



Growing Opportunities for Agriculture

Welcome 2020 tray program customers!

We look forward to working with you in this coming year. Our website, nwtransplants.com is another source for all of the following information. Our Tray program is for the customer that orders 5,000 plants or less of any one variety with the same outdate (*the date that you would like to receive your plants*). This may also be your solution to avoid penalties for low germination. As you review this packet and have questions please call Les Lucht, Deb Sullivan or Neal Lucht at 503-651-3302 or email your questions to les@nwtransplants.com, or debbie@nwtransplants.com.

TO PROCESS YOUR ORDER: Simply fill out the order form enclosed and mail, email, fax or deliver it to our office (calling ahead is always appreciated). **Please submit your order to us in writing**, and get your order and seed to us **2 weeks prior to seeding**. Please note that **we cannot meet your outdate unless the seed is delivered 2 weeks prior to seeding.**

ORGANIC GROWERS:

NO order for organic plants, will be accepted without the Organic Seed Documentation.

We have been certified to meet the USDA Organic Certification Standard since 2002. Growers must provide **certified organic seed** (with a copy of the producer's organic certificate) or **the seed search & producers affidavit documents** needed to meet organic requirements for all other seed. Further information on organic seed or "non-treated" seed documentation can be provided upon request.

OUR TRAY SIZE OPTIONS:

18 cell (3 ½" pots) For Lg. Tomatoes, Peppers, etc.

- *6 tray minimum per variety*
- *Requires 2 extra weeks*
- *Add \$1 per tray to price*

98 cell (1 ½" dia. Plug) For Melons, Squash, Pumpkin, Tomatoes

200 cell (1" dia. Plug) (Most commonly used tray) – For Broccoli, Cabbage, Tomatoes, Peppers, etc.)

YOUR SEED: Attached please find a list of seed companies that will be able to help you obtain your seed and whom you may call for information on varieties. **Northwest Transplants will not make recommendations on any varieties.**

We recommend you order seed as soon as possible from your supplier. We cannot guarantee production on hand collected and saved seed. Avoid low/no recovery due to poor germ by supplying us with the freshest seed with the best tested germ rates available. Please attempt to have all your seed accompany your order. Seed can be sent to us directly from the seed company as long as the seed vendor invoices you directly and clearly indicates for whom the seed is intended.

NOTE: The quantity of seed that you need to obtain should be higher than the number of plants that you order. We recommend 1.4 times the number of plants requested. **Example:** for 7 trays ordered, 200 cells per tray, you would need approximately 1,960 seeds ($7 \times 200 \times 1.4 = 1,960$). Make sure to ask your seed salesperson for the best quality of seed available (i.e. high germ and vigor). *This is just a guideline and may need to be adjusted for germ rate and vigor.*

Our office hours for seed delivery and order placement are: Monday through Friday, between 9:00 A.M. and 4:00 P.M. (avoiding the lunch hour is appreciated). We will ask you to sign a dated receipt verifying that NWT received your seed.

Upon receipt of your seed we will make note of the seed properties, identify each seed container with your company name and I.D. number, and place it in your company container in our seed room. It then will be seeded and moved to a greenhouse at the scheduled times.

No changes may be made to your order after seeding. If you have questions regarding your order at any time please give us a call.

TO PICK UP YOUR PLANTS: Please note that Northwest Transplants will not be responsible for the quality or production of any plants that are held past their scheduled outdate. Please plan to pick-up your plants by your scheduled outdate. To schedule pick-up please call our office. Special arrangements must be made for pick-ups outside of our regular hours.

DELIVERY: Delivery of your plants may be arranged two weeks prior to the outdate. Please indicate that delivery is required at the time of ordering. Delivery fees will apply.

PAYMENTS: You will be invoiced for all trays ordered regardless of whether they are picked up or not. In the event you have a low or no germ tray, we will discuss discounts on a case by case basis. You will have the option of paying for your plants by cash, check, or credit card at the time you pick up your order.

PRE-PAYMENT DISCOUNT: Paying for trays at the time of ordering can provide a discount of \$1 per tray.

If you have any questions, please do not hesitate to call Les, Deb, Lauren or Neal at 503-651-3302.

Thank you, we look forward to working with you!

