

Trees provide us so much. They give us fruit and nuts. They brighten our spring and summer with flower and fragrance. Also lumber for our homes and shade for our summer afternoon naps, and fill growers pockets with cash.

A mature Oak or Maple fills us with awe. Somehow its grandeur, elegance and endurance gives us a sense of peace and perhaps brings us closer to our maker.

Trees soften our landscapes. How hard and uninviting would our cities be without green trees reaching to the sky, how bare our parks and wild lands?

Trees give us so much, and now we've discovered another use. In a couple of places in Eastern Oregon, there exists "Shoe Trees." Along lonely roads, miles from anywhere, trees seem to grow an abundance of shoes and boots. It is thought to have something to do with rambunctious teens who have to drive 100 miles to find a movie theatre, but no one knows for certain. Perhaps it could be refuse from all those alien abductions.



Cercidiphyllum japonicum

Allocation Theory 101

We are about set to undergo the process of allocation. This mysterious function is how we decide how much of what you have ordered we can give you. It would not be necessary if we had no more orders than we had trees available. If we could see three years into the future, we would know what varieties and how much of those varieties to grow.

The process is simple and complicated at once. The inventory numbers are compiled by the end of June. Eighty percent of those numbers are used to establish saleable numbers. Sizes are an estimate based on past years growth for each variety.

Then we sit down and allocate numbers to all the orders. You may ask, why not sell on a first come first serve basis, or at least sell

equally among all the customers who have orders in? We try to be fair but we have to favor our old customers, and those who pay their bill on time. They've stood by us through thick and thin. They never make us worry about payment. We have to reward their support.

At the same time, we want to encourage new customers by getting them as much of what they ordered as possible. New customers should know that old customers don't get everything they want either.

We are also at the whim of Mother Nature. Some years a variety may not size up. It may rain all spring or turn extremely hot for the summer. Or we may get a very late or very early frost.

After allocation we work very hard at getting you the

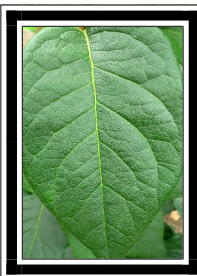
trees we've confirmed. We do two more inventories before digging, so hopefully we catch any problems and can let you know in time to make adjustments.

We are doing allocations very soon, so if you wish to place an order this year, it would be best to do it now. After allocation, we sell from what is left, and the chances of getting all the plants you need are diminished.

Allocation is not a perfect answer to divvying up our product, but at the end of the day, it seems the fairest.



Ivory Silk Tree Lilac



Syringa reticulata 'Ivory Silk'

Zone 3-8 Height - 25' Width - 15'

Strong upright habit, dark green leaves, fragrant large white flowers in June, good fall color, will grow well in high pH soils, no disease or insect problems. A really clean tree. We have good availability.