

LEAFFLET

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I usually start my Christmas Letters with the proud announcement that we are still married—causing much head scratching as to what brought up that subject, to be followed shortly by imaginings about my recent behavioral patterns. And so I am starting this newsletter by announcing that we are still in business. In fact, we are so much in business that we have, right now, the highest plant inventory we have ever had. All winter long the canning (one gallon potting up operation) has been going full bore or tilt or whatever. Also our grasses, carexes, and vincas were propagated in the winter, which is a big trade secret as it is highly effective. Our crew is kept working year around so they are available for the big spring shipping push and this is the best time for division and propagation of some of our key plant types.

We have right now a great many Pachysandra ‘Green Carpet’ in what we call the 24 ct. Standard flat. Here is the story on that one. There is another large groundcover supplier here in the Midwest who invented this flat and got a 25 year exclusive on it with the plastic pot and tray maker people. One of my previous operations managers found out that the exclusive had run out and promptly ordered some so that we would have the same product to offer in the same Chicago market, where it had developed a big market. This other reputable groundcover supplier lists this flat in their catalog as a 24 Flat. It is nominally a 3” pot, slightly rectangular and shallower than our 2 ½” SVD plastic pot.

My motto has been for years that a person does not have to be smart, only smart enough to find a smart person and copy them. On second thought, one has to be smart to think of that ploy in the first place. And so that is what we are doing. The alert customer will note that we have chosen, deliberately, to not get into a price war with this other reputable nursery. We are playing the long game here, which so far has not played out quite as hoped, but we are still in business. And so, if anyone wants my advice on how to run their landscaping or landscaping supplier business, please purchase all of the pachysandra you want from this other supplier so that they will run out sooner and then you can come to us and we will have lots of it for you, and we will not hold any grudges about you not buying sooner as we do not care when you buy from us only that you buy from us before the year is out.

Speaking of pachysandra, we have all kinds of it and it is all over our nursery getting in the way and we are beginning to trim it for cuttings and also so that it will be shorter and in a few weeks will have many short branches and look really good. We have it in all kinds of sizes from #1 pots that used to be one gallons and then were three quarts and now something less. It is strange pachysandra this sells in this size of a pot, but we never tell our customers they have no idea what they are doing. We only ask that the check is good. We have finally figured out how to convince the roots to grow straight to the bottom of the pot, which is a real convenience when trying to sell them. Also something we call the 10 ct. which means 10 square pots to a carrier flat that used to be 4 ½” pots and before that quarts. These all got left out in the rain and shrank greatly. We then have three kinds

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of 32 ct. trays, all the 10-20 tray with a cell plug, a peat pot, and a plastic SVD pot and all for the same price. You have choices of how many small pots are blowing around the lawn while you are trying to install the landscaping. We are way ahead of production of these, or did I mention that already.

The 32 plug is gaining in popularity as it is easy to carry around on the job site and does not have a lot of little plastic pots blowing around. When we run low on the 32 plugs I am always trying to convince people that the peat pot in the Poly-Pak, a thin plastic handling sheet that keeps the roots and rhizomes from growing into its fellow peat pots making them difficult to transplant is a good idea. My sales manager says that trying to convince customers to change their preferences is a losing proposition, however, being a great optimist—thinking that this business was easy and fun and a good way to prosper—I am such an optimist as to try to sell the peat pots in the Poly-Pak to the 32 plug aficionados.

We are caught up on the *Vinca minor* ‘Bowles’ production by now. Because of the cold weather we were short for a few weeks in March and got the usual complaints which the sales people passed on to me undiluted and unadulterated. I told the sales people that we were short because they had sold, late last fall, all that we had planned on selling early this spring, and, in fact, I would like to get on the phone and tell the customers that it was all their fault for buying plants from us last year and making me, the production maestro, look bad by being short this spring. You would be amazed at how proprietary the sales personages suddenly became about their phones. You would have thought that they purchased the phones themselves. They do not let me near them, which is probably fine—I got to talk to the customers plenty back when we were starting out.

