

2010 SUMMER POINSETTIAS FREIGHT RATES

Shipping Season: May 31 – September 27, 2010 (Weeks 22–39)

PARCEL EXPRESS (UPS/FEDEX) RATES

(Rates are per tray)

1 Tray = 100 Cuttings

Continental U.S. Destinations

Cutting Types	Tray	Min.	Next Day Morning	Next Day Afternoon	2nd Day Delivery
Unrooted	1+	\$50.00	\$ 5.00	N/A	N/A
Callused	1+	\$50.00	\$ 5.00	N/A	N/A
Rooted	1+	\$32.00	\$28.00	\$25.00	\$16.00

Canada Destinations

From Guatemala & U.S. (Rooted only):

Cutting Types	Tray	Min.	Next Day Morning
Unrooted	1+	\$55.00	\$ 5.50
Callused	1+	\$55.00	\$ 5.50
Rooted	1+	\$70.00	\$35.00

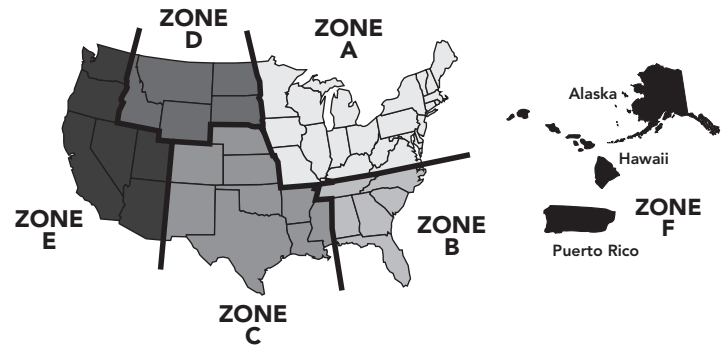
From Canada (Rooted only):

Cutting Types	Tray	Min.	Next Day Morning	Next Day Afternoon	2nd Day Delivery
Rooted	1+	\$25.00	\$21.00	\$19.00	\$13.00

- Rates do not apply for shipments to Hawaii, Alaska or Puerto Rico.
- The customer is responsible to pay for the duties and taxes for Canadian shipments
- If the customer chooses FedEx as the clearing broker, the clearing costs are included in the above cost
- Fuel surcharge is included
- 10 Unrooted or Callused trays = 1 box
- 2 Rooted trays = 1 box
- Cuttings must be planted within 24 hours after receipt
- **Track your order online at:**
<http://www.eckeglobal.com/EckeTraffic/login.aspx>

AIR FREIGHT RATES

1 Tray = 100 Cuttings



Zone	Legend	Cutting Types	Cost Per Tray	Minimum
Zone A		Rooted	\$16.00	\$110.00
Zone B		Rooted	\$16.00	\$110.00
Zone C		Rooted	\$16.00	\$110.00
Zone D		Rooted	\$18.00	\$110.00
Zone E		Rooted	\$16.00	\$110.00
Zone F		Rooted	\$16.00	\$190.00

- For air freight rates to Canada, please contact Ecke Customer Service at (760) 753-1134.
- We advise our customers not to ship Unrooted cuttings by air. If this option is chosen anyway, a quote must be obtained by calling Ecke Customer Service. Ecke is not responsible for flight delays or box heating in the airline warehouse. There is no delivery service from the airport to the customer. It is the customer's responsibility to coordinate with the airline for shipment pickup
- Air freight claims must be made by notifying Ecke customer service within 48 hrs after receiving the product. In addition, written intent to claim to the airline must be filed within 8 days after receiving the product.
- Fuel surcharge is included
- For International shipments to Europe, Asia and Africa, please request a quote from: traffic@eckeranch.com

HOLIDAY SCHEDULE

Please be aware of special holiday scheduling recommendations.

