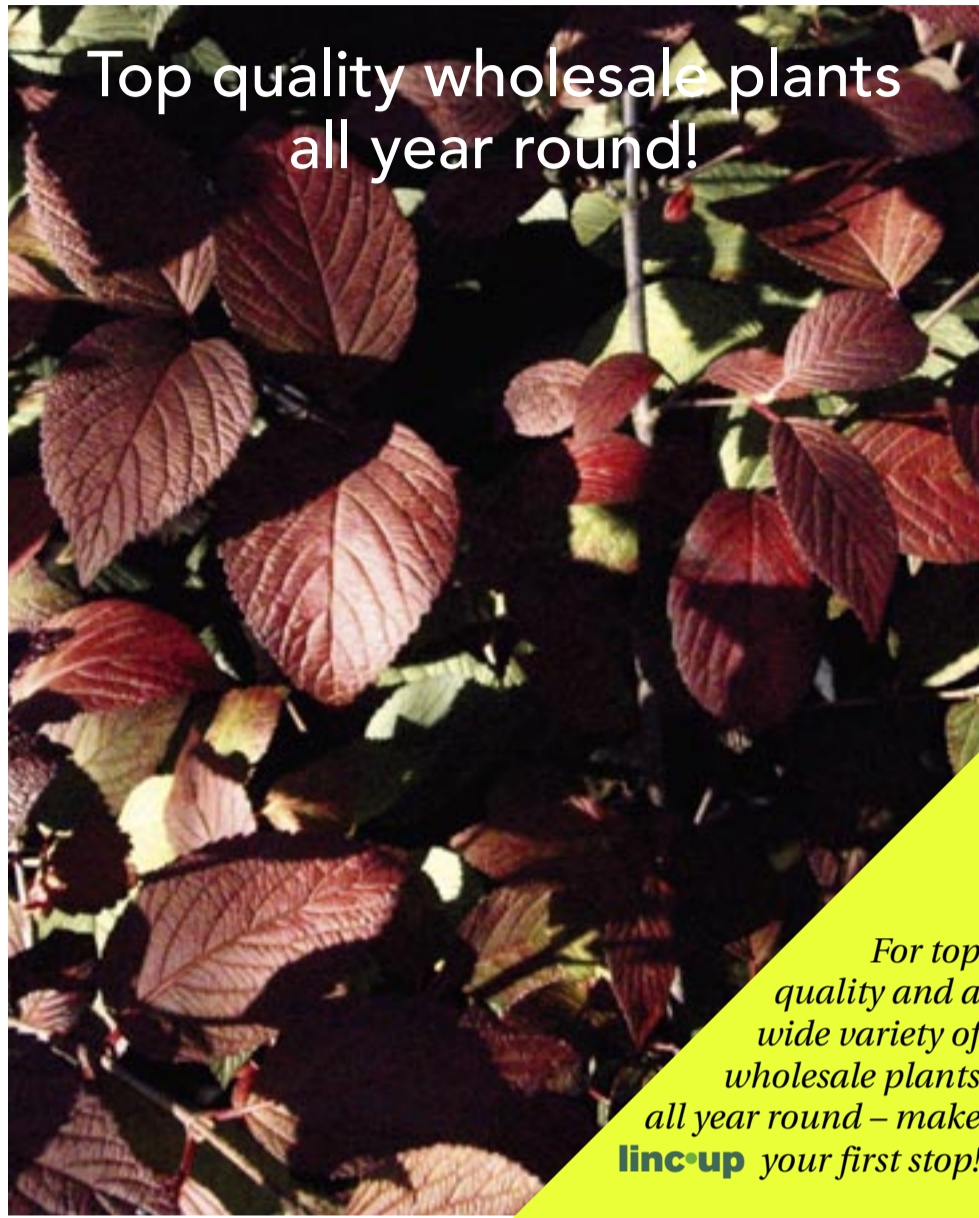


Top quality wholesale plants
all year round!