Speaking of *Vinca minor*, we have lots of the variegated one ‘Ralph Shugert’, invented by Dave MacKenzie from Hortech and named after a great plantsman and fine person. It does not revert and shows its ‘Bowles’ heritage in leaf form and good flowering.

This growing plants thing is more complicated than I had thought—our customers are thinking all the time and we are thinking all the time and

then, to use the passive tense, wrong conclusions are reached. When we run short of a plant, the customers think that we have some congenital incompetence such that we cannot figure that out or figure out how to grow more. We, on the other hand, every time we are short, are busily establishing more stock blocks and doing more propagation until we can flood the market. Because of the hysteresis in the system we are going one way while the customers are giving up on us and going the other way. We now have plenty of *Carex pensylvanica* and *Geranium sanguineum* ‘Max Frei’. It has taken a while with many bumps in the road to success along the way. These plants are all over the place and in our way.

Another plant that we never want to be short on is *Sporobolus heterolepis*, in both the seeded variety and the clonal vegetatively propagated ‘Tara’ version. The latter was discovered and promoted by Roy Diblik and has a different look than the species. The seed heads and scapes are distinct and more upright. The leaves are a bit dwarfer. It is different and distinctly ornamental. I asked our high-priced sales catalogue editor why they were priced the same, when, never in the history of the world has a seed propagated plant been sold for the same price as one made from division. He gave me a long and learned explanation, one which could only be expected from a person in his pay bracket, and I promptly forgot it. Anyhow, the ‘Tara’ in deep 50’s is about ready for sale and we will have much more available next year and can flood the market if given any advance information. I have that production system wired and it is, again, a trade secret except to all who are members of the International Plant Propagators Society, motto “To Seek, and To Share.”

You will notice long lists of one gallon pots of plants complete with the catalog pricing accompanying them. After putting this list together I see that it would have been much easier, and probably just as informative, if I had said that we had over a million containers out there either growing or having grown and being trimmed and spaced. This list is not the total we will have for all of 2022 as many plants are potted and not up to size yet, but will be by the time you read this. Many varieties are available, but in fewer than one thousand quantities.

