

SUMMER DIGGING = CASH FLOW



Heritage Birch

We have the best crop of clump birch ever. Five stems equally spaced. A great liner!



Dura-Heat Birch

Stewartia koreana



Awesome stewartia still available!

Many growers still store the digging machine in the barn come May. The general wisdom was that you just can't dig trees in the summer.

Summer was a season of pruning, staking and keeping the weeds under control. It was never a season of good cash flow.

Thirty years ago an Oregon grower wanted to take a tree to the Far West show. He picked a Linden, watered it heavily, dug it and sprayed with Vapor-Guard. Lo and behold, the tree did very well, even though it was August.

From then on he dug and shipped trees in the summer. He built shade structures to hold the trees and let them acclimate. He had probably a 15% loss rate so he had to dig a few extras. He charged a 15% surcharge and didn't guarantee a successful transplant. Landscapers who kept the root ball wet for the rest of the season did very well. And the cash flowed.

A grower in Washington root prunes a number of trees during the dormant season. He makes sure they don't dry out through summer, and foliar sprays with Moisturin when they are shipped. He also has a very good success rate.

This summer we visited growers in Montana and Alberta who B&B the tree in the dormant season, then put it back in the hole until needed. They looked fine.

Ten years ago, a new product called Bio-Plex became available. Using as a soil drench and foliar spray, losses are less than 5%. It's a little expensive, but it works.

Of course the key to summer digging is to not let the root ball dry out!

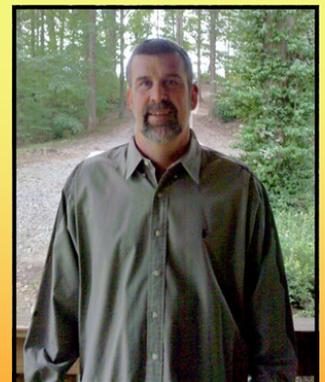
So summer no longer has to be a season of tight belts. With a little care in digging, you can have cash flow year round.



Robinson Nursery is proud to announce that we have added Joel Parlier as our sales representative for the South East U. S. Joel is a graduate of North Carolina State with a degree in Horticulture. He has been in the nursery business for 30 years. In 2001 he started J. Parlier & Associates, an independent sales agency for quality nursery stock. He is

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dedicated to providing quality nursery stock, competitive prices and first rate customer service, which is right in line with Robinson Nursery's goals.



Joel lives in North Carolina with his wife Julie and three children.