



How to Place a Wholesale Order for Native Plants (Nov. 2022)

Hello fellow native plant lovers! If you need more plants than you can get in a single swap or local sale, and are looking for ways to save money on large quantities, consider buying wholesale! Just like with groceries, you can get very good prices on native plants if you purchase in bulk. Here's how:

- 1) Plan ahead! Ordering wholesale often involves longer lead times than retail.
 - a. Some plants may need to be ordered many months before they can be picked up (i.e., July or August for a March planting)—check with the nursery.
 - b. Seeds (whether retail or wholesale) often need to be ordered and spread in the fall in order to grow well in the spring.

- 2) Look over our list of local native wholesale nurseries: emswcd.org/native-plants/local-sources. You can also download the list here: emswcd.org/wp-content/uploads/2022/11/Native-plant-wholesale-resources-Nov-2022.pdf.
 - a. Look for one who carries the kinds of plants you want, in quantities that work for your project. Remember that each nursery has different species and sizes of plants available, and different minimum orders.
 - i. **Check the minimum order requirements (# of plants and \$ cost) first.** Some nurseries work mostly with professional contractors on very large projects, and their minimum order requirements will not be suitable for residential-sized projects.
 - ii. If the nursery's minimum order is more plants than you need, but you still want to order from them, try assembling a group order with your friends, neighbors, or a local community group. Make an agreement (preferably in writing) about how the costs will be divided, and how and when everyone will get their plants when the order arrives.

- 3) Call or email the nursery to find out more information about:
 - a. The kinds of plants they carry—species and form (bare roots, gallon containers, etc.)
 - b. Current availability
 - c. How to place an order with them
 - d. How to get your plants:
 - i. Some nurseries will mail plants
 - ii. Some are open by appointment only
 - iii. Some are open for walk-in pick-up

- 4) Order your plants

- 5) Pick them up or receive in the mail
 - a. Distribute the order among friends, neighbors, etc. if applicable.
 - b. Keep the plants cold and the roots moist at all times until planting.

- 6) Plant, and enjoy!
 - a. Plant them as soon as you can, once you receive them. The goal is for them to be in the ground by the time they come out of winter dormancy.