GALLONS

Qty	Plant	Price
2,000	Achillea 'Moonshine'	\$5.10
1,000	Agastache 'Blue Fortune'	\$5.10
2,000	Ajuga 'Chocolate Chip'	\$5.70
2,000	Ajuga r. 'Black Scallop' PP15815	\$5.70
2,300	Ajuga r. 'Bronze Beauty'	\$5.70
1,700	Ajuga r. 'Burgundy Glow'	\$5.70
1,800	Ajuga r. 'Catlin's Giant'	\$5.70
1,000	Alchemilla m. 'Thriller'	\$5.10
3,000	Allium cernuum	\$7.40
34,000	Allium 'Millenium'	\$7.40
20,000	Allium 'Summer Beauty'	\$6.30
9,000	Allium 'Windy City' PP28100	\$8.70
8,000	Amsonia 'Blue Ice'	\$6.30
2,000	Amsonia ciliata 'Halfway to Arkansas'	\$6.30
4,000	Amsonia hubrichtii	\$6.30
1,000	Amsonia 'Midway to Montana'	\$6.30
1,200	Amsonia tabernaemontana 'Fontana'	\$6.30
1,600	Amsonia t. 'Storm Cloud' (Proven Winners®)	\$8.70
2,000	Andropogon g. 'Blackhawks' PP27949	\$7.40
1,500	Anemone canadensis	\$8.70
1,100	Anemone 'Honorine Jobert' (x hybrida)	\$8.70
1,000	Anemone 'September Charm' (x hybrida)	\$8.70
2,300	Aralia cordata 'Sun King'	\$8.70
1,200	Aruncus 'Misty Lace' PP15798	\$8.70
2,000	Asarum canadense	\$7.40
1,000	Asclepias incarnata	\$7.40
3,500	Asclepias incarnata 'Cinderella'	\$7.40
6,000	Asclepias tuberosa	\$7.40
1,000	Asclepias tuberosa 'Gay Butterflies'	\$7.40
2,200	Astilbe 'Deutschland'	\$7.40
3,300	Astilbe 'Fanal'	\$7.40
1,800	Astilbe 'Maggie Daley'	\$7.40
1,500	Astilbe 'Peach Blossom'	\$7.40
4,000	Astilbe 'Pumila' (chinensis var. pumila)	\$7.40
1,500	Astilbe 'Purple Candle' (c. 'Purpurkurze')	\$7.40
1,000	Astilbe 'Rheinland'	\$7.40
2,600	Astilbe 'Vision in Pink'	\$8.70
2,100	Astilbe 'Vision in Red'	\$8.70
1,700	Astilbe 'Vision In White' PP18965	\$8.70
2,500	Astilbe 'Visions'	\$7.40
1,400	Baptisia australis	\$7.40
2,600	Bouteloua curtipendula	\$6.30
2,300	Bouteloua g. 'Blonde Ambition' PP22048	\$9.80
1,400	Bouteloua g. 'Honeycomb' PP33101	\$7.40
2,700	Bouteloua gracilis (Bad River genotype)	\$6.30
1,100	Brunnera m. 'Sea Heart' PP24684	\$9.80
27,000	Calamagrostis a. 'Karl Foerster'	\$6.30
3,400	Calamagrostis brachytricha	\$6.30
4,000	Calamintha nepeta ssp. nepeta	\$5.70
1,000	Campanula c. 'Rapido Blue'	\$5.70
1,600	Carex albicans	\$7.40
5,000	Carex appalachica	\$7.40
1,000	Carex bicknellii	\$8.70
1,600	Carex brevior	\$8.70
2,100	Carex 'Evergold'	\$7.40
2,500	Carex flacca (aka Carex glauca)	\$7.40
4,600	Carex flacca 'Blue Zinger'	\$7.40
3,100	Carex 'Ice Dance'	\$7.40
20,000	Carex pennsylvanica	\$7.40
1,600	Carex vulpinoidea	\$8.70
3,500	Ceratostigma plumbaginoides	\$6.30
1,600	Chasmanthium latifolium	\$6.30
2,500	Chelone l. 'Hot Lips'	\$6.30
4,000	Coreopsis v. 'Moonbeam'	\$6.30
4,700	Coreopsis v. 'Zagreb'	\$5.70
6,300	Deschampsia c. 'Goldtau'	\$6.30
2,000	Deschampsia cespitosa	\$6.30
2,000	Dianthus 'Firewitch'	\$7.40
1,800	Dianthus 'Fuchsia Fire' PP32987	\$7.40
1,100	Dianthus Rockin Red™	\$7.40
3,700	Echinacea 'Cheyenne Spirit'	\$7.40
3,900	Echin. Pixie Meadowbrite™ PP18546	\$8.70
1,500	Echinacea purpurea	\$8.70
5,400	Echinacea purpurea 'Magnus Superior'	\$5.70
4,000	E. purpurea PowWow® Wild Berry ('Pas702917')	\$7.40
1,000	Echin. Sombrero® Baja Burgundy PP28162	\$9.80
1,000	Echin. Sombrero® Sangrita PP30138	\$9.80
1,200	Echinops ritro 'Veitch's Blue'	\$9.80
3,600	Euonymus f. 'Coloratus'	\$5.10
1,500	Eupatorium d. 'Little Joe' PP16122	\$7.40
2,300	FERN Athyrium filix-femina (Lady)	\$9.80
3,700	FERN Athyrium n. 'Pictum' (Japanese Painted)	\$9.80
1,900	FERN Dryopteris erythrosora (Autumn)	\$9.80
1,100	FERN Matteuccia struthiopteris (Ostrich)	\$9.80
2,300	FERN Polystichum acrostichoides (Christmas)	\$9.80
2,700	Festuca g. 'Elijah Blue'	\$7.40
2,000	Festuca x 'Cool As Ice' PP27651	\$7.40
2,300	Galium odoratum	\$6.30
1,800	Geranium macrorrhizum 'Bevan's Variety'	\$7.40
7,300	Geranium 'Rozanne'®	\$8.70
11,000	Geranium sanguineum 'Max Frei'	\$6.30
1,200	Geranium x cantabrigiense 'Karmina'	\$7.40
2,700	Hakonechloa m. 'All Gold'	\$9.80
4,200	Hakonechloa m. 'Aureola'	\$9.80
2,700	Hakonechloa macra	\$9.80
3,400	Helictotrichon s. 'Sapphire'	\$8.70
1,000	Helleborus HONEYMOON® 'Rom. Getaway'	\$11.90
1,000	Helleborus Ivory Prince ('Walhelivor' PP16199)	\$13.00
1,400	Hemerocallis 'Apricot Sparkles' PP13223	\$7.40
21,000	Hemerocallis 'Happy Returns'	\$5.70
1,700	Hemerocallis 'Hyperion'	\$5.70