HOLIDAY	2010 DELIVERY SCHEDULE
Easter Week, Christmas Week, New Year's Week	Next Day Morning parcel service only
Memorial Day	Delivery on Wednesday, June 2
Canada Day	Delivery on Tuesday, June 29 (via truck and parcel services)
Independence Day	Delivery on Monday, July 5 (via truck) and Tuesday, July 6 (parcel services)
Labor Day	Delivery on Wednesday, September 8



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SUMMER REFRIGERATED TRUCK PROGRAM

■ AL, CT, GA, IL, IN, MD, MI, MO, NC, NJ, NY, OH, PA, TN, TX and WV

- **\$3.00** per Unrooted/Callused tray
- 200 trays (approx. 20 boxes) per customer minimum load
- 10 Unrooted or Callused trays = 1 box
- 2,800 trays (approx. 280 boxes) to schedule a truck

■ Within Florida State

- **\$2.00** per Unrooted/Callused tray
- 200 trays (approx. 20 boxes) per customer minimum load
- 10 Unrooted or Callused trays = 1 box
- 1,000 trays (approx. 100 boxes) to schedule a truck

■ To Ontario, Canada

- **\$4.50** per Unrooted/Callused tray
- 200 trays (approx. 200 boxes) per customer minimum load
- The customer is responsible to pay for the duties and taxes for Canadian shipments
- 10 Unrooted or Callused trays = 1 box
- 2,800 trays (approx. 280 boxes) to schedule a truck

■ West Coast: CA, NM, AZ

- **\$3.00** per Unrooted/Callused tray
- 200 trays (approx. 20 boxes) per customer minimum load
- 10 Unrooted or Callused trays = 1 box
- 1,000 trays (approx. 100 boxes) to schedule a truck

Do you know that 70% of Ecke Unrooted cuttings are delivered by temperature controlled truck? Why not experience what others already know about the advantage of Ecke trucking?

Ecke trucking benefits you by:

- Proven reliable delivery
- Delivery on Sunday, Monday and Tuesday mornings
- Real time web based truck tracking
- Constant temperature = best quality
- No more processing of replacement orders due to freeze losses
- Reducing your freight cost
- Weekly notifications of the arrival of the truck

Conditions:

- Truck program dates are from weeks 22–34
- Fuel surcharge is included
- Cuttings must be planted within 24 hours after receipt.

To participate in the Ecke Truck Program the customer needs to provide 24-hour access to deliver the product to the customer's dock and coolers.

Call an Ecke Customer Service Representative at (760) 944-4038 for delivery outside of the Unrooted trucking zone and for more details about participation in the trucking program.

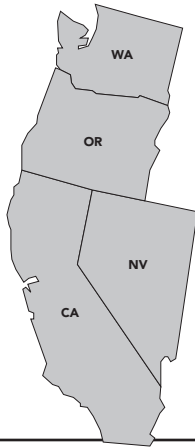


SHIPPING START DATES for the propagation sites

- Plug Connection: W22 – W36
- Ecke Georgia: W22 – W36
- Ecke Connellsville: W26 – W36
- Ellison’s Greenhouses: W28 – W36
- Linwell Gardens: W28 – W36

■ Plug Connection – Summer Trucking Delivery

STATES SERVICED: CA, NV, OR, WA
TRUCKING DATES: Weeks 22 – 36



CUTTING TYPE		Per Tray
Rooted	San Diego – L.A	\$ 6.00
Rooted	L.A – Oregon Border	\$ 8.00

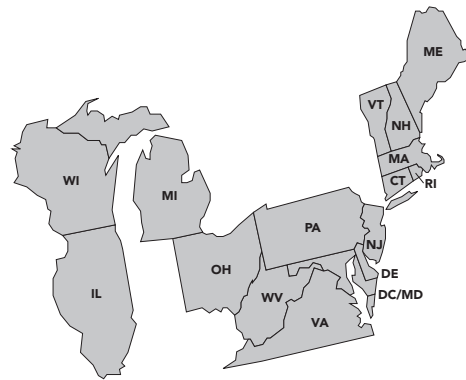
- 35 Rooted trays (approx. 35 boxes) per stop
- Rooted: 2 trays per box
- Refrigerated truck