Viburnum plicatum 'Rotundifolium'
Richard van Egmond

For top
quality and a
wide variety of
wholesale plants
all year round – make
linc-up your first stop!

Linc-Up at the Shows...



Many of the Linc-Up members have been out and about over the last few months attending shows such as Four Oaks and GLEE, taking the opportunity to meet customers old and new.

Roger from **Golden Grove Nursery** thought the mood at the shows was very upbeat, as did Jackie from **Sholtsgate Nursery**. She congratulates Pat Coutts at Four Oaks for the 'amazing organisation', and Pat herself has said what a buoyant feeling there was – especially among British companies. Pete Ruysen from **D & R Simmons** felt the weaker pound would help to bolster this too.

Face to face contact is always good, we get such a lot of feedback from existing customers and potential ones that helps keep us going in the right direction... said Mandy from **Kingfisher Nursery**. Phil from **Gedney Bulb Company** is seen above doing just that with a customer on their stand at Four Oaks.

For top quality wholesale plants talk to **linc-up** members...

GEDNEY BULB CO. LTD.	01406 550341	www.gedneybulb.co.uk
GOLDEN GROVE NURSERY	01205 460432	www.goldengroveconifers.co.uk
HARRINGTON HALL NURSERY	01406 423018	www.harringtonhallnursery.co.uk
KINGFISHER NURSERY	01406 330503	www.kingfishernursery.co.uk
NEAME LEA NURSERY	01775 840333	email: cor.schrier@btconnect.com
SHOLTSGATE NURSERY	01406 424006	www.clematisandclimbers.co.uk
D & R SIMMONS LTD.	01775 723320	www.drsimmons.co.uk
C. SLOOTEN LTD.	01775 722122	www.cslootenltd.co.uk

...or call to arrange a visit when you're next in the Spalding area!



In this issue...



Nursery fresh plants without overstocking at **Gedney Bulb**



Winter pansies selling well at **Neame Lea**



Conifer Week in full swing at **Golden Grove**



Onwards and upwards at **Sholtsgate**



Planning and potting for spring sales at **Harrington Hall**



Bulb season progressing well at **D & R Simmons**



Keeping the ball rolling at **Kingfisher**



A busy late summer at **Slootens**

SPECIALISING IN...
 QUALITY HERBACEOUS • PLANTS & FLOWER BULBS • ALPINES



Delivering nursery fresh plants without overstocking...

9cm Alpines and Herbaceous plants available throughout October

Lots of varieties with impulse sales appeal, we can mix trolleys with shelves of 9cm Alpines, 6 pack Alpines, 1 Litre Alpines, 9cm Herbaceous, 11cm Herbaceous and Spring Flowering Bulbs making our one trolley minimum order viable without customers overstocking. We can deliver just one trolley anywhere in England and Wales and a small surcharge for Scotland deliveries. Please enquire for our weekly availability list for the full range. We can preprice and also offer half trays and mixed trays. Hardy Cyclamen are available all month in three varieties, Schizostylis, Helleborus, Euphorbia and Grasses in the Herbaceous Range all have autumn sales interest.

1 litre Alpines, we have a good range of the larger 1 litre sized plants for immediate delivery

As with all our own production they are grown 'hardy' for maximum shelf and garden life.

Cash and Carry is open daily 8am to 5pm

Spring flowering Bulbs are being despatched

We quickly deliver orders via carriers or our own transport, many varieties available for immediate retail display and several types are suitable for potting for sale 'in the green'.

Open Ground Herbaceous Plants – we start lifting these bare root varieties at the end of the month

They are ready for growers to pot on into 2 or 3 litre pots, and we have a comprehensive range of varieties all in good root sizes. These plants are lifted to order throughout autumn and winter and can be delivered when you need to fill a quiet period with potting, large range of liners are combined with the open ground. Labels can be supplied.