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GALLONS		
Qty	Plant	Price
5,700	Hemerocallis 'Pardon Me'	\$5.70
2,000	Hemerocallis 'Purple De Oro'	\$5.70
1,300	Hemerocallis 'Rocket City'	\$7.40
3,100	Hemerocallis 'Rosy Returns'	\$7.40
1,300	Hemerocallis 'Ruby Stella'	\$5.70
18,000	Hemerocallis 'Stella de Oro'	\$5.10
1,000	Heuchera 'Apple Twist' PP31221 (P.W.®)	\$9.80
1,100	Heuchera 'Autumn Bride' (villosa)	\$7.40
1,100	Heuchera 'Black Pearl' PP29395 (P.W.®)	\$9.80
8,100	Heuchera 'Caramel' PP16560 (villosa)	\$8.70
1,000	Heuchera Forever® Red PP29644	\$9.80
1,000	Heuchera 'Grape Expectations' PP26894	\$8.70
1,000	Heuchera 'Midnight Rose' PP18551	\$8.70
3,100	Heuchera 'Obsidian' PP14836	\$8.70
3,500	Heuchera 'Palace Purple' (m. var. diversifolia)	\$5.70
2,900	Heuchera 'Plum Pudding'	\$7.40
1,300	Heuchera 'Silver Gumdrop' PP29207 (P.W.®)	\$9.80
3,000	Hosta 'August Moon'	\$7.40
2,000	Hosta 'Blue Angel'	\$7.40
1,400	Hosta 'First Frost'	\$8.70
3,700	Hosta 'Francee'	\$7.40
1,400	Hosta 'Great Expectations'	\$7.40
2,300	Hosta 'Guacamole'	\$7.40
1,700	Hosta 'Hadspen Blue'	\$7.40
1,000	Hosta 'Halcyon'	\$7.40
4,000	Hosta 'June'	\$7.40
4,400	Hosta 'Minuteman'	\$7.40
2,900	Hosta 'Patriot'	\$7.40
1,400	Hosta 'Rainforest Sunrise'	\$8.70
5,200	Hosta 'Royal Standard'	\$7.40
2,000	Hosta sieboldiana 'Elegans'	\$7.40
5,000	Hosta sieboldiana 'Frances Williams'	\$7.40
1,200	Hosta 'Stained Glass'	\$8.70
2,700	Hosta 'Sum and Substance'	\$8.70
2,400	Iris s. 'Caesar's Brother'	\$6.30
1,400	Lavandula angustifolia 'Munstead'	\$6.30
1,300	Lavandula PHENOMENAL® PP24193	\$7.40
3,000	Leucanthemum x s. 'Becky'	\$6.30
2,500	Leucanthemum x s. 'Snowcap'	\$6.30
2,700	Liatris s. 'Kobold'	\$8.70
5,300	Liriope m. 'Big Blue'	\$7.40
1,300	Liriope m. 'Silvery Sunproof'	\$7.40
19,000	Liriope spicata	\$6.30
1,200	Lysimachia alfredii 'Night Light' PPAF	\$6.30
5,500	Miscanthus s. 'Gracillimus'	\$7.40
1,600	Miscanthus s. 'Little Kitten'	\$7.40
2,500	Molinia 'Moorflamme' (caerulea subsp. caerulea)	\$6.30
1,500	Nepeta 'Blue Wonder'	\$5.70
1,200	Nepeta 'Early Bird'	\$5.70
1,500	Nepeta Jr. Walker™ ('Novanepjun' PP23074)	\$6.30
