

# SPRING SHIPPING

(How we get from here to there)





**BEFORE**

All tucked in



# BEFORE

Bunker cover over the hoop houses. Landscape fabric over the plants inside.





Shipping starts with uncovering the plants that have been overwintered.

Keep in mind that we overwinter about half of the projected production for the season.

In late March to early April bunker cover comes off the hoop houses and hay is removed from frames.

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Plants don't break dormancy or mature all at the same time. It might be nice if they did, but not as interesting. So, we let them Grow!





AND we are still planting!



Shipping starts April 1<sup>st</sup> - 15<sup>th</sup> depending on weather. The first shipments will be plants just coming out of dormancy or spring ephemerals.

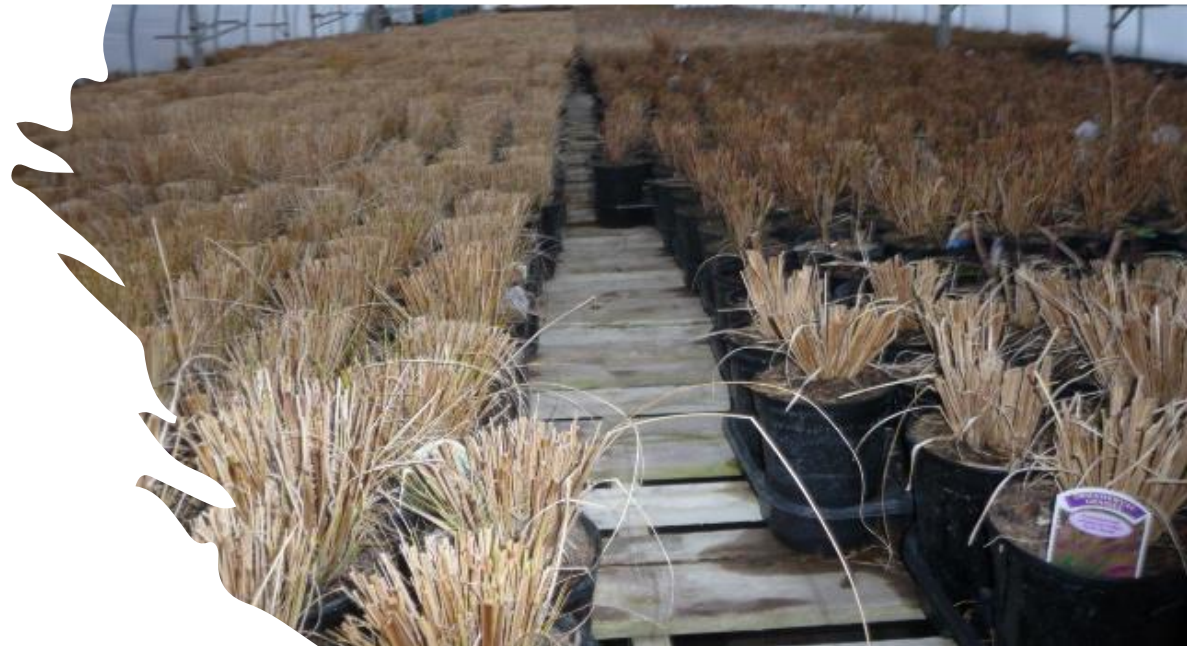


Until the middle of May,  
we ship only hardened-off  
plants.





Many Native forbs and grasses stay dormant until mid to late May when the soil has warmed to about 60 degrees.



# What will I be paying for delivery?

We try to combine deliveries whenever possible. Orders combined with others but not meeting the minimum will be charged an Under-Minimum Drop Fee. If you must have a delivery not meeting the minimum and can't wait for us to combine your order with others in the area, the "I Need it Now" charge will apply.

•**Delivery within 50 miles** is included in the price. For the 4-county area of Washington, Waukesha, Ozaukee, and Milwaukee counties, the minimum order is \$500.

•**Outside of the 4-county area but within 50 miles** the minimum order is \$750. A 3% delivery charge will be added however, we are offering a 2% discount for payment upon delivery. So, what this means is, if you pay on delivery within 50-100 miles, delivery is 1% of the item total.

•**For the 50-100 mile area**, the minimum order is \$1,000. The delivery charge is 6% of the item total. At the same time, we are offering a 2% discount for payment on delivery. So, what this means is, if you pay on delivery within 50-100 miles, delivery is 4% of the item total.

•**For the 100-150 mile area**, the minimum order is \$1,200. The delivery charge is 7% of the item total. Again, we are offering a 2% discount for payment on delivery. If you pay on delivery within 100-150 miles, delivery is 5%.

•**For the 150-200 mile area**, the minimum order is \$1,500. The delivery charge is 10% of the item total. The 2% discount for payment on delivery applies, reducing delivery to 8%.

Payment on delivery includes cash, check, or credit card. Credit card information can be provided to the office before or after the delivery. Unless requested, the card won't be run until we know the delivery was satisfactory.

Minimum order thresholds apply to the original order, not to any subsequent backorders. We will do our best to get the back-ordered items to you. We will need to schedule small backorders in an efficient manner.

The table lists delivery charges and minimum order for delivery.

| Mileage                       | Minimum Order for Delivery | Delivery Charge   | Delivery Discount                   | Under-Minimum Drop Fee | "I Need it Now" Charge            |
|-------------------------------|----------------------------|-------------------|-------------------------------------|------------------------|-----------------------------------|
| 4-County area                 | \$500                      | No charge         | NA                                  | \$35                   | \$75.00 for less than minimum     |
| Outside 4 Counties - 50 miles | \$750                      | 3% of item total  | 2% discount for payment on delivery | \$45                   | \$100.00 for less than minimum    |
| 50-100 miles                  | \$1,000                    | 6% of item total  | 2% discount for payment on delivery | \$55                   | \$150.00 for less than minimum    |
| 100-150 miles                 | \$1,200                    | 7% of item total  | 2% discount for payment on delivery | \$65                   | No delivery for less than minimum |
| 150-200 miles                 | \$1,500                    | 10% of item total | 2% discount for payment on delivery | \$75                   | No delivery for less than minimum |



# SHIPPING FOR GARDEN CENTERS

Garden Centers often have multiple deliveries. Here is how that works:



- A. We recommend scheduling your deliveries for a certain day of the week. We can advise you on this, based on other businesses in your area that have scheduled deliveries.
- B. We send whatever is looking retail ready from your order until we've sent everything, or it is the end of the season.
- C. If you take a delivery every other week, that allows plants that may not be ready on week A to have a chance to grow and be ready for week C.

# SHIPPING FOR LANDSCAPE CUSTOMERS



If you are ordering something we know is still dormant, such as warm season grasses or Native forbs, we will ask if you want them in their dormant state or if you prefer to backorder them until they are up. The choice is up to you!





# A REMINDER

- There will be no deliveries specifically to job sites from April 15 to June 15.
- We cannot be certain of delivery times and availability of drivers or order pickers.
- However, we will deliver to Garden Centers, Plant Sales and Landscape Yards during that time.
- Pick up is always available.

# Thank you!

Questions? Comments?  
Please contact us!  
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