

GET BEST
flowers
BEST
price



\$6

Learn How

30yr Flower Guru Tells All

New!

*Excessive
Inventory
Tip 1 Pg 17*

New!

*Local
Fundraisers
Tip 2 Pg 18*

New!

*Bad
Weather
Tip 3 Pg 20*

New!

*Fishing for
More Money
Tip 8 Pg 23*

The Big 4 Little Known Tips!

Just one of these four tips
could save you \$20
this year alone.



Using *Tip 8*, could
easily save you
\$20!

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About the Book - Gardener's Buyers' Guide

In this book, seventeen buyer tips are provided. You will use one or several of the tips to help save money of premium bedding plants in peak flower season.

If you hate paying high bedding plant prices then this ebook is for you; this is the place to learn how to get the best price for bedding plants. The methods shared here will take the guess work out of what you should do, or what you should say. These are proven observations over time based on thousands of customer contacts and stories from other retailers, farmers and vendors.

Read Before You Go

The tips that I share in this ebook are from personal experiences. Over the years I began to analyze how certain customers got great flower deals out of me—I was even happy to oblige. Some customers actually made me feel good giving them a good deal.

A Must Read Before You Go Flower Shopping

If you are new to gardening or are an experienced gardener...don't visit the market or buy flowers until you first read this book. This is a must-read before you go shopping.

This eBook is crammed with Bedding Plant Bargain Tips on how to reduce your bedding plant costs, never pay top dollar again—hundreds of tips and techniques on how to buy and produce your gardening plants.

Get More Garden Bedding Plants and Flowers For Less

You can grow bedding plants a lot easier and cheaper than you ever thought possible. You don't need expensive equipment, and you need not be afraid of killing the new seedlings, it doesn't take as much effort to raise these started plants as you might think.

Growing Cool - What Farmers Know That You Don't?

I've seen farmers grow acres of garden plants and flowers--not with traditional expensive hothouse greenhouses but, using simple (2x4's) on either side of a flat of annuals, and cover them with a sheet of plastic or white cloth. The young bedding plants grew even through the cold April and May weather; believe me, it is easy to grow your own!

Seeds vs Buy Seedlings, or Full Grown Plant?

Seeds cost appx .02 each. Seedlings purchased at a nursery about 1.00 each. A full grown 4” potted flower can cost \$4.00.

Bedding Plants How Much Can You Save?

Did you know that a mere, \$5.00 in seeds can translates into hundreds of dollars in fully grown garden plants?

Go ahead and just test some seeds this year; get any old container, drop in a couple of seeds in, it’ll be fun. Plus, you’ll see how easy it really is. You can start in Feb, Mar, or April in northern states and practically anytime in southern states.

(See seed germination details on page 7)



Buy Them Green

Grow Bedding Plants Better

It is best to plant your bedding plants before they start to bloom. Buy them green, plant them green.

Cheap Bedding Plants - Plug Culture

(See Tip 12 below for more details)

You will learn about this absolutely fantastic annual product. The big surprise? These special PLUG CULTURE flats contain 50 to 700 ready to plant annual seedlings !!!



A Note On Gardening

Germinating Your Own Seed

It takes little effort to germinate seeds. More importantly, it can be fun. I recently started my garden indoors. I grabbed one of those empty clear plastic egg containers I kept after using all the eggs—these things are miniature greenhouses.

I filled the twelve cells of the egg container with soil, inserted some collard seed, added a little water and I felt better than sitting in front of the TV! Try it! Don't be nervous, just spray mist the soil and leaves every few days—just make sure the soil doesn't totally dry out that's all. You don't need to watch the seeds every day or several times a day. Light doesn't become relevant until the seedlings break through the soil, then move your egg container greenhouse to a lighted window sill or provide artificial lighting (*see lighting types on page 14 below*).



Learn to pay less than \$2.00 / flat for bedding plants in some cases.

Become the envy of the neighborhood as you flood your property with the best flowers for the best prices.



Gardening & Kids

Some parents introduce their kids to gardening at an early age. The next time you are down visiting the market take notice to the many young kids and stroller babies.

“THIS SOUNDS ALL TO EASY.”



How to Deal With Danger of Frost

Read the sidebar below to learn how to easily prevent frost damage to young flowers and garden plants. An old gardeners trick...

SIDEBAR

Annihilate Frost With Lawn Sprinklers?

I observed how farmers with acres of open fields full of garden plants used a special protective cloth to cover their bedding plants. I noticed them using sprinklers to wash the frost right off the garden plants—must be done just before sunrise and the bedding plants do not get damaged from frost. You see, it is not the frost that damages the leaves, it is the reaction of sunlight combined with the freezing that causes the frost damage. Wash off the frost before sunrise and...presto no frost damage.

