

## WHAT YOU GET IS WHAT YOU WANT!

### What you get

We are committed to doing our best to adapt ourselves to your organization and your specific needs. You get one of the largest selections of true-to-type water lilies and lotus available anywhere. And you receive fresh, vital rhizomes of a superior quality that grow better and quicker than those from cold storage, plus a no-nonsense "guaranteed to grow" back up service that is unique in the trade. Learn more about how Hazorea water lilies can offer you a unique sales advantage by looking at our Lily FAQs.

Read on to learn how you can take advantage of what we have to offer:

- » If you want a wide selection
- » If quality is important to you
- » If you want to get a head start
- » If you don't have time
- » If you need small quantities
- » If you want to try new varieties
- » If you need low prices
- » If you want to keep it simple
- » If you want on-line support
- » If you want personal service
- » If you want a no-nonsense guarantee

### IF YOU WANT A WIDE SELECTION

Hazorea has been supplying world markets with quality water lilies since 1990. Our water lily farm is situated in the fertile Jezreel valley in Northern Israel where climate, water and soil conditions are perfect for the growth and propagation of beautiful, strong water lilies and lotuses. We offer a wide selection of about 100 true to type varieties of hardy and tropical water lilies as well as a selection of lotus. Our selection includes only true-to-type cultivars, usually sourced originally from the Hybridizers themselves, as well as the popular "classics". We also have a few varieties that we hybridised ourselves and are not grown anywhere else. Pick from a number of newer and attractive varieties that are difficult to come by elsewhere, and check out the variety of aquatic plants that can be produced especially for you in specialized aquatic nurseries in Israel.

### IF QUALITY IS IMPORTANT TO YOU

Bare root lilies (rhizomes) you receive for us are for immediate potting or for storage (instructions supplied upon request). Since we replant all our ponds every year, you will always receive fresh and vital rhizomes — no matter when you order. We believe that this is the "secret" behind our unbeatable quality. You will almost always receive a

rhizome with at least one additional growth point/eye. All our produce is treated and prepared especially for export and is supervised and approved by the Plant Protection and Inspection Services of the Israel Ministry of Agri and the USDA (U.S. Dept. of Agriculture). We deliver to leading wholesalers in Europe and Ncultureorth America, and our produce meets all International import regulations for plant material.

#### IF YOU WANT TO GET A HEAD START

Save on energy costs and overhead by ordering your lilies when you need them instead of planting them before the winter or storing them and risking losses. The Hazorea lily rhizomes that you bring in and plant in late winter or early spring are guaranteed to be ready far before locally grown lilies or those potted in fall.

#### IF YOU DON'T HAVE TIME

We may be half a world away, but we guarantee to ship your order on time, any time. Delivery is by air - usually within 2 weeks of receipt of order. Urgent orders can be shipped in few days.

#### IF YOU NEED SMALL QUANTITIES

(North American or British customers only)

If you are located in North American or Great Britain, we can ship you small quantities of plants as and when needed through our representatives in each area.

#### IF YOU WANT TO TRY NEW VARIETIES

We don't expect you to be familiar with all the varieties we offer. You probably need to try new varieties to see how they grow in your climate and environment and to make your own personal assessment of their potential. Don't hesitate to ask for samples! We will ship you trial quantities of any new variety in stock at no charge. We can also supply you with high resolution images of all our varieties so that you can print labels or sales material.

#### IF YOU NEED LOW PRICES

We understand your need to be competitive. Our prices depend on quantity and include options for additional quantity based discounts, as well as options for you to purchase our surplus at really low prices. If you have a specific pricing problem, if you have a problem with the competition, or if you have a special contract you want to bid for - don't hesitate to contact us &ndash; we can try (within reason) to put together a special program for you. We run seasonal promotions on certain items, depending on stock and you can also count on our support if you want to do a promotion of your own.

#### IF YOU WANT TO KEEP IT SIMPLE

Your prices include air freight to your main national airport and phytosanitary certification so you don't have to bother about differing costs for differing quantities, or enter into confusing negotiations with airlines or brokers. Our contracts with the airlines are based on the large quantity of business we do with them, and our contacts with brokers around the world mean that if you cannot arrange to collect your plants at your national airport, we can have them shipped to your local airport at cost, so you save time and money by arranging only the clearance at your own airport, and the transport of your plants to your facility.

#### IF YOU WANT ON-LINE SUPPORT

Our chief botanist and expert staff are always at your service with advice, tips and instructions. Our experts will visit you

personally if necessary, and you are assured of detailed descriptions and instructions regarding the planting and care of all the plants we supply. Give us a call, or e-mail us, no matter what time of day or night &ndash; and we will be here for you.

#### IF YOU WANT PERSONAL SERVICE

If you need us &ndash; call us! We do not have office hours or weekends when we cannot be contacted. We are here for you &ndash; whenever it is convenient for you &ndash; 365 days a year, 7 days a week, 24 hours a day. Use e-mail or our mobile phone numbers to call us &ndash; any time. Hazorea Aquatics believes that business is first and foremost &ndash; PEOPLE. We will do our best to visit you, to understand the way you do business, to see how we can adapt ourselves to your needs and to help fulfill your goals. Our experience with hundreds of businesses around the world are at your disposal &ndash; whether it is in operations, distribution, marketing or sales. Allow us to help you &ndash; and you might be surprised at what we can do for you.

#### IF YOU WANT A NO NONSENSE GUARANTEE

We will replace any properly cared for plant that did not grow for you. No questions asked. Our only request is that you plant correctly (as detailed in our instructions) and supply the required growing conditions.