



George F. Zittel 1896 (started Farm) Amos Zittel 1908 Bill, Kevin, Paul, George, David, Evan



#### **Amos Zittel & Sons, Inc.**

- Started Growing Geraniums in 1964
- Family owned and operated
- Wide Selection of Products
- Quality and Customer Service is our priority, paying close attention to detail and going the extra mile for our Customers and Sales Reps
- Grower Truck available
- 99.8% order fill in 2024
- Mix and match 18 different varieties in one box
- With minimums as low as 26
- Over 20 years of experience using biologicals





### Incorporated State of the Art Technology including Watering Booms and Damatex Environmental Computer System affording better efficiencies and quality





## Invested in Picas –B2B and will provide Real Time Inventory availability









## Huge Selection of Products One Stop Shop!

Northeast Supplier with over 1800 items:

- Offering BFP, Dummen, Syngenta, Danzinger, Selecta and other Genetics
- Herbs and Spring Plants grown as 30mm
- Geraniums offered as:
  - 30 mm (4 wks),
  - 40 mm (6 wks)
  - prefinished 4.5" (7 wks)
  - Shipping wk 1-16
    - Fuchsia wk 47-16
    - Elegance wk 50-12
    - Herbs til wk 18
  - Tags dropped shipped



### **Geraniums 17 Strip**

- Grown in 40 mm Elle
  - Faster to Finish and allows customer to open greenhouse later
  - 6 weeks grow time
  - 17 plants per strip allows spacing for greater aeration
  - Minimum 51
  - Shipped 204 per Fed Ex Box
  - 68 per truck tray (4 strips)



#### 2025 Herbs – 67 Items

GR Cymbopogon flex Est Indian	HE Mint Mojito Cocktail	HE Rue graveolens Ruta	
HE Basil African Blue	HE Mint Orange	HE Salvia-Sage	
HE Basil Bicolor	HE Mint Peppermint	HE Salvia-Sage Berggarten	
HE Basil Dolce Fresca	HE Mint Pineapple Variegated	HE Salvia-Sage Golden	
HE Basil Everleaf Genovese	HE Mint Chocolate	HE Salvia-Sage Pineapple	
HE Basil Italian Large Leaf	HE Mint Spearmint	HE Salvia-Sage Purple	
HE Basil Italian Red	HE Mint Spearmint KY Colonel	HE Salvia-Sage Tcol	
He Basil Pesto Party	HE Mint Strawberry	HE Stevia Sweet Leaf	
HE Basil Pesto Perpetuo#	HE Nepeta cataria Catnip	HE Tarragon French	
HE Basil Rutgers DMR Devotion	HE Oregano Common	HE Thyme cit Creeping Lemon	
HE Basil Summer Sweet Genovese	HE Oregano Greek	HE Thyme cit Lemon	
HE Chamomile German	HE Oregano Hot & Spicy	HE Thyme cit Lemon Variegated	
HE Chervil	HE Oregano Italian	HE Thyme French "summer"	
HE Chives	HE Parsley Curly	HE Thyme pseudolanugin Woolly	
HE Cilantro	HE Parsley Italian	HE Thyme vul English	
HE Curry Dwarf (heli italicum Dwarf)	HE Patchouli pogostemon	HE Thyme vul Silver Edge	
HE Dill Fernleaf	HE Rosemary off Arp	Lavandula ang Edelweiss	
Eucalyptus ciner Silver Dollar	HE Rosemary off Barbecue	Lavandula ang Munstead	
HE Fennel Green	HE Rosemary off Prostratus	Lavandula dent French	
HE Lemon Balm	HE Rosemary off Salem	Lavandula Goodwin Creek	
HE Lemon Verbena	HE Rosemary off Tuscan Blue	Lavandula Hidcote Blue	
HE Origanum Marjoram Sweet	HE Rosemary Upright	Lavandula inter Phenomenal#	
HE Mint Apple			

### **Geraniums 26 Strip**

- •Grown in 30 mm Elle
  - 4 weeks Grow Time
  - 26 plants per strip
  - Minimum 104
  - Shipped 312 per Fed Ex Box
  - 104 per truck tray (4 strips)
  - Calliopes grown only in 30 mm





## Regal Geraniums Martha Washington

- Regal Geraniums Available week 50-12
  - Grown in 50 mm Elle
  - Pinched and pre-cooled
  - 14 week crop time
  - 32 per tray
  - 128 per box



## BFP, Syngenta, Dummen, Danzinger, Selecta & Misc Spring Plants

- Grown in 30 mm Elle
  - Smaller minimums only 26 per variety
  - Quick to finish
  - Mix and Match 18 strips of 26 plants in one box
  - 468 plants per box
  - Can mix and match w/ geraniums & fuchsia
  - Great product line for early mixed containers