This Tip works on garden plants and flowers plus vegetable plants also.

You no longer need to panic at a frost alert. Don't lose all your bedding plants, you can do the same thing at home, just use your hose to wash off any frost off all your garden and plants in one easy spray of the hose before sunrise.



Organic Foods

By illustrating a direct link to organic green food and health, the garden plants flowers can also introduce your kids to organic gardening.

It's time to start learning more about how to get cheap bedding plant bargains, eat some organic vegetables and revive inner peace.

Vegetable Plants – A Gardener's Dream Come True

If you hate dealing with over inflated high food prices and wish to start eating more healthy, then this bargain, deals, discounts guide is for you. This book is the buyer's guide to learn how to get cheap vegetable plants, lower your grocery bill and eat healthily.

There are no better methods for paying cheap prices for gardening plants. Using the methods you'll learn in this ebook will help you get vegetable plants at low prices.

Low-cost Gardening Plant Tips

How to reduce your gardening plants costs, never pay top dollar to feed your family again—hundreds of tips and techniques on how to buy and produce your own gardening plants, grow your own vegetables year round.

Get More Garden Vegetable Plants For Less

You can grow vegetable plants a lot easier and cheaper than you ever thought possible. You don't need expensive equipment, costly greenhouse, heat mats, or expensive commercial seeders. It doesn't take much effort to sow vegetable seeds.

Many older farmers grow acres of garden plants without a single expensive greenhouse on their property. They produce some of the most hardiness of seedling plants. Why? Because the young plants grow under semi colder conditions and are naturally hardened off (adapted for colder weather.)

Flower Shoppers at SHED 2

This was actually the front or, start of the market built in 1922



Southern End of the Market

Grow Vegetable Plants Better

Slant the tomato plants at an angle or 15-20 degree tilt when planting in the ground.

Wrap the base of your tomato plants with a paper bag (*blocks worms & grubs*).

Vegetable Plants Summary

By illustrating a direct link to organic green food and health, It's time to start learning more about how to get healthier gardening plants, eat some organic vegetables and learn all the 1001 techniques to get the best vegetable plants possible.

No Pesticides, Herbicides, Insecticides

Organic gardening is a method of growing vegetables without the use of chemicals. It is a method that is friendly to the water system and not harmful to animals and birds. Organic gardening is a benefit to human health.

No better way to start promoting better health than to start with organic vegetable garden plants.

Start three pots on your deck or porch!



Buy Organic & Heirloom Seeds - *the Best*

Free Growing Containers - Grow Your Own

Once you get past the first effort, you'll discover growing your organic starter plants is one of the easiest and cheapest ways to get fresh vegetables to the kitchen table. You can avoid contaminated food at the grocery store and long lines at the nursery.

Cheap Organic Vegetable Plants Using - Discarded household items, it is not necessary to purchase those expensive starter soil blocks and miniature greenhouses. All you need is foresight; save some of those plastic fruit & vegetable containers. Add the germination soil and presto, you have created a miniature greenhouse from repurposed household products.

Your miniature starter greenhouse will produce the same quality of organic vegetable plants that those commercial units will.

Cheap Organic Vegetable Transplants - Reduce Transplant Shock Scope out the entire cell or root ball from the plastic egg or fruit container and drop it the garden. The less root disturbance means quicker growing for the young plants.

Organic Soil Mix You can purchase an organic mix or make your starter soil. The main thing is to keep the soil loose so that it has good drainage (you must avoid root rot is a puddle of water is constantly at the bottom of your container).

Fluorescent Lighting

Oh yes, fluorescent lighting: you need one cool white 6500K and one warm white 2200K tubes. Don't waste hundreds on all the expensive grower kits.

Let's Get Into The 17 Tips!

Greenhouses,

Plug Culture,

Detroit Eastern Market,

Local Farmer's Markets,

And more



Overstocked Greenhouses

Some overstocked greenhouses are eager offer great deals, discounts & bargains!



Over production, Over Stocked



Bargains, Deals, Discounts Tip 1

Commercial Greenhouse Growers

“Cancellations”! This word is one of the most dreaded phone calls a commercial greenhouse grower wants to hear from one of their retail accounts. Commercial accounts may have a sudden need to reduce their summer delivery of flower orders for a variety of unpredictable reasons; a wholesale landscaper canceled an order, huge wedding order of annuals was canceled, a large retailer or high volume fruit market suddenly need to reduce their order of flats.