CUTTING TYPE		Per Tray
Rooted	On Trac (not climate controlled)	\$10.00

- \$20 minimum charge
- Rooted: 2 trays per box
- Not available in all zip codes

■ Ecke Connellsville – Summer Trucking Delivery

STATES SERVICED: CT, DC, DE, IL, MA, MD, ME, MI, NH, NJ, OH, PA, RI, VA, VT, WI and WV
TRUCKING DATES: Weeks 26, 28, 30, 32, 34 and 36



CUTTING TYPE		Per Tray
Rooted		\$ 7.00

- 35 Rooted trays (approx. 35 boxes) per customer minimum load
- Rooted: 2 trays per box
- 400 trays (approx. 400 boxes) to schedule a truck
- Refrigerated truck

■ Ecke Georgia – Summer Trucking Delivery

STATES SERVICED: AL, AR, FL, GA, KY, NC, SC and TN
TRUCKING DATES: Weeks 22, 24, 26, 28, 30, 32, 34 and 36



CUTTING TYPE		Per Tray
Rooted	AL, AR, GA, KY, NC, SC, TN	\$ 7.00
Rooted	FL	\$ 8.00

- 35 Rooted trays (approx. 35 boxes) per customer minimum load
- Rooted: 2 trays per box
- 400 trays (approx. 400 boxes) to schedule a truck
- Refrigerated truck

SUMMER REFRIGERATED TRUCK PROGRAM

Unrooted/Callused Cuttings – 1 Tray = 100 Cuttings

■ Ellison’s Greenhouses – Summer Trucking Delivery

STATES SERVICED: LA, OK and TX

TRUCKING DATES: Weeks 28, 30, 32, 34 and 36



CUTTING TYPE	Per Tray
Rooted	\$ 7.00

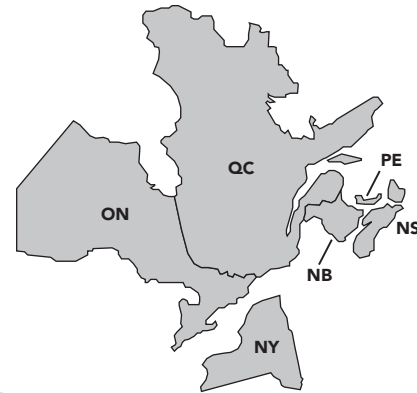
- 35 Rooted trays (approx. 35 boxes) per customer minimum load
- Rooted: 2 trays per box
- 400 trays (approx. 400 boxes) to schedule a truck
- Refrigerated truck

■ Linwell Gardens – Summer Trucking Delivery

CANADIAN PROVINCES SERVICED: NB, NS, ON, PE and QC

STATE SERVICED: NY

TRUCKING DATES: Weeks 28–36



CUTTING TYPE	Per Tray
Rooted	\$ 7.00

- 35 Rooted trays (approx. 35 boxes) per customer minimum load
- Rooted: 2 trays per box
- 400 trays (approx. 400 boxes) to schedule a truck
- Delivery is available in selected areas only of NB, NS, ON, PE, QC and MI
- Refrigerated truck

Introducing On Time™, Ecke’s new Freight Logistics Web Tracking System

Track your orders online at: <http://www.eckeglobal.com/EckeTraffic/login.aspx>

Thanks to Ecke’s enhanced partnership with parcel delivery giants UPS and FedEx, all you need is an order number to find out where your parcel shipments are and when they will arrive.

Simply log onto the Ecke On Time™ site, www.EckeGlobal.com. Enter your broker purchase order number or Ecke order number, and in seconds you’ll have the complete order history and tracking information from the parcel delivery service company. Or you can contact your broker who has access to all shipments for specific ship weeks.

Call (760) 753-1134 today and speak to our traffic department about how instant tracking information improves your delivery logistics!

Ecke, your resource for staying On Time™ and informed.



Refer to Ecke’s Terms and Conditions at www.Ecke.com for complete, detailed shipping terms.