to how much of a crop is available for purchase by our retail and landscaper customers. We want to supply you with every single plant that you want. However, in some cases, we may not be able to accommodate a larger request --especially for our most popular plants. We understand that this can be confusing and frustrating when you are looking to buy plants here and it appears that we have plenty on our tables, but we have to limit the number we can sell to you in order to keep all our departments running smoothly. We are actively working on new processes and solutions to this and will update you when we have those systems in place. We appreciate your understanding.

Retail Nursery Purchases:

To streamline your retail shopping experience, we recommend you find a staffer when first arriving at the nursery and communicate any species for which you need more than a flat of (16 plants). This allows us to check our inventory before checkout, approve quantities and assist you in locating substitutes or alternatives in the event we are sold out.

Alternately - some of our landscape customers find it easier to contact us ahead of their visit to check inventory, availability and to get desired quantities approved. If you wish to check on availability in advance, please email us at retail@anniesannuals.com for all questions, comments, concerns and requests. Please know that we will do our very best to get back to you as soon as possible but during the height of season it may take a several days for us to respond. Note, our Mail Order Department is unable to assist with purchases and inquires around retail transactions.

Mail Order Purchases:

In addition to purchasing your plants directly from our Retail Nursery, you are also able to apply your landscaper discount when you are ordering from our Mail Order department. You may do so by calling 888.266.4370 Monday thru Friday, 9am – 4pm, or anytime via our website, www.anniesannuals.com. To receive your discount on orders placed through our website, please forward the resulting invoice along with your Mail Order ID to contact@anniesannuals.com with a note requesting to apply your landscaper discount.

Also—please note that we cannot “hold” plants or do will call orders at this time. Plants sold in retail and mail order are on a first come, first basis.

Minimum Purchase Requirements:

For all landscape purchases: Please keep in mind that purchases of 63 or fewer **discount eligible plants** receive 10% off. Once an order has hit 64 **discount eligible** plants, the discount will increase to 20% on all **eligible** plants. If you are purchasing with a resellers license, please mention your tax-exempt status at checkout so we can confirm in your account and remove the tax from the sale.

Discount Eligible Plants:

While Annie's offers hundreds of different plant varieties to landscapers at a discount, there are some plants that are not eligible. Attached to this email you will also find the updated list of plants that are **not eligible** for landscaper discounts in 2022. If you have any questions about our process or your current account status, please feel free to contact us.



Annie's

ANNUALS & PERENNIALS

Rare, Heirloom & Unusual Plants

LANDSCAPER POLICY

We offer discounts on retail prices to Garden Designers and Landscapers. Please provide one of the following forms of identification.

Business, Architect or Contractor's License

CA Resale Certificate (should be related to horticultural products)
Please complete the Resale Certificate form included in this application

Business Check / Company Credit Card

63 plants or fewer = 10% discount* } **A flat contains sixteen 4 inch potted plants**
64 plants and above = 20% discount*

***Some plants are not discount eligible. Please refer to the No Discount section of the application for a full list.**

Please note:

Your clients will not be able to purchase plants for a discount under any circumstances.

Discount applies to plant material only and cannot be combined with other discounts.

RETAIL NURSERY CUSTOMERS ONLY:

All materials should be pulled and loaded by you or your helper.

Please make minimal use of our retail sales staff.

We only accept payment when material is being actively collected. We cannot take payment over the phone.

ALL CUSTOMERS:

We do not place plants on hold.

Only a CREDIT/DEBIT CARD will be accepted as payment.

Please make sure you check in with our sales team to see if there are any updates, and identify yourself as a Landscaper before we process your order.

Thanks in advance and happy shopping!

801 Chesley Ave, Richmond, CA 94801

Ph: 1.888.266.4370, Option 1

www.anniesannuals.com



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Landscaper 2022 No Discount List