Grown at...
gedney

GEDNEY BULB CO LTD

Gedney, Nr. Spalding, Lincolnshire PE12 0AU
 Telephone: 01406 550341 • Fax: 01406 550340
 Contact: Phil, Liz or Andy

E-mail: sales@gedneybulb.co.uk
 Web: www.gedneybulb.co.uk

SPECIALISING IN...
 CONIFERS & HEDGING

Conifer Week

HTA PLant of the Month

Conifer week will be in full swing during the start of October.

Why not take the opportunity to highlight conifers in your sales area by setting up a 'hot spot' with the promotional material available through the HTA and our 'Conifer Collection'. It is packed with colourful and popular varieties and looks very good as a focal point. The offer carries a 10% discount for the collection. Ask for details.



We have some excellent quality **Cup. m. Wilma** in 7.5 litre pots which are perfect as a centrepiece for a winter patio pot. **Crypt. J Sekkan Sugi** also makes a great eye-catching display at the moment, and there are several varieties that are changing colour as the colder weather approaches such as **Jun. Lime Glow** and **Cham Rubicon**.

It was good to see many customers at the shows. Four Oaks was very upbeat, as was GLEE. If you were not able to go to any shows this year why not come and look at our plants on the nursery? You would be very welcome.

Plants have sold well during September but we still have good stocks in most lines. The early spring and summer potting is on stream with many like **Rheingold** looking particularly good. For a modern stringy look we have the flowing lacy foliage of **C. Filifera Nana** or **C. Filifera Aurea** and the new **T. Whipcord**. These can look very fetching in a stand on your patio displays. We have them in all pot sizes subject to sales.



With thoughts turning to Christmas in many quarters, we are offering **P. Conica in red pots** as a table Christmas tree. We have these in 7.5 litre, 3 litre and 1 litre pots. Ask for quantity discounts for these.

We have a good stock of pines now that are available in 1, 2, 3 and 5 litre pots. The varieties that turn yellow with the cold weather are well worth stocking now such as **Pinus m. Ophir** and **Pinus m. Winter Gold** but there is a good range of other colours as well.

Ground cover plants are often called for in new gardens and we have several varieties to choose from. Many are Junipers that come in several colours and are very hardy. **Blue Carpet** is as the name suggests, **Repanda** is rich grass green, **Tamariscifolia** is bluey grey and **Expansa variegata** is light green with white splashes.

We are now in the hedging season and we have good stocks of **Leylandii**, both green & gold are available in 1 litre, 2 litre and 5 litre sizes. We have **Taxus baccata** in 1 litre and 3 litre size for an alternative to the Leylandii hedge particularly in a restricted area where Leylandii would be too vigorous.

Look forward to seeing you...

Roger Ward
Golden Grove Nursery

GOLDEN GROVE NURSERY LTD

The Conifers, Golden Grove, Wigtoft, Boston, Lincolnshire PE20 2PU
 Telephone: 01205 460432 • Fax: 01205 460758
 Contact: Roger or Jenny

E-mail: sales@goldengroveconifers.co.uk
 Web: www.goldengroveconifers.co.uk

SPECIALISING IN...
 HERBS & HARDY GARDEN PLANTS

As the end of our season draws near we start planning and potting for next spring's sales...

...if only we knew which will be the weekends of good weather!

However we still have the following product lines available this year - the Hardy Patio will end in the next few weeks but Herbs and Garden Pinks will be available throughout the winter period - check the link from our website.



Hardy Patio

Good range of hardy plants grown in a 9cm selected for the winter hanging baskets, troughs and containers or to provide interest in the winter border. Great form and winter colour is provided by grasses

with **Carex Comans Bronze** and **Buchananii**, with **Carex Frosted Curls** also looking good at present.

Mixed trays are always available and our current availability list of the complete range is always available on line by using the link from our website.

Looking good this month...

