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The 2021 spring season was a gangbuster for the entire plant industry – retail and wholesale grower alike. One of the huge problems that we all encountered is that there wasn't enough product to fill everyone's needs. Due to the shortages, a large number of orders had to be cancelled. The second huge problem was the shortage of delivery trucks.

To insure the next 2022 season runs smoothly, K and M Nursery has made some big changes and improvements.

- **Inventory tracking and control:**
 1. All orders must meet the minimum required to be delivered by K and M Nursery.
 2. All 6" and 10" must be ordered by a minimum 5 plant per variety and color.
 3. As the order is entered into our system, the quantities will be deducted accordingly improving availability accuracy.
 4. To assist in keeping our inventory numbers accurate so that everyone's order ships as close to as ordered, we ask that customers do not request change orders after their order has been received and put in the system unless it's absolutely necessary.
 5. Our weekly shipping capacity will be limited to \$1.8 million. If necessary, we may request a ship date change to insure timely loading of your material. (Good idea to order early!)

- **Expanded and improved loading and trucking:**
 1. All orders delivered by K and M Nursery will be shipped on EZ Shipper Racks at no charge. This will insure easier unloading of plant material at the final destination, and it will insure better quality of plant material and timely deliveries.
 2. There are two options for unloading material.
Option 1: You will need a dock and pallet jack or a forklift.
Option 2: You can unload each rack by hand and 2 people can lower the empty racks to the ground. (75lbs)
 3. After unloading the material, call the EZ Rack Company. They will come and break down the racks. You get to keep the pallets at no charge.
 4. We have always used reliable trucking companies to deliver our plant product and will continue to do so in the future. These changes will help to strengthen this component of our operations and our customers will benefit from them.

Spring 2022 is just around the corner and the new lists will be available soon. We have added nearly 60 acres of production and K and M Nursery anticipates a successful year. We hope to continue to do business with all our valued customers. If you have any questions, please contact either of us at the contacts below.

Sincerely,

Carl Rehmert & Josh Womack and everyone at **K and M Nursery**
Sales Representatives
800-446-4769 carl@gardentrading.com, josh@gardentrading.com