2,200	Nepeta 'Kit Cat'	\$5.70
1,400	Nepeta Prelude™ Blue PP31901	\$6.30
1,200	Nepeta Prelude™ Purple PPAF	\$6.30
8,900	Nepeta 'Walker's Low'	\$5.70
35,000	Pachysandra t. 'Green Carpet'	\$4.85
6,000	Panicum v. 'Heavy Metal'	\$6.30
8,300	Panicum v. 'Northwind'	\$6.30
5,600	Panicum v. 'Shenandoah'	\$6.30
1,400	Panicum virgatum	\$6.30
14,000	Pennisetum a. 'Hameln'	\$6.30
4,000	Pennisetum a. 'Little Bunny'	\$6.30
1,000	Pennisetum a. 'Love and Rockets' PP33035	\$7.40
2,300	Pennisetum a. 'Piglet' PP19074	\$7.40
1,000	Pennisetum a. 'Red Rocket' PP28715	\$7.40
1,400	Penstemon d. 'Husker Red'	\$6.30
4,100	Penstemon 'Dark Towers' PP20013	\$8.70
5,500	Perovskia a. 'Little Spire'	\$6.30
1,800	Perovskia atriplicifolia	\$6.30
2,800	Phlox divaricata 'Blue Moon'	\$6.30
1,000	Phlox s. 'Blue Emerald'	\$6.30
1,300	Platycodon g. 'Astra Blue'	\$6.30
1,300	Pulmonaria 'Lisa Marie' PP31226	\$9.80
1,000	Pulmonaria 'Raspberry Splash'	\$9.80
1,000	Pulmonaria 'Trevi Fountain'	\$9.80
6,700	Rudbeckia f. 'Goldsturm'	\$5.70
2,100	Rudbeckia 'Summerblaze'	\$5.70
1,000	Rudbeckia Viette's Little Suzy (fulgida 'Blowi')	\$5.70
4,200	Rudbeckia x 'American Gold Rush' PP28498	\$6.30
1,300	Salvia n. 'East Friesland'	\$5.70
2,000	Salvia n. 'Marcus' ('Heumanarc' PP13322)	\$6.30
1,000	Salvia n. 'Sixteen Candles' PP33133	\$6.30
1,300	Salvia n. 'Wesuwe'	\$5.70
3,300	Salvia x s. 'May Night'	\$5.70
2,100	Schizachyrium s. Blue Heaven® PP17310	\$7.40
2,600	Schizachyrium s. 'Carousel' PP20948	\$7.40
5,500	Schizachyrium s. 'Jazz'	\$6.30
3,100	Schizachyrium s. 'Standing Ovation' PP25202	\$7.40
6,500	Schizachyrium s. 'The Blues'	\$6.30
13,700	Schizachyrium scoparium	\$6.30
1,300	Sedum 'Carl' {Hylotelephium}	\$5.70
1,000	Sedum rupestre 'Angelina'	\$4.85
2,100	Sedum spectabile 'Autumn Fire' {Hylotelephium}	\$5.70
2,700	Sedum spectabile 'Autumn Joy'	\$5.70
1,600	Sedum spurium 'Dragon's Blood'	\$4.85
12,300	Sesleria autumnalis	\$6.30
14,000	Sporobolus h. 'Tara'	\$6.30
16,000	Sporobolus heterolepis	\$6.30
3,400	Stachys officinalis 'Hummelo'	\$5.70
1,400	Stokesia laevis 'Peachie's Pick'	\$8.70
36,000	Vinca m. 'Bowles'	\$5.10

