

JANUARY/FEBRUARY 1987

WHOLESALE TRADE LIST





CIRCULAR TO CLIENTS

1: PERSONNEL CHANGES

I would advise that we have made two new appointments to our Sales and Marketing Staff. Both are new to Duncan & Davies and are welcomed because of the skills they will bring to the Company and the contribution they will make to our efforts in the sales area.

MARKETING MANAGER

Mr Tjalling Yonker has been appointed Marketing Manager to take the overall responsibility for marketing policy within New Zealand and to give much needed support to Robyn Willis's continuing function as Sales Manager.

Tjalling comes from the position of Marketing Services Manager, Taubmans Paints, and it is intended that he will offer you a better sales support service and also gather information from you to better the product range and other services from Duncan & Davies.

SALES REPRESENTATIVE

With the departure of Steven Haswell to another non-competing company, we have been fortunate to engage Mr Michael Graham, a well qualified horticulturist with a bent for sales and marketing to fill the post.

Michael has spent the last three years as a rep for Fruit Fed based in Drury and after stocktake later this month, will be knocking on doors seeking to fill the order book.

He will be seen sporting a new vehicle, custom-built to D & D's requirements [which means the old Falcon is finally dead] and we trust this makes your sample appraisal easier and your pen more willing.

2: INDENTS

Robyn Willis is still on the road, admittedly after a short break for a family Christmas, and will be calling on you very shortly if she's not already been.

If any client is having difficulty with his, or her, received schedule then please contact us here at Brixton.

I trust Christmas and New Year treated you well and the slow-down between now and winter, if there really is one, compensates for a busy year end.

P C Thomason GENERAL MANAGER

TERMS OF BUSINESS:

- 1: Prices include labels and packing.
- 2: Freight all prices are ex Brixton Nursery.
- 3: Own transport ex Nursery [7 days notice please 10 days during winter season].
- 4: Freight costs from Brixton, include Cheps when used [it does not include a demurrage allowance for Cheps retained after the product arrives], eg: Chep freight charges ex rail, incurred by us will be charged to the customer.
- 5: Minimum order 50 plants.
- 6: Less than five plants of one variety will not be supplied.
- 7: ACCOUNTS: Payment is due on the 20th of the month following delivery. Overdue accounts will be charged 2% per month interest. This Company also reserves the right to withhold customer's order if their account is not on a current basis.
- 8: NEW ACCOUNTS: Customers who have not traded with us previously must remit cash or cheque with first order prior to despatch.
- 9: CLAIMS: All goods are despatched uninsured and at buyer's risk. Claims for discrepancies will only be considered if we are advised within five days after receipt of the product. Claims for losses or damage in transit must be lodged promptly, direct to the transport organisation concerned [ie: NZ Railways or Road Carriers]. NOT TO THIS COMPANY.

CONDITIONS OF SALE:

DUNCAN & DAVIES NURSERIES LTD take the greatest care to have all trees and shrubs sold by them to the best of their knowledge true to name and description, but any expressed or implied condition, statement or warranty, statutory at commonlaw or otherwise, as to growth, description or quality of productiveness is hereby excluded and the Company will not undertake to replace failures or be responsible for the crop. If the purchaser does not accept the goods sold to him on these terms, they are to be returned at once, at purchasers cost. DUNCAN & DAVIES NURSERIES LTD reserves the right to adjust prices, without notice, to meet any unforeseen circumstances.

SALES:

HEAD OFFICE, Waitara Road, Brixton. Telephone [067] 48789

ROBYN WILLIS - NZ Sales Manager - 83074 NP [After Hours]

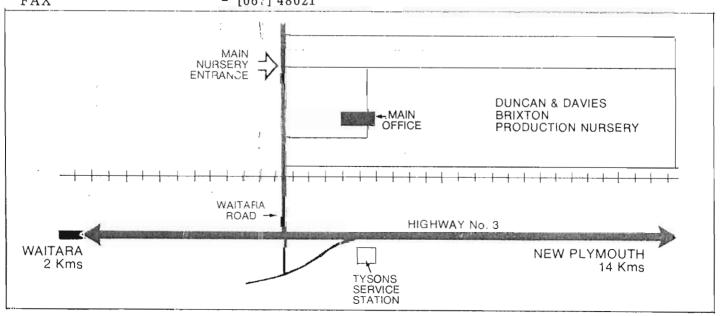
NGAIRE PHILLIPPS - Sales Administrator MICHAEL GRAHAM - Sales Representative

VISITS:

We welcome all visitors to the Nursery and to ensure a smooth visit with our marketing personnel please provide a minimum of 24 lours notice. On arrival at our BRIXTON PRODUCTION NURSERY please call first to the main office as shown on Directional Map below.