Achillea - All
Agave - All
Ajuga 'Catlin's Giant'
Aloe - All
Alstroemeria - All
Angelica stricta purpurea
Anthriscus sylvestris 'Raven's Wing'
Antirrhinum - All
Aquilegia - All
Arctostaphylos - All
Arthropodium cirratum
Asclepias - All
Astilbe chinensis var taquetii
Begonia - All
Beschorneria agavoides 'Flamingo Glow'
Calceolaria - All
Callirhoe involucrata
Callistemon 'Cane's Hybrid'
Camissonia cheiranthifolia
Campanula latifolia 'Brantwood'
Campanula poscharskyana 'Blue Waterfall'
Carex divulsa
Carex pansa
Ceanothus - All
Clematis 'Polish Spirit'
Convolvulus sabatius
Coreopsis 'Cosmic Eye'
Corydalis 'Porcelain Blue'
Crassula falcata
Dahlia - All
Delosperma - All
Digitalis - All
Dudleya - All
Dymondia margaretae
Echeveria - All
Echinacea - All
Erigeron glaucus 'Wayne Roderick'
Eriogonum nudum 'Ella Nelson's Yellow'
Euphorbia characias 'Dwarf'
Ferns - All
Fragaria - All
Geranium - All
Geum 'Blazing Sunset'
Geum 'Totally Tangerine'
Heliotropium arborescens 'Alba'
Helleborus - All
Heuchera - All
Hibiscus splendens
Hydrangea - All
Iris confusa 'Chengdu'
Jasminum polyanthum 'Pepita'
Lathyrus - All
Lavandula - All
Lessingia 'Silver Carpet'
Lewisia - All
Lilium formosanum
Lotus berthelotti
Lupinus 'Manhattan Lights'
Lychnis coronaria
Mangave 'Lavender Lady'
Mentha requienii
Mimulus 'Jelly Bean Fiesta Marigold'
Mimulus 'Pamela'
Muhlenbergia capillaris
Nicotiana 'Lime Green'
Oenothera - All
Orlaya grandiflora
Orthrosanthus multiflorus
Osteospermum 'Zion Copper Amethyst'
Pelargonium 'Australian Mystery'
Pelargonium 'Lord Bute'
Penstemon heterophyllus 'Margarita BOP'
Ribes - All
Rubus calycinoides
Salvia apiana
Salvia clevelandii 'Winifred Gilman'
Salvia leucophylla x clevelandii 'Poza Blue'
Salvia sonomensis
Satureja douglasii
Scabiosa - All
Sisyrinchium bellum 'North Coast'
Sisyrinchium hybrid 'Devon Skies'
Teucrium aroanium
Thalictrum rochebrunianum
Thymus praecox 'Elfin'
Verbena 'De La Mina'
Yucca - All



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LANDSCAPER APPLICATION

Please submit your completed application with a photocopy of one of the forms of identification (listed on the Landscaper Policy) using any of the following options: mail to 801 Chesley Ave. Suite 100, Richmond, CA 94801, in person at our retail nursery located at 740 Market Ave., Richmond, CA 94801, or by emailing it to contact@anniesannuals.com.

Business Name: _____
 Contact: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____
 E- mail: _____

PLEASE PROVIDE ONE OF THE FOLLOWING FORMS OF IDENTIFICATION:

- C-27 Landscape Contractor's License # _____
- Landscape Architect's License # _____
- Landscape Designer (Business License) # _____
- Resale Certificate (send completed form with application) # _____
- Nursery Owner/Employee
- Business credit card or business check (pre-printed)

Please note:

For retail nursery customers: All materials should be pulled and loaded by you or your helper. Please make minimal use of our retail sales staff. **We do not accept payment over the phone for retail purchases.**

For all customers: Your clients will not be able to purchase plants for a discount under any circumstances. Discount applies to plant material only and cannot be combined with other discounts. We do not place plants on hold. We accept CARDS ONLY.

Other Persons Authorized to Purchase:

NAME	POSITION

In signing this application, I agree to the terms listed above.

Signature: _____ Date: _____

TO BE COMPLETED BY STAFF

Identification attached <input type="checkbox"/> Partially entered in Vend <input type="checkbox"/>	Name: _____ Date: _____
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Approved Denied
 Date: _____
 Vend ID: _____

801 Chesley Ave, Richmond, CA 94801
 Ph: 1.888.266.4370, Option 1
www.anniesannuals.com

California Resale Certificate

I HEREBY CERTIFY:

1. I hold valid seller's permit number: _____

2. I am engaged in the business of selling the following type of tangible personal property:

3. This certificate is for the purchase from _____ of the item(s) I have listed in paragraph 5 below. [Vendor's name]

4. I will resell the item(s) listed in paragraph 5, which I am purchasing under this resale certificate in the form of tangible personal property in the regular course of my business operations, and I will do so prior to making any use of the item(s) other than demonstration and display while holding the item(s) for sale in the regular course of my business. I understand that if I use the item(s) purchased under this certificate in any manner other than as just described, I will owe use tax based on each item's purchase price or as otherwise provided by law.

5. Description of property to be purchased for resale:

6. I have read and understand the following:

For Your Information: A person may be guilty of a misdemeanor under Revenue and Taxation Code section 6094.5 if the purchaser knows at the time of purchase that he or she will not resell the purchased item prior to any use (other than retention, demonstration, or display while holding it for resale) and he or she furnishes a resale certificate to avoid payment to the seller of an amount as tax. Additionally, a person misusing a resale certificate for personal gain or to evade the payment of tax is liable, for each purchase, for the tax that would have been due, plus a penalty of 10 percent of the tax or \$500, whichever is more.

NAME OF PURCHASER _____

SIGNATURE OF PURCHASER, PURCHASER'S EMPLOYEE OR AUTHORIZED REPRESENTATIVE _____

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PRINTED NAME OF PERSON SIGNING	TITLE
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ADDRESS OF PURCHASER _____

TELEPHONE NUMBER ()	DATE
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