LINERS

Qty Plant	Size	Price			
147 Allium 'Chivette' PP30151	50ct	\$100.00	151 Deschampsia c. 'Goldtau'	50ct	\$50.00
244 Allium 'Summer Beauty'	10ct	\$26.00	10 Dianthus Rockin'™ Pink Magic	50ct Seed	\$45.00
99 A. Summer Peek-a-Boo®	10ct	\$20.50	19 Dianthus Rockin'™ Purple	50ct Seed	\$45.00
296 Allium 'Windy City' PP28100	10ct	\$46.00	55 Dianthus Rockin'™ Red	50ct Seed	\$45.00
216 Allium 'Windy City' PP28100	50ct	\$100.00	14 Dianthus Rockin'™ Rose	50ct Seed	\$45.00
55 Baptisia a. 'Blue Mound' PP	38ct	\$81.70	66 Echinacea 'Cheyenne Spirit'	50ct Seed	\$70.00
43 Bap. 'Lavender Rose' PP	38ct	\$81.70	79 E.purpurea 'Magnus Superior'	50ct Seed	\$45.00
44 Bap. 'Lunar Eclipse' PP25875	38ct	\$81.70	12 E.purpurea PowWow®	50ct Seed	\$70.00
31 Baptisia 'Mojito' PP25987	38ct	\$81.70	65 Festuca x 'Cool As Ice' PP27651	50ct	\$75.00
69 Baptisia 'Solar Flare' PP20408	38ct	\$81.70	492 Geranium sanguineum 'Max Frei'	38ct	\$47.50
25 Baptisia 'Sunny Morning' PP	38ct	\$81.70	130 Geranium x c. 'Biokovo'	38ct	\$60.80
91 Calamagrostis a. 'Karl Foerster'	50ct	\$50.00	101 Geranium x c. 'Karmina'	38ct	\$60.80
25 Calamagrostis brachytricha	50ct	\$50.00	325 Imperata c. 'Red Baron'	50ct	\$75.00
77 Carex amphibola	50ct	\$100.00	201 Leucanthemum x s. 'Becky'	38ct	\$47.50
217 Carex appalachica	50ct	\$75.00	3478 Liriope spicata	32ct	\$44.16
66 Carex bicknellii	50ct	\$100.00	1315 Liriope spicata	32ct plug	\$44.16
65 Carex blanda	50ct	\$100.00	60 Miscanthus s. 'Gracillimus'	50ct	\$75.00
110 Carex brevior	50ct	\$100.00	104 Miscanthus s. 'Little Kitten'	50ct	\$75.00
169 Carex emoryi	50ct	\$100.00	80 Molinia 'Moorflamme'	50ct	\$50.00
12 Carex 'Evergold'	50ct	\$75.00	110 Nepeta 'Kit Cat'	38ct	\$47.50
187 Carex flacca (aka Carex glauca)	50ct	\$75.00	159 Pennisetum a. 'Hameln'	50ct	\$50.00
93 Carex flacca 'Blue Zinger'	50ct	\$75.00	51 Penstemon d. 'Husker Red'	38ct	\$47.50
122 Carex hystericina	50ct	\$100.00	66 Perovskia atriplicifolia	38ct	\$47.50
84 Carex 'Ice Dance'	50ct	\$75.00	153 Rud. x 'Am.Gold Rush' PP	38ct	\$60.80
22 Carex pellita	50ct	\$100.00	38 Rud. x 'Glitters Like Gold' PP	38ct	\$60.80
1115 Carex pensylvanica	50ct	\$75.00	42 Salvia n. 'Caradonna'	38ct	\$47.50
167 Carex p. 'Straw Hat' PP29432	50ct	\$100.00	47 Salvia n. 'East Friesland'	38ct	\$47.50
84 Carex radiata	50ct	\$100.00	52 Salvia n. 'Salvatore Blue'	50ct Seed	\$45.00
48 Carex sprengelii	50ct	\$100.00	94 Salvia n. 'Sixteen Candles' PP	38ct	\$60.80
118 Chasmanthium latifolium	50ct	\$50.00	164 Sesleria 'Greenlee Hybrid'	50ct	\$50.00
			366 Sporobolus h. 'Tara'	50ct	\$50.00
			1281 Sporobolus heterolepis	50ct	\$50.00