- | | |
|----------------------------|-------------------------|
| Ajuga Braunschweig | Lavendula angustifolia |
| Ajuga Chocolate Chip | Lonicera Baggesons Gold |
| Arabis ferdinandi Old Gold | Lonicera Lime |
| Carex buchananii | Rosemarinus officinalis |
| Carex Comans Bronze | Vinca major variegata |
| Carex Frosted Curls | Viola labradorica |
| Helichrysum angustifolia | |



Herbs

Good range available, with the cooler weather the summer herbs (basil, coriander, dill, etc.) drop out of the range with the hardy varieties of thyme, rosemary, lavender becoming more important.

Garden Pinks

Good selection available and with the plants being hardy they offer a very good "shelf life" keeping easily through the winter.

Please get in touch and speak to Julie, Karina or Andy if you require more information - and make use of the link from our website for up to date availability.



HARRINGTON HALL NURSERY LTD

Contact: Andy or Karina

HARRINGTON HALL NURSERY LTD

Harrington Hall Farm, Little Marsh Lane, Fleet, Spalding, Lincolnshire PE12 8NW

Tel: 01406 423018 • Fax: 01406 490255

E-mail: mail@harringtonhallnursery.co.uk
 Web: www.harringtonhallnursery.co.uk

SPECIALISING IN...
HEATHERS



2 litre Ericas in spring

Keep the ball rolling...

We have always strongly believed that the weather is the biggest deciding factor for successful plant sales.

Spring 2009 reinforced this theory and the autumn so far is confirming it. In spite of all the doom and gloom in the media, sales of small plants have flourished and gardening is fashionable again.

Our challenge now is to keep the ball rolling and encourage our customers to plant tubs and troughs for winter colour and replant their borders for a good show in the spring.

We have a good range of well budded Ericas available in all pot sizes. Even if sales slow down, these plants are fully hardy and will continue to look good through the winter and into the spring.



9cm Ericas in spring

Don't forget – order before 12 noon on Tuesday for same week delivery.

Peke Birmingham

If you have never visited us or dealt with us in the past, an easy way to look us over is to visit our website...

www.kingfishernursery.co.uk

On it we have photos of the nursery, products, point of sale material and variety lists. For price lists or a printed catalogue, please ring us.



specialist heather growers

KINGFISHER NURSERY LTD

Gedney Hill, Spalding, Lincolnshire PE12 0RU
 Telephone: **01406 330503** • Fax: **01406 330078**
 Contact: **Mandy**

E-mail: sales@kingfishernursery.co.uk
 Web: www.kingfishernursery.co.uk

SPECIALISING IN...
SPRING BEDDING, WINTER PANSY, PRIMROSE & POTTED BULBS

Winter pansies are now our best selling line

...as they have many uses!



Pansies can brighten up hanging baskets or winter tubs and pots.

We sell these in both 6 pack and 9cm and we have at least twenty colours available.

We also have available... Viola, Bellis, Myosotis, Aida Wallflowers and Cineraria.

Our Cyclamen have plenty of colour at the moment and are looking good...

These are available in both 9cm and 13cm pots.

Primula Veris are available in a 13cm pot along with **Saxifrage**

...and our **9cm Primula** will be in flower in November.

9cm Polyanthus have a lot of colour at the moment and both our **4 pack Polyanthus & Primula** will be ready early in the new year.

We are also selling bare rooted wallflowers.



Potted Bulbs

Our prepared Hyacinths will be available in early November...

They have three bulbs per pot and are available in Pink, Blue and White, these can be mossed sleeved and care carded.

In the next few months we will have 9cm Hyacinths ready in 7 colours.



These will be very closely followed by the rest of our extensive bulb range, some varieties of which include:

- Dwarf Narcissi
- Tulip
- Iris
- Crocus
- Aconites
- English Bluebells
- Muscari
- Lily of the Valley
- Snowdrops
- Chionodoxa
- Scilla Siberica
- Erythroniums
- Alliums
- Fritillaria
- Puschkinia
- English Daffodils
- Anemone Blanda and Leucojum

There are several colours and varieties within these, so please call for a full list.



