PREPARING PLANTS FOR SALE

DIG VERY CAREFULLY.

DO NOT INVADE THE NEXT CLUMP.

MARK THE VARIETY IMMEDIATELY.

Following are some ideas and suggestions to make the sale go smoother and less complicated for the customers.

Nothing is more frustrating than picking out the perfect iris in the perfect color, then waiting a year (or 2) to find out it isn't what you paid for. It doesn't speak well for the club when this happens with plants purchased at our plant sale. If you aren't sure, DON'T label it – sell it as a LANDSCAPE iris or an Odds 'N Ends Grab bag.

Immediately after digging a clump of irises, use a permanent marker, such as Sanford Sharpie or Marks-A-Lot pen (not ballpoint) to write information on the leaves, or attach a printed tag. *IMPORTANT:* Each iris must be labeled with its *NAME, YEAR AND PRICE*. If you don't know the name, the iris must be sold as a LANDSCAPE or grab bag iris. Write on a **center leaf** so it will stay on longer. Outside leaves sometimes turn brown and fall off. Try not to write on more than 1 leaf at a time.

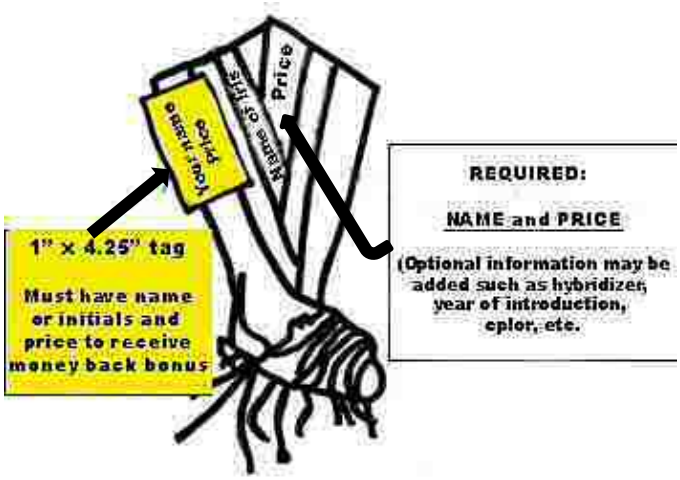
Cut the leaves back to about 6-10 inches and trim the roots back to about 4-6 inches.

Wash the iris and dry thoroughly, preferably in the sun. We suggest soaking in a 10% bleach solution (1 cup bleach to a gallon of water) for about 10 minutes for best sterilization. Rinse rhizomes with clear water and allow to dry. Rhizomes that are washed and clean sell better than dirty ones.

SEPARATE the rhizomes Alphabetically:

Put each group A's, B's, C's etc... in a separate bag. When arriving at the sale, this will make it much easier to quickly put them in the correct bins.

Smaller, significantly under-developed plants should be labeled with their name and potted for the Spring Iris Show sale or donated as bonus plants.



PRICING: The following pricing formula is based on the year of introduction, **for bloom size rhizomes**, and seems to work well. It has been agreed that we will not price anything less than $2.00 with the exception of "landscape iris" or under-developed rhizomes.

TALL BEARDED IRIS PRICING

YEAR of INTRODUCTION	PRICE
30 years or older	$2.00
25-29 years old	$3.00
20-24 years old	$4.00
15-19 years old	$5.00
10-14 years old	$6.00
8-9 years old	$7.00
6-7 years old	$8.00
4-5 years old	$9.00
3 years old or newer	$10.00 and up
Unknown name/Landscape	$1.00

Several of these may be put in bags and priced for $5-$10 (depending on how many per bag and size of rhizomes)

The above pricing is only a guide. You may price your irises as you see fit. Please price in full $1 amounts (no 50¢, etc.)
If you know the name of an older iris but cannot find it listed in a catalog, price it at $2.00
If you do not know the name for certain, the rhizome must be considered a landscape iris and priced at $1.00.

All pricing is for good size rhizomes. Prices of rhizomes that are smaller than average, but not significantly underdeveloped, should be reduced.

NON TALL BEARDED PRICING

Medians (IBs, BBs, SDBs, and MTBs), Spurias, and Louisianas should be priced at half the price listed in major catalogs such as Schreiner's, Cooley's, or Sutton's. Discount pricing from other growers may be used at near their full price.

MEMBER BONUSES

If a Waco Iris Society member wants money back for their irises that sell, a MONEY BACK SALE TAG must be attached to each iris, in addition to the regular labeling and pricing. Securely attach this tag onto a leaf. It if falls off, you don't get the sale. It must be at least 1" by 4.25" (1 sheet of copy paper cut in half lengthwise) in size and include the MEMBER'S NAME and the PRICE printed in permanent ink. Members that choose this option will receive ½ of the revenue from their irises: e.g., $50 returned for $100 of irises sold. The money will be paid within one month after the sale.

For the money back option, the club will require a minimum of $25 to the club from each participant. This means your money back will be 1/2 only if the revenue from your irises is $50 or more. No money will be given back if less than $50 worth of your irises are sold.

Whether you choose the money back option or not, we ask you to participate by helping customers and assisting in running the sale.