

Botanique Wholesale Price List 2009



Above: *S. flava* pitchers (leaves)



Below: *S. purpurea* pitchers



Calopogon sp.

Sarracenia, Pitcher Plants — Our Specialty!

Sarracenia are a attention-grabbing perennials with gorgeous flowers and fascinating, beautiful foliage. Our best-selling item for retailers is an assortment of species and hybrids, all labeled, with care sheets: **The Sarracenia assortment is available in 3 grades, all are 1/2 to 1 gallon pot size-large**

#1 Dormant, bare-root. No foliage yet, shipped packed in moss or similar fill. Our lowest cost, large size Sarracenia. (Pot in 2-4 qt. deep pots.) Available only from Jan.–March. \$8.00 each. Plus shipping (See “Terms”).

#2 Growing, bare-root. These are producing pitchers and/or flowers, buds etc. The weather influences crop availability, but these are usually available mid April–Oct. Shipped packed in moss or similar fill. (Pot in 2-4 qt. deep pots.) \$9.00 each. Plus shipping (See “Terms”).

#3 Potted plants are usually available mid April–Oct. We use a 6 inch diameter, half gallon container (e.g. Classic 200) for most plants; wider pots are often used for rosette type growers. You must arrange Nursery pick-up or delivery (boxing/mailing is not cost effective). \$9.00 each.

***Calopogon* sp., Grass Pink, Bog Orchid.**

Our best selling wildflower is also a native orchid. It's hardy to at least zone 6. Bright pink flowers typically bloom during late May through June. The butterfly-shaped orchids are about 2 inches, on tall, thin stems. Buds start opening from the bottom of the spike, which can reach 12-16 inches tall.

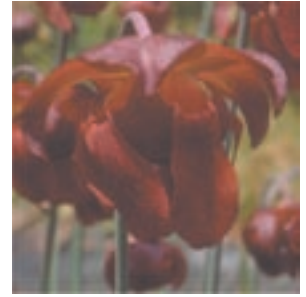
The best pricing is on dormant corms (available Dec.–May), which can be potted in a 4-inch, square (or other similarly sized container). Refrigerating dormant corms, and potting them up on a staggered schedule, can increase the blooming period. Usually, 8-12 weeks is needed to get dormant/potted corms to bloom. Grow moist, in a peat/sand mix. Instructions sent with order.

Potted Plants are usually available. Due to the heavy, fragile nature of potted/growing plants, we do not recommend shipping potted *Calopogon*. Potted plants can be picked up at our nursery by appointment (see Terms) or often delivered in the Central, VA and surrounding areas.

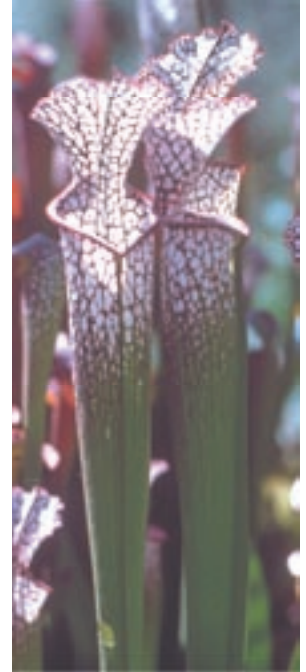
Dormant corms are \$4.50 each, shipped Dec.–May.

Potted Plants, available May-July, in 4 inch square pots are \$6.00 each.

White flowered *Calopogon* are \$10.00 each **Sold out until Fall 2009.**



S. leucophylla, flowers above and pitchers below



Cut pitchers, for the florist market, are seasonally available at \$1.00 each. Cut pitchers are normally packed 100 per box. Minimum order for cut pitchers is 1 box (100 pitchers). Shipping fees are added, based on actual cost. A boxing fee of \$2.00 per box is also added. Contact Rob for more information.

Quantity Price Discount

If you order \$600.00 or more, you may reduce the price of each **regularly priced, live** *Sarracenia* by \$1.00. Special color forms or varieties are not eligible for this discount (fixed price). If you make several orders during the year, you may take this discount after your total for all orders exceeds \$600.00. Established customers with histories of quantity orders. Please contact Rob to confirm pre-approved reduced pricing.

Quality Statement

Botanique does not sell field collected plants. Prices reflect the fair value and the years it takes to produce top quality plants. Our plants are ready for retail sales and are vastly superior to those puny discount sources which will take years to make a landscape or garden showpiece. Botanique's plants are big enough to grab the attention of customers passing by, landing additional sales. We offer types that simply are not available elsewhere because they were developed at Botanique.

Be wary of other vendors offering cheap *Sarracenia*; selling field collected or poached plants can ruin anyone's reputation. There are over twenty five years of growing expertise behind Botanique. We have been recognized nationally by many organizations as the premier source of *Sarracenia*.

If you are interested in custom assortments or single species of *Sarracenia*, please contact Rob to confirm availability and prices. Special orders should be made well in advance of requested delivery dates. Currently, we have the following *Sarracenia* species available at wholesale rates: *S. alata*, *S. flava*, *S. leucophylla*, *S. purpurea*, *S. rubra* ssp. *wherryi*, plus mixed hybrids. Contact Rob regarding availability and pricing of special color forms or selected varieties.

Terms of Sale and Ordering Information

Minimum order is \$200.00. Free shipping is usually not available to wholesale orders. Shipping and packing fees are added based on the actual cost or estimated cost to ship an order. We ship US Mail Priority. Shipping is available in the continental U.S.A. only. Customer pick-up of orders must be arranged in advance. Visits to Botanique require an appointment. Retailers, please provide a Federal and/or State Tax identification number.

Ordering/Contacting us: You may e-mail an order, mail it in via U.S. Mail or request a telephone call to discuss your order. If you wish contact by phone, please give Rob your phone number and good times to call and he or Butch Bailey will try to get back to you as soon as possible. We do not have a full time employee at the phone, but you may leave a message at: 434-985-3060. This is Rob's home/office number.

E-mail:

**for availability, horticultural questions, visits and accounting, please contact Rob: rob@pitcherplant.com
for business and corporate sales, please contact Butch Bailey: butch@pitcherplant.com**

Write to:

**Botanique, Rob Sacilotto
387 Pitcher Plant Ln.
Stanardsville, VA 22973**

Payment: Open accounts can be established for regular customers. Others need to provide payment by check, money order, or bank draft. We are no longer accepting credit card orders due to the high cost.

Guarantee: Plants are guaranteed to arrive live, in good condition and as advertised. Returns must be made within ten days, unless other arrangements are made. Contact Rob if returning is necessary. Refunds/exchanges are for the actual cost of the order, including shipping. We cannot be held liable for incidental or consequential damages.