Neame Lea Nursery Ltd is BOPP ACCREDITED to both Gold and Silver Standards

Neame Lea Nursery Ltd

NEAME LEA NURSERY LTD

Green Lane, Boston Road, Gosberton, Spalding, Lincs PE11 4PA
 Telephone: **01775 840333** • Fax: **01775 841013**
 Contact: **Malcolm or Cor**

E-mail: cor.schrier@btconnect.com

SPECIALISING IN...
CLEMATIS, CLIMBING PLANTS & WALL SHRUBS

Onwards and upwards



What a great atmosphere there was at the Four Oaks Show.

It is several years since I last went and I found it very enjoyable and relaxing. My hat's off to Pat Coutts for the amazing organisation – and the fresh lunch boxes, that included an English apple. It was so nice to see some of my existing customers at Four Oaks – I hope to see the new customers I met next spring.

So what's new for next year.

On the back of the beneficial exchange rate, I decided this was a good year to grow a few more for next spring, so I have put up a Haygrove Spanish tunnel covered with shade netting. This will enable me to grow more climbers and clematis outside, protected from the winds and hail.

I pretty well sold out this year so the increase in production should cover any gaps in May and into June. I have increased my range of climbing plants as these were particularly popular this year.

I will have a new list of varieties on my web site or I can send one by fax, email or through the post.



CC tag change

Have you heard about the new tags for CC trolleys that are being introduced next February?

Each tag will have a chip embedded in them that can only be read with the help of a scanner. That means that at every point a trolley is swapped, the only way of identifying it as a genuine tag is to scan it. If you are a multiple, you can use a doorway scanner, but for the rest of us that is a lot of scanners – and a lot of scanning! Apparently scanners are going to be given to CC's larger customers but everyone else who doesn't lease enough trolleys has got to buy them. Of course CC also isn't going to provide the extra man-power for the extra time spent doing the scanning! Anyone who leases – or handles – trolleys should have a close look at the implications of this change because a visual check of the tag is not going to be enough.



I offer same week delivery nationwide using Anderson's TrolleyNet.

If you are in the Spalding area, drop in any time just to look, or buy plants ready to take away in the cash and carry area.

See my website for prices, availability and online ordering:

www.clematisandclimbers.co.uk

Sholtsgate Nursery

SHOLTSGATE NURSERY LTD

Sholtsgate, Whaplode, Spalding, Lincolnshire PE12 6TZ
 Telephone: **01406 424006** • Fax: **0844 443 2463**
 Mobile: **07930 537620** • Contact: **Jackie**

E-mail: sholtsgate@hotmail.com
 Web: www.clematisandclimbers.co.uk

SPECIALISING IN...
 DRY BULBS • GARDEN PLANTS • TREES & SHRUBS • XMAS TREES

The bulb season has been progressing well...

...the very dry weather does make the planting somewhat more difficult, but no doubt the rains will come.

After a very dry spring, there was around 20cm of rain in the Wash area during July, in fact at least two growers lost potatoes due to them rotting in the field! Apparently the reeds in the dykes had not been cut for the benefit of the wildlife, and the water did not run off the fields, had we been in a famine situation I am sure we know they would have been cut!

The year so far seems to have produced very long dry and very long wet periods, not ideal, but crops generally look well.

I find it amazing how the prices of goods vary so much in price at the retail end, 9cm Strawberries which we have sold for about 45p, were apparently at Wyevale for £1.75 each (not ours), Morrisons were selling 2kg of mixed daffodils for £1.99, and many garden centres have sold 2kg of mixed prepacked daffs for up to £4.99!

A newspaper survey I read about shopper's habits, stated that most people would not travel an extra ten miles to make savings, most of us shop for convenience, no one is going to walk around 5 supermarkets for 5 different items surely, to save a few coppers. The bottom line for growers, is to find their niche if possible and to supply at a fair market price! Too many people in the past have been beaten down on price, and eventually gone out of business. It seems that many retailers are making very good margins, they must have their mark up never mind what the producer earns!