DUNCAN & DAVIES NURSERIES LTD., P O BOX 340, NEW PLYMOUTH

PHONE - New Plymouth [067] 48789
TELEX - SHRUBS NZ31363
CABLE - SHRUBS, New Plymouth
FAX - [067] 48021



PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
ACER PALMATUM BURGUNDY LACE Deep burgundy red leaves, scarlet autumn foliage t	D	P18	120/150	\$11.65
ACER PALMATUM COREANUM Bronze green leaves	D	DS	120/150	\$11.65
ACER PALMATUM ELEGANS PURPUREUM Purple red leaves	D•	P40	150/200	\$12.40
ACER PALMATUM ROSEO-MARGINATUM Variegated leaves	D	. DS	70/90	\$10.90

* * * * A U C U B A S * * * *

Brightly coloured versatile plants suited to warm and shaded areas.

All plants just breaking into new spring growth.

CAPTURE THOSE SALES!!

AUCUBA JAPONICA GOLDEN KING	Е	P12	30/40	\$4.30
AUCUBA JAPONICA MR GOLDSTRIKE	Е	P12	30/40	\$4.30
AUCUBA JAPONICA PICTURATA	E	P12	30/40	\$4.30
BAUERA SESSILIFLORA Attractive small starry orchid pink flowers	E	RP	15/20	\$4.60 \$4.37 [10] \$4.14 [50]
CALLISTEMON CITRINUS BURNING BUSH	E	RP	20/30	\$3.80 \$3.61 [10] \$3.42 [50]
CAMPSIS GUILFOYLEI	D	DS	40/50	\$5.20 \$4.94 [10] \$4.68 [50]
CAREX EVERGOLD Bright new growth - Excellent Quality!	Е	P6	20/30W	\$3.60 \$3.42 [10] \$3.24 [50]
CEDRUS ATLANTICA GLAUCA	Е	P18	120/150	\$8.80 \$8.36 [10] \$7.92 [50]
CEDRUS DEODARA AUREA	E	DS	90/120	\$8.20

PLANT NAME EVERGREEN = E PROCESS GRADE PRICE

DECIDUOUS = D METHOD

**** CHAMAECYPARIS ****

Beautiful field grown Conifers - Superb Quality - Excellent colour range!

MAKE YOUR SELECTION NOW!!

* REMEMBER ALSO - JUNIPERS - THUJAS *

CHAMAECYPARIS Units Purchased in Multiples of 10 - LIST PRICE LESS 5%

CHAMAECYPARIS Units Purchased in Multiples of 50 - LIST PRICE LESS 10%

CHAMAECYPARIS LAWSONIANA AUREA DENSA	E	2L	15/20	\$5.20
CHAMAECYPARIS LAWSONIANA AZUREA	Е	DS	50/70	\$6.55
CHAMAECYPARIS LAWSONIANA CHINGII	E	DS	90/120	\$7.65
CHAMAECYPARIS LAWSONIANA GREEN GLOBE	E	RP	10/15W	\$5.20
CHAMAECYPARIS LAWSONIANA MINIMA AUREA	E	RP	15/20	\$5.65
CHAMAECYPARIS LAWSONIANA SOUTHERN GOLD	E	DS	50/70	\$6.10
CHAMAECYPARIS OBTUSA CONFUCIUS	E	RP	15/20W	\$5.20
CHAMAECYPARIS OBTUSA NANA	E	RP	15/20W	\$5.65
CHAMAECYPARIS OBTUSA NANA AUREA	E	RP	15/20W	\$5.20
CHAMAECYPARIS PISIFERA BOULEVARD	Е	P18	40/50	\$5.65
CLIANTHUS PUNICEUS FLAMINGO	E	P6	20/30	\$4.30 \$4.09 [10] \$3.87 [50]
CLIANTHUS PUNICEUS RED CARDINAL	Е	P6	20/30	\$4.30 \$4.09 [10] \$3.87 [50]
CLIANTHUS PUNICEUS WHITE HERON	Е	P6	20/30	\$4.30 \$4.09 [10] \$3.87 [50]
CRYPTOMERIA JAPONICA VILMORINIANA	Е	RP	15/20W	\$6.10 \$5.80 [10] \$5.49 [50]