Les Lucht, Sales Manager

Deb Sullivan, Account Manager

Neal, Pamela & Lauren Lucht, Owners

NORTHWEST TRANSPLANTS

TRAY PRICE CHART - 2020

| TOTAL TRAYS PER VARIETY EACH SEEDING | * Total business volume with NWT in 2019 | | |
|---|--|----------------------------------|-------------------------------|
| | 2019 VOLUME UNDER *\$3,000 | 2019 VOLUME *\$3,000-\$10,000 | 2019 VOLUME OVER *\$10,000 |
| 1 to 4 trays | \$17.00 | \$14.00 | \$12.00 |
| 5 to 19 trays | \$15.00 | \$12.00 | \$11.00 |
| 20 + trays | \$13.00 | \$10.00 | \$9.00 |
| 1 to 4 Organic | \$23.00 | \$19.00 | \$17.00 |
| 5 to 19 Organic | \$19.00 | \$15.00 | \$14.00 |
| 20 + Organic | \$16.00 | \$12.00 | \$11.00 |
| ***For seedlings started November 1st to March 1st, add \$4.00 per tray for extra heat.*** | | | |
| <i>For pot up to 18 cell trays add \$1 per tray and 2 extra weeks.</i> | | | |
| This pricing does not extend to ornamentals or hemp | | | |

You can purchase seed from ***any company of your choosing***. The following companies may also provide seed or variety information. See the 'Your Seed' section of our introduction letter for more details regarding seed.

Seed Companies

Logan-Zenner

2020 North Commercial Ave
Pasco, WA 99301
Phone: (800) 495-0552
www.loganzenner.com

Stokes Seeds

Buffalo, NY 14240
Toll Free: (800) 396-9238
www.stokeseeds.com (order online)

Siegers Seed Co.

Holland, MI 49424
Toll Free: (800) 962-4999
www.siegers.com (order online)

Johnny's Seeds

Foss Hill Road/RFD 1 Box 2580
Albion, Maine 04910
Phone: (207) 437-4357
www.johnnyseeds.com

Abbott & Cobb

17333 Wagner Rd.
Caldwell, ID 83607
Phone: (800) 345-7333
www.abbottcobb.com

Osborne Seed Company LLC

2428 Old Hwy 99 S. Road
Mt. Vernon, WA 98273
Phone: (360) 424-7333
Toll Free: (800)-845-9113
www.osborneseed.com (order on line)

Vitalis Organic Seed

831-737-0525
www.vitalisorganic.com

Gowan Seed

800-883-1844
www.customerservice@gowanco.com

NORTHWEST TRANSPLANTS

32300 S. Dryland Road
Molalla, Oregon 97038

Phone: (503) 651-3302

Fax: (503) 651-3339

TRAY ORDER FORM

Order Date _____

Order No: _____

NEW CUSTOMER?

Please fill in customer information

Customer Name

Contact Person

Address

City State Zip

BUSINESS PHONE NO: HOME PHONE NO: MOBIL PHONE NO: FAX NO:

PAYMENT TERMS CASH/COD VISA/MASTER CARD

DELIVERY TERMS CUSTOMER PICKU DELIVERED

Subject to delivery charge

SALES REP:

| QUANTITY OF TRAYS | CROP | VARIETY | OUT DATE | OFFICE USE ONLY | | |
|-------------------|------|---------|----------|-----------------|-----------|--|
| | | | | WEEK | TRAY SIZE | |
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PLEASE FILL IN YELLOW COLUMNS: QUANTITY, CROP NAME (ie. Tomato, Corn, cabbage, etc.), VARIETY, AND OUT-DATE. TRY TO MATCH TO INFORMATION ON THE SEED PACKAGE.

200 CELL TRAY RECOMMENDED FOR MOST CROPS. 128 CELL TRAY FOR MELONS AND SQUASH
PLANTS PER/TRAY VARY ACCORDING TO SEED QUALITY AND VIGOR. WHEN ORDERING TRAYS, (RULE-OF-THUMB) FIGURE 80% RECOVERY.

IF YOU HAVE ANY QUESTIONS REGARDING THIS ORDER, PLEASE CALL NORTHWEST TRANSPLANTS