The £ has devalued by 25% in the last two years and is now about €1.10 to £1.00. Four Oaks Show had many overseas companies there, despite them needing higher prices, they are still selling well over here, maybe in less quantities, but it just shows that people will pay more if they have to, our Continental friends are not going to work for nothing! Hopefully now that the £ is so weak, our growers can do better, and make money to reinvest in their businesses or whatever.

Not everyone will shop at a fstore, not everyone will shop at the market, or at high class retailers. On walking down King's Road in London recently, there were few shoppers, many Woolworths shops have been taken over by discount stores, a real sign of the times, suppliers do need fair prices, at least we are not flooded with cheap Chinese plants!



Christmas Trees...

We have mailed out our Christmas tree price list, orders are coming in, we realise buyers will be very cautious this year due too price increases, but apparently in a year or two Nordman prices may come down, as plantings increased considerably a few years ago.



D. & R. SIMMONS LIMITED

45 Market Way, Pinchbeck, Spalding, Lincolnshire PE11 3PE
 Telephone: 01775 723320 or 01775 766028
 Fax: 01775 760451 • Contact: Peter Ruysen

E-mail: sales@drsimmons.co.uk
 Web: www.drsimmons.co.uk

SPECIALISING IN...
 SHRUBS • PERENNIALS • GERANIUMS & FUCHSIAS



A busy late summer

...but looking around there is still so much more to do.

As usual we have been making steady improvement to the nursery and to our plant range. Hours of studying in the evenings has resulted in a wealth of new plants going into our stock area. We hope we can help speed up the process of bringing some little known gems of the world's flora to the general market. Producing our own plants from our own stock is satisfying, though we can't do them all so often we send cutting material out to be propagated off site.

For the autumn and winter we have many of the staple shrubs that provide winter colour and scent - *Sarcococca*, *Hamamelis* and *Mahonia* to name but a few. We also have quite a few less frequently seen plants that are excellent, including *Clanthus puniceus* (both red and white cultivars) and *Coronilla glauca variegata*.



Every fortnight or so we also update our list on the website so you can see what we have got at the nursery for a sale. Unfortunately, it isn't ever quite up to date because as we are putting it on the website people are buying plants, making it instantly out of date, which at this time is unavoidable but I am sure in the future we will modernise our systems to eradicate this problem, so your patience is appreciated.

So we look forward to seeing you in the autumn and hope you take a gander, as we say round here, at our website.

Cheers... Richard

On our website... www.cslootenltd.co.uk you can find lots of info about our plants and download pdf files of recent publications we have produced for our clients to peruse at their leisure.



C. SLOOTEN LIMITED

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 Web: www.cslootenltd.co.uk



Cuttings...

“With the cooler weather the summer herbs drop out of the range with the hardy varieties of thyme, rosemary, lavender becoming more important.”

Andy Shire, Harrington Hall Nursery



“In spite of all the doom and gloom in the media, sales of small plants have flourished and gardening is fashionable again.”

Pete Bingham, Kingfisher Nursery



“Prepared Hyacinths will be available in early November... in Pink, Blue and White, these can be mossed sleeved and care carded.”

Cor Schrier, Neame Lea Nursery



“With thoughts turning to Christmas in many quarters, we are offering P. Conica in red pots as a table Christmas tree.”

Roger Ward, Golden Grove Nursery



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“Spring flowering Bulbs are being despatched... many varieties are available for immediate retail display and several types are suitable for potting for sale 'in the green'.”

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Peter Ruysen, D & R Simmons Ltd



“What a great atmosphere there was at the Four Oaks Show. It is several years since I last went and I found it very enjoyable and relaxing. My hat's off to Pat Coutts for the amazing organisation.”

Jackie Sturgess, Sholtsgate Nursery

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If you have any comments or queries please contact us!