### Fuchsia

- •Grown in 40 mm Elle 17 plants per strip
- Double Pinched
- Quick to finish suggest for Mother's Day Finish:
  - 4 per 10" pot if planted in February
  - 5 per 10" pot if planted in March
- •Low Minimums 17 per variety, 312 per box
  - •18 strips/box



### **Shipping**

#### Fed Ex

- Careful to watch weather –often call customer
- Full Box 18 Strips Vegetative-Shorter product
   12 strips Geraniums—Taller product
- ½ Box available 9 strips shorter and 6 if taller

#### Grower Truck

- Rack or open stackable RPC
- No real minimums if on the route and customer is flexible
- Cross dock or drop at central location
- Truck
   — Palletized and heat protected (i.e. ADP)
- Tags dropped shipped for Ball Seed orders



### 2025 Truck Routes (projected)

Week 01	PA	OH, IN, KY, TN	Local NY			
Week 02	PA, MD, VA	ОН	Local NY			
Week 03	PA	OH, IN, KY, TN_	Local NY	NY, MA, CT_		
Week 04	PA, MD, VA	OH, IN	Local NY	NY, MA, CT	N. OH, MI	
Week 05	PA		Local NY	NY, MA, CT	N. OH, MI	
Week 06	PA, MD, VA	OH, IN	Local NY	NY, MA, CT		N. Oh, N. IN, IL, WI
Week 07	PA	OH, IN, KY	Local NY	NY, MA, CT	N. OH, MI	N. Oh, N. IN,
Week 08	PA, MD, VA, DE	OH, IN	Local NY	NY, MA, CT_	N. OH, MI	N. Oh, N. IN, IL, WI
Week 09	PA	OH, IN, KY_	Local NY	NY, MA, CT, RI, ME, NH, VT	N. OH, MI	N. Oh, N. IN,
Week 10	PA, MD, VA, DE	OH, IN	Local NY	NY, MA, CT, RI	N. OH, MI	N. Oh, N. IN, IL, WI
Week 11	<mark>PA</mark>	OH, IN, KY	Local NY_	NY, MA, CT, RI, NH, VT	_	N. Oh, N. IN,
Week 12	PA, MD, VA, DE	OH, IN	Local NY	NY, MA, CT, RI	N. OH, MI	N. Oh, N. IN, IL, WI
Week 13	PA_	OH, IN	Local NY	NY, MA, CT, RI		
Week 14	PA, MD, VA, DE	_	Local NY	NY, MA, NH		N. Oh, N. IN, IL, WI
Week 15		OH, IN	Local NY	NY, MA CT, RI	N. OH, MI	
Week 16	<mark>PA</mark>	OH, IN	Local NY			
	MD, VA					
	(Even weeks)	KY (odd weeks)	Local NY			Eastern IL, WI (Even weeks)

Truck routes are based on customer orders. Always willing to create a new route as regions develop.

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26/17 strips		miles	min	36-250 trays	250-500 trays	>500 trays
zone	1	0-35		0	0	0
zone	2	35-170	50	\$1.50	\$1.25	\$1.00
zone	3	171-400	60	\$1.75	\$1.50	\$1.25
zone	4	401-600	70	\$2.00	\$1.75	\$1.50
zone	5	>600	80	\$2.25	\$2.00	\$1.75
	į	50 and 32 tray	= 3x the char			
	Trixi, Mixmaster and Regals					
50/32 trays miles min		36-250 travs	250-500 travs	>500 travs		

50/32 trays		miles	min	36-250 trays	250-500 trays	>500 trays
zone	1	0-35	0	0	0	0
zone	2	35-170	0	\$4.50	\$3.75	\$3.00
zone	3	171-400	0	\$5.25	\$4.50	\$3.75
zone	4	401-600	0	\$6.00	\$5.25	\$4.50
zone	5	>600	0	\$6.75	\$6.00	\$5.25

This is tentative but the basis for our truck rates.

# Ivies & Spring Plants Tipper Tied



# Spring Plants 6 sleeves/box 18 strips



## Ivy Geraniums 4 sleeves/box 12 strips



#### Mix & Match with 26 & 17's

- 6" high sleeve-Packed 4 sleeves to a box
  - 51 Geraniums 40 mm Elle
  - 78 Geraniums 30 mm Elle
  - 51 Fuchsia 40 mm Elle
- 4" high sleeves-Packed 6 sleeves to a box
  - 78 Spring Plants 30 mm Elle

