



To all of our valued & prospective Customers:

Thank you for considering Angelica Nurseries to provide you with quality products to meet your plant needs. We are releasing our Fall 2012/Spring 2013 Master Availability and with it, new pricing, which will be effective September 1, 2012 through June 30, 2013.

We would like to specifically call your attention to the following two paragraphs, as they relate to our new and improved grading methods:

You will notice a change to our grading method with this Master Availability. Our product will be graded and priced according to the industry standards as established by the American Nursery & Landscape Association (ANLA). ANLA standards dictate that a plant size designation will be the minimum size allowable for that size interval and shall include plants from that size up to but not including the next larger size interval.

We have always strived to grade our material at the high end of previous size spread. Present market conditions and repeated requests from our customers indicate the need for a better price and a plant that just meets the ANLA standards. This method of grading allows Angelica to be more competitive while, at the same time, meeting the requests from our customers. *Be assured you can continue to expect the same quality which Angelica has always provided.* We feel this is a change that needs to take place and one that is mutually beneficial for both our valued and potential customers.

Fall is right around the corner which means Spring isn't far behind. If you would like to place an order for Fall 2012 or Spring 2013, please do not hesitate to contact our Customer Service Department.

We welcome any opportunity to quote your plant needs. We will continue to provide you with a complete and accurate availability. As always, we appreciate your past business and look forward to supplying you with quality nursery stock in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "Bernie Kohl, Jr.", written in a cursive style.

Bernie Kohl, Jr.
President