Here is a partial liner listing to give you some flavor of what we do. The general rule is that we propagate all of our own liners except for Proven Winners™ and some of the patented varieties that we do not have licenses to do. We make a few extra for sale. Our goal is to expand the liner production. To do so we need two things—to develop a good reputation in that business, and to obtain valuable information from our customers as to what they will buy. I think that liners are the wave of the future. It is more efficient to ship liners across the country than it is to ship gallon pots.

The Baptisias are all the Prairieblues™ series and are Chicagoland Grows® introductions bred or selected for better bloom color and bloom time. There was

not room enough for long names. We really like carexes and would like them more if they all sold. Let us know of any varieties that we do not have and that you want. They all look alike to me.

Liners are mostly in the deep 50's, with the seed sown ones in shallow 50's that fit under our needle seeder. Division and cutting grown liners are in deep 50's, 38's, 18 count 3 1/2", and the odd 32 plastic SVD. As with the gallons, smaller quantities are not listed here but we have many varieties still in liners. The clever reader will observe that our goal of flooding the market for Geranium sang. 'Max Frei' and Carex pensylvanica has succeeded remarkably well. My next goal is to sell them and make some money.

As mentioned earlier, we do not foresee any price increase this calendar year, even though wage inflation is exactly what we thought it was going to be. Every small factory, landscaper, and farmer around here is looking longingly at our very good Hispanic work force. We are committed to keeping them. We notice that some of our fellow nursery people are busily advertising discounts, sales, marked down pricing, and specials. As mentioned earlier we are barely smart enough to copy smart people, and so keeping track of prices and sales and promises made is far beyond our capabilities. Do not expect special sales from us. We live too far out in the country here for that. Besides, we do not want to irritate our good customers who paid full price a couple of weeks before any sale started.

We hear rumors that landscaping jobs are aplenty out there, waiting only for good enough weather and a good enough labor force to get things planted. We plan on catching up to projections before the ground freezes. We are busily prognosticating about business next year what with staying home because of high travelling costs from fuel and for hotels. If we were good at predicting the future

we would be wearing clean clothes and sitting in air conditioned offices pontificating, instead of being engaged in honest toil, but we think things bode well for continued plant sales well into 2023. We are producing plants just like we know what we are doing.

One of the better deals we have is *Liriope spicata* in the 32 to a tray size, either in plugs or in the SVD 3" pot (at least they call it that because they are measuring diagonally, we call it a 2 ½"). These have been around a while and thus are really thick and have lots of rhizomes trying to escape. They will make up fast in the landscape as well as in a one gallon pot.

We have 1500 2 gallon pots of *Lupinus Westcountry™* series, developed in the U.K. for sale. These have been trimmed back to the ground, flushed out and with many new blooms started. This time of the year and with multiple blooms, the blooms are much smaller than in the spring. They are all for sale.

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