



# El Nativo Growers, Inc.

*Growers of Quality Plants for the California Landscape*

## **Getting the Most Accurate Bid Request from El Nativo Growers, Inc.**

In order to provide you with the most accurate and up-to-date bid for your project, we request that you supply the following information.

**Job Name** - This helps us to reference your bid document much faster/easier at ordering time. In some cases, we may be familiar with the job and be able to provide you with better bidding information.

### **Expected Ship Date**

Current Jobs - Let us know if the job is expected to ship soon. If the material is not currently available, we will return your request with a “no bid” response. Immediate ship dates can sometimes affect the price. In some cases, if there is an oversupply of an item, we may be able to offer greater discounts. Normally our pricing is valid for 30 days.

Future Jobs - We understand sometimes the delivery dates have not been determined. If an exact date is unknown, a month and year will suffice. For projects a year or more in the future, we may note on the bid that it is for estimating purposes only. In some cases, a contract growing arrangement may be the best method for securing both a fixed price and plant availability.

### **Container Size, Plant Name, Quantity**

Container Size - We do receive request for quotes that do not specify container size. This requires our bidder to communicate with the purchaser for clarification; all this may delay the bid. Often if we do not have the material in the requested container size, we will bid an alternate size.

Quantity – This is important to ensure that we can fill your entire order and to give you any quantity discounts earned.

Plant Name – Please use the botanical name, if known. Unfortunately, there are too many common names of plants which are duplicates. We want to ensure we provide the correct plant specified for your project.

### **Our Pricing – General Comments**

We try our best to bid projects as accurately as possible (with the information that is given to us at the time of bid). Since we bid on a job-by-job basis, different projects/bids may have different pricing. For example, bidding (10) 1-g for delivery next year is very different from bidding (1,000) 1-g of the same plant for immediate delivery. In many cases, when we are given notice to grow something specifically for a project, we are able to produce it for a lower price.

It is essential that estimators use pricing from a reliable source. We at El Nativo Growers aim to provide pricing that is accurate for current market conditions and quality plant material for that price. The old saying “you get what you pay for” is absolutely true. If your plant looks sick and weak when delivered, you can expect that it will continue to struggle for some time. A healthy and vigorous plant will flourish faster in the landscape and reduce the likelihood of needing replacement.

On the other hand, every nursery has sub-quality material on their grounds. Since some projects can use sub-quality material, you may find certain plants at a discount price that will perform just fine (some genus and species are not affected in the same manner as others – a Carex will recover much faster than an Isomeris will).

#### **Re-bids for the Same Project**

We would be pleased to rebid your job after the 30 day estimate guarantee period has expired. If you have specific information that has changed from the original bid, please notate it at the top of the fax.

#### **Photo Requests**

We typically do not send photographs until after the job has been awarded and El Nativo Growers, Inc. has been selected to grow/provide the material for the job. We understand that there are times when architects require photos for submittals. We do ask that you request photos from us only if you are serious about purchasing the plant material from us. Some companies abuse photo requests and thus have forced us to tighten our policies.

Photos for future jobs – although we can take photos of small material that we do not consider ready for delivery, we find that more often than not, the architect rejects these photos, even though they are representative samples of what we have in production. We do not believe in the practice of a photo library that contains pictures of last year's plants that are no longer on nursery grounds. If you need a representative photo, please notify your salesperson who will work with you to fulfill your request.

#### **The Bottom Line**

Time is money, no matter what company you work for. Eliminating the guess work for the companies estimating your jobs will save you time, get you more accurate information, and may reduce the stress of trying to locate material that may not exist. The more information we have before we bid the job, the better we will be able to serve you.