I Dall Ivae	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
CUPRESSUS MACROCARPA SALIGNA AUREA	Е	P6	70/90	\$6.55 \$6.22 [10] \$5.90 [50]
DACRYDIUM CUPRESSINUM	Е	P8	90/120	\$7.65 \$7.27 [10], \$6.89 [50]
ERICA MAMMOSA COCCINEA Full of Bud - Coming into Flower. Super Top Quality Plants - INSTANT SALES!	Е	RP	20/30	\$4.60 \$4.37 [10] \$4.14 [50]
FERN - CYATHEA DEALBATA "Maxi Mini" - Excellent Grade - LOOK AT THIS P	E PRICE!	Р3	20/30	\$2.50
FERN - CYATHEA MEDULLARIS	E	Р6	30/40	\$4.05 \$3.85 [10] \$3.65 [50]
FERN - DICKSONIA FIBROSA "Maxi Mini" - Excellent Grade - LOOK AT THIS F	PRICE!	Р3	20/30	\$2.50
FERN - DICKSONIA FIBROSA	E	P6	30/40	\$4.05 \$3.85 [10] \$3.65 [50]
FERN - DICKSONIA SQUARROSA	Е	P6	40/50	\$4.05 \$3.85 [10] \$3.65 [50]
GLEDITSIA TRICANTHOS SUNBURST	D	PB	150/200	\$10.10 \$9.60 [10] \$9.09 [50]
* * * * G R E V I L	LEAS **	* *		
EXCELLENT GRADES - BUS	SHY - BUD	& FLOW	ER!	
GREVILLEA CLEARVIEW DAVID Deep red	Е	P6	30/40	\$3.80
GREVILLEA ROBYN GORDON Pinkish/orange	Е	P6	30/40	\$3.80

 ${\bf GREVILLEA} \ \ {\bf ROSMARINIFOLIA} \ \ {\bf JENKINSII}$

Deep red

\$3.80

P5 20/30

E

Page 6.

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PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
GRISELINIA LUCIDA	Е	P6	70/90	\$4.60 \$4.37 [10] \$4.14 [50]
HOHERIA POPULNEA ALBA VARIEGATA	Е	DS	90/120	\$6.55 \$6.22 [10] \$5.90 [50]
HOHERIA POPULNEA VARIEGATA	E	DS	70/90	\$5.20 \$4.94 [10] \$4.68 [50]

**** JUNIPERUS ****

Chunky field grown plants - "Where else would you get such grades"!!!

UNITS purchased in multiples of 10 - LIST PRICE less 5%
UNITS purchased in multiples of 50 - LIST PRICE less 10%

JUNIPERUS COMMUNIS COMPRESSA	Е	P6	40/50	\$5.20 \$4.94 [10] \$4.68 [50]
JUNIPERUS HORIZONTALIS WILTONII	Е	P8 SUPER S	30/40W	\$ 4=\$0 \$2.50
JUNIPERUS PROCUMBENS NANA	Е	RP	30/40W	\$5.20 \$4.94 [10] \$4.68 [50]
JUNIPERUS SCOPULORUM COLORADO GREEN	E	DS SUPER S	70/90 SPECIAL	\$ 5.65 \$3.00
JUNIPERUS SCOPULORUM GRAY GLEAM	E .	DS SUPER S	40/50 SPECIAL	\$ 5.65 \$3.50
JUNIPERUS SQUAMATA PYGMAEA	E	RP	15/20W	\$4.60 \$4.37 [10] \$4.14 [50]
JUNIPERUS X MEDIA SULPHUR SPRAY	E	P6 SUPER S	30/40W SPECIAL	\$ 5+20 \$2.50
LEPTOSPERMUM SCOPARIUM NANUM KEA				

PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
LEPTOSPERMUM SCOPARIUM NANUM KOTUK Soft pink	ŭ E	Р3	10/15	\$3.60 \$3.42 [10] \$3.24 [50]
LEUCADENDRON FLORIDUM PISA Yellow flower bracts just showing - Lovely Specime	ns!	RP SUPER	40/50 R SPECIAL	\$ 5.65 \$3.75
LIRIODENDRON TULIPIFERA AUREOMARGINA	LAW D.	P18	150/200	\$13.30 \$12.64 [10] \$11.97 [50]
LIRIODENDRON TULIPIFERA FASTIGIATUM	D	P18	150/200	\$10.90 \$10.36 [10] \$9.81 [50]

**** METROSIDEROS ****

THE EVER POPULAR NZ XMAS TREE!

