



Waco Iris Society News

Website: http://www.kenfuchs42.net/waco_index.html
E-mail: wacoiriss@gmail.com



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An affiliate of the American Iris Society

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Annual

Iris Sale

Just a friendly reminder about our iris rhizome sale we will be having on Saturday, September 30. All members are encouraged to arrive at GreenLife Nursery, 1312 N. New Road by 8:00 a.m. to help with set up. We will need lots of tables, so if you have any, please bring them. The sale will begin at 9:00 and go until 2:00. We will need help with the take-down and clean-up, also.

For a successful sale—**PLEASE READ AND FOLLOW INSTRUCTIONS CAREFULLY.** Members are asked to provide irises for the sale and as a bonus for your contributions, the proceeds from the sale of your irises will be split 50/50 between you and the club. The pricing guide is on the back of this page. Please keep in mind **THIS IS ONLY A GUIDE.** If your rhizomes are small, price them accordingly. You can't sell a small rhizome for \$10, it doesn't matter if it is a 2017 or any other year. You have a choice-price them cheaper, save 2-3 and pot them for our spring Iris Show Sale, or tie 2-3 together and sell for 1 price. If you have irises you do not know the name of, sell them for landscape plants. If you have a

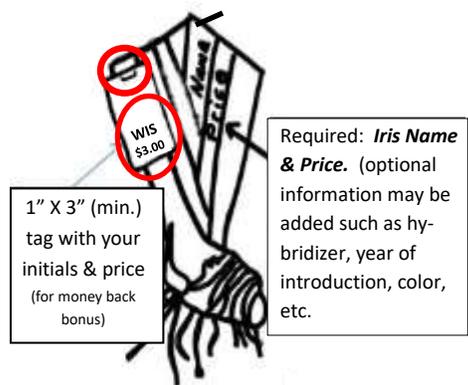
photo, that will make them more desirable. If you have several, put them in a bag and price them 5/\$5, or however you think would be a good deal and help them sell. We could also use some as BONUS plants for customers who purchase other irises.

Please clean your irises and trip back the leaves and roots. They will take up less room and will look more appealing if they are clean. You may soak them in a bleach/water solution (1 c. bleach to 1 gal. of water). This will not only clean up your irises, it will also kill any plant diseases and pests that may be clinging to the roots or leaves. Be sure to give them a day or 2 to dry in the shade. Write the name of the iris and the price on a center leaf. If you write it on an outside leaf, this could turn brown and fall off and we would not know what it is. Also be careful to only write on 1 leaf at a time (do not write so big it crosses multiple leaves).

Once you know what you will be bringing to the sale-PLEASE call or e-mail your list to Peggy-254-854-2558 or wacoiriss@gmail.com, so photos can be printed and made

available on our photo boards. Irises rarely sell without a photo. I know you don't want to have to take any of your plants back home, so get the names sent in for photos.

For the member reimbursement bonus, you must include a paper strip stapled to a leaf of the rhizome. These should be no more than 1" wide and 4 1/4" long. It is easiest to cut a sheet of 8 1/2" X 11" paper down the middle, then into 1 inch strips. You can get 22 strips from 1 sheet of paper. If you have colored paper, that makes the after sale sorting much easier. On these strips of paper, on the end opposite of the staple, write your initials and the price. Be sure it is securely fastened to the iris. If the paper fall off you will not get credit for the sale.



1" X 3" (min.) tag with your initials & price (for member back bonus)

Please copy and distribute sale flyers wherever you shop or trade. Put them up all over town



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 ball-point) 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 6-10 inches and trim the roots back to 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 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 the name and color and put in a separate sack to be given to customers as free bonus iris.

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

<u>YEAR of INTRODUCTION</u>	<u>PRICE</u>
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 less	\$10.00 & 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), Spruias, and Louisianas should be priced at half the price listed in major catalogs such as Schreiner's, Mid-America, or Superstition. 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. If it falls off, you don't get the sale. It must be at least 1" by 3" in size and include the MEMBER'S NAME (or initials) and the PRICE printed in permanent ink. Place the tagged plants in the baskets the same as others. 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 with the sale.