CARMINE - Your Climber!

FERROUS WHEEL - Your mounding bush spectacular in flower!

EXCELSA - Your NZ XMAS Tree!

SCARLET PIMPERNEL - Select vegetatively produced - will flower this season!

K. RADIANT - Gold and green variegation, deep bronze red stems. Lovely bushy garden plant!

K. VARIEGATA - Cream and green variegation - Attractive dense bushy growth!

METROSIDEROS	CARMINEA	Е	P3	15/20W	\$4.05 \$3.85 [10] \$3.65 [50]
METROSIDEROS	CARMINEA FERROUS WHEEL	Е	.8L	15/20W	\$4.30 \$4.09 [10] \$3.87 [50]
METROSIDEROS	EXCELSA	Е	P6	40/50	\$4.60 \$4.37 [10] \$4.14 [50]
METROSIDEROS	SCARLET PIMPERNEL	Е	P6	20/30	\$4.60 \$4.37 [10] \$4.14 [50]
METROSIDEROS	KERMADECENSIS RADIANT	E	P6	20/30	\$4.60 \$4.37 [10] \$4.14 [50]

PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
METROSIDEROS KERMADECENSIS VARIEGATA	Е	P6	20/30	\$4.60 \$4.37 [10] \$4.14 [50]
PARTHENOCISSUS TRICUSPIDATA BEVERLEY B	BROOKS D	Р3	20/30	\$3.05

**** $\underline{P} \underline{A} \underline{T} \underline{I} \underline{O} \underline{T} \underline{U} \underline{B} \underline{S} ****$

LARGE SPECIMENS - BUSHY - INSTANT APPEAL

"TOP QUALITY" - YOU WON'T BE DISAPPOINTED!!

CEDRUS ATLANTICA GLAUCA	Е	15 litre bucket	120/150	\$10.90
CEDRUS DEODARA AUREA	Е	15 litre bucket	90/120	\$10.90
PSEUDOPANAX ADIANTIFOLIUS	Е	15 litre bucket	70/90	\$8.80
PSEUDOPANAX CYRIL WATSON	Е	15 litre bucket	50/70	\$8.80
PSEUDOPANAX LINEARIFOLIUS	Е	15 litre bucket	70/90	\$8.80
PSEUDOPANAX PURPUREUS	Е	15 litre bucket	50/70	\$8.80

* * * * PROTEAS * * * * *

These are superb PROTEAS in both size and quality!

PROTEA LAURIFOLIA ROSE MINK Deep rose	E	RP	30/40	\$6.10 \$5.80 [10] \$5.49 [50]
PROTEA NERIIFOLIA GREEN ICE Lime green	Е	RP	40/50	\$6.55 \$6.22 [10] \$5.90 [50]

PLANT NAME

EVERGREEN = E PROCESS GRADE PRICE

DECIDUOUS = D METHOD

**** PSEUDOPANAX - "MAXI MINIS" ***

Extremely Bright Bushy Plants - Excellent Buying!!

Two varieties already sold out.

 ${f STOCK}$ these ${f TWO}$ now for promotional lines or budget minded people!!

PSEUDOPANAX ADIANTIFOLIUS	E	P5 SUPER S	30/40 SPECIAL	\$3.50 \$2.50
PSEUDOPANAX CYRIL WATSON	E	P5 SUPER S	20/30 SPECIAL	\$ 3.50 \$2.50
PSEUDOPANAX LAETUS	Е	P18	50/70	\$6.10 \$5.80 [10] \$5.49 [50]
PSEUDOPANAX ADIANTIFOLIUS	Е	DS	70/90	\$6.10 \$5.80 [10] \$5.49 [50]
PSEUDOPANAX CYRIL WATSON	Е	P18	40/50	\$6.10 \$5.80 [10] \$5.49 [50]
PSEUDOPANAX PURPUREUM	Е	P12	50/70	\$6.55 \$6.22 [10] \$5.90 [50]
PSEUDOPANAX TRIDENT	Е	DS	70/90	\$6.10 \$5.80 [10] \$5.49 [50]
PUNICA GRANATUM NANA PLENO Bud & Flower	D	P8	20/30	\$3.80 \$3.61 [10] \$3.42 [50]
PUNICA GRANATUM SCARLET DEVIL Bud & Flower	E	P8	20/30	\$3.80 \$3.61 [10] \$3.42 [50]
* * * * PYRACANTHAS	* *	* *		
PYRACANTHA BRILLIANT Scarlet red berries	E	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]

PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE
PYRACANTHA MOHAVE Orange red berries	E	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]
PYRACANTHA RED COLUMN Deep red berries	Е	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]
PYRACANTHA SHAWNEE Golden yellow berries	Е	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]
PYRACANTHA SOLEIL D'OR Lemon gold berries	Е	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]
PYRACANTHA TETON Orange red berries	Е	P12	90/120	\$3.50 \$3.32 [10] \$3.15 [50]
PYRACANTHA TINY TIM Compact grower - red berries	Е	P12	50/70	\$3.50 \$3.32 [10] \$3.15 [50]
SARCOCOCCA RUSCIFOLIA	E	P5	15/20	\$1.95
SEQUOIA SEMPERVIRENS SOQUEL	E	P18	90/120	\$7.10 \$6.75 [10] \$6.39 [50]
SOPHORA MICROPHYLLA EARLYGOLD	E	2L	20/30	\$6.50 \$6.17 [10] \$5.85 [50]
SOPHORA MICROPHYLLA GOLDILOCKS	E	5L	90/120	\$6.50 \$6.17 [10] \$5.85 [50]
THUJA OCCIDENTALIS RHEINGOLD Brilliant bright orange. Excellent big bushy plants!	Е	RP	20/30W	\$5.65 \$5.37 [10] \$5.09 [50]
THUJA ORIENTALIS WESTMONT	Е	RP	15/20	\$5.65 \$5.37 [10] \$5.09 [50]
WEINMANNIA RACEMOSA PURPUREA	Е	P5	30/40	\$3.50
* * * * FRU	ITS ****			
AVOCADO FUERTE		PB SPECI	20/30 AL PRICE	\$ 12.00 \$8.50

PLANT NAME	EVERGREEN = E DECIDUOUS = D	PROCESS METHOD	GRADE	PRICE	
AVOCADO ZUTANO		PB SPECIAL	20/30 PRICE	\$ 12.00 \$8.50	
FEIJOA COOLIDGEI Self fertile		P8	70/90	\$2.99	
FEIJOA DAVID D & D selection		P8	50/60	\$2.99	
FEIJOA MAMMOTH		Р8	70/90	\$2.99	
FEIJOA ROBERT D & D selection		Р8	40/50	\$2.99	
GUAVA RED		P3 SPECIAL	15/20 PRICE	\$ 2.50 \$1.50	

**** C I T R U S ****

MAINTAINS ITS POPULARITY!

Varietal range gives fruit all year round. Very ornamental, green glossy leaves, magnificent scent at flowering time!

EVERY GARDEN SHOULD HAVE ONE!

OUR NEW CROPS ARE JUST BURSTING FORTH WITH NEW GROWTH!

CITRUS - GRAPEFRUIT GOLDEN SPECIAL [GRAFTED] Large "golden juicy fruit". Ripens autumn through winter.	P8	50/70	\$5.65 \$5.37 [10] \$5.09 [50]
CITRUS - GRAPEFRUIT WHEENY [GRAFTED] Large thin skinned yellow fruit. Very juicy. Ripens spring into summer.	P8	50/70	\$5.65 \$5.37 [10] \$5.09 [50]
CITRUS - LEMON LISBON [GRAFTED]	P8	50/70	\$5.65 \$5.37 [10] \$5.09 [50]
CITRUS - LEMON MEYER Compact well branched trees.	P6	40/50	\$5.65 \$5.37 [10] \$5.09 [50]
CITRUS - MANDARIN CLEMENTINE [GRAFTED]	P8	40/50	\$5.65 \$5.37 [10] \$5.09 [50]