The greenhouse grower is now stuck with excess flower inventory which I have seen numbered in the vicinity of several thousand flats on occasion. Not junk or reject flats, or damaged goods; but, premium healthy beautiful wax leaf begonias, impatiens, and other annuals. I have had the privilege to be present and take full advantage of their misfortune; however, we both are happy to benefit one another.

How to Approach

It is better to have a van or a small truck when driving around bargain hunting for flowers; this tells potential wholesalers and growers that you mean business. Get in the mind-set of bulk buying vs going from retail store to retail store. Be ready to plunk down \$100-300 for 20-50 flats (\$5-7/flat) during the height of the flower season for premium annuals similarly priced at retail superstores, and nurseries for \$10-14/flat.

Profit From Commercial Green Houses

Working in the garden nursery business for years, I observed the best bedding plants be destroyed and go to the dumpsters by the container loads. Sometimes the greenhouse may offer special prices to move this merchandise.

Buy From Fund-raiser Events

Bargains, Deals, Discounts Tip 2

Local Flower Fund-raisers

One very rainy day occasion, I drove by a school that ran an annual flower sale fund raiser. It was a gloomy rainy day; overcast and clouds killed the flower buying mood. I stopped by and chatted with the participants, giving honest compliments on all the great looking plants they had on display. There were lots of backyard hostas and other expensive perennials. I had a good time talking with the event hosts. I started to buy a couple of items, but wait! This moment represents an opportunity for bargains, deals, and discounts! I estimated there was several hundred dollars worth of retail inventory of perennial plants, tulips, hostas several varieties, pachysandra, lilies, black-eyed Susan's, asters, lavender, and others. It was near the end of the evening, rainy, and gloomy. I didn't have my truck but made an offer to buy the remaining inventory for \$200 if the guy with the pickup truck will take all this stuff to my house. They gladly accepted the offer because nobody wanted to load all those muddy plants back into their vehicles.

I gladly tipped the driver \$20 for a ten-minute drive.

Reminder - Flower Hunting Routine

Drive around, check for street banners, small town local papers, make Local Flower Fund Raisers part of your flower hunting routine.

Cash Talks - Bargains, Deals, Discounts

It is always cash, it is never cards or checkbook, it is always cash, and compliments.

Quantities

Always buy bulk, try to make the big deal of the summer from one spot.

DETROIT FLOWERDAY

Rain Means Opportunity

Get the best deals during cold, rainy, or excessive hot weather.



More Rain, Lower Prices

[Handwritten signature]

Bargains, Deals, Discounts Tip 3

Bad Weather Opportunity

Extended bad weather of consecutive heat and rain can present the opportunity for bedding plant bargains, deals, and discounts. Several successive hot days can cause plants to grow rapidly, stretch, and become root bound in those small plastic cells. A small retailer or commercial growers are the best candidates for discount negotiations. Their options are limited as to how to recoup their investment in these flats; run a mower over the flats if on the ground (this crude process increase the risk of damaging some flats and leaving plants tattered, and unsightly for several days until they grow new foliage. Options 2; staff must hand prune by pinching each plant back a couple of inches, and still must wait till plants sprout new foliage. In these instances,

A cash discount offer of \$2.00-\$5.00 for 20-50 flats is a serious consideration because it provides the opportunity for the retailer to replace a sure loss instantly recoup the money spent for those particular flats (“it’s as though I never bought those flats in the first place.”). They are happy to have that cash back in their pocket so they could go and purchase 20-50 more fresh flats that they can retail for top dollar.

Bargains, Deals, Discounts Tip 4

End of Day

Everybody should know this one; late in the day bedding plant bargains, deals, and discounts. Local farmers hate to re-load bedding plants back on the truck. So just wait around or arrive at the end of the day looking for a farmer loading the truck. Compliment how pretty the flowers look and offer to buy 10-50 flats for \$5-8 depending on the type of flats; begonias, impatiens, usually gets top dollar. Remember, we are talking about premium bedding plants, not damaged. Keep an eye out for those expensive vinca vines, and spikes.

Bargains, Deals, Discounts Tip 5

End of Season & Evening Market Stroll Can Pay Off Big

Everybody should know this one as well; end of season bedding plant bargains abound. Local retailers, farmers, and commercial growers rather get rid of bedding plant inventory than maintain the merchandise. With cash in hand, and a sincere compliment make the discount offer, \$100-\$200 bucks for remaining inventory (make sure most are a healthy amount of perennials worth \$400-500). So just wait around until the end of the season & evening looking for the right opportunity, at the right seller to get the best bedding plant bargains, deals, and discounts.

Bargains, Deals, Discounts Tip 6

Group, Family, Organization

It is possible to approach a local retailer or commercial greenhouse with cash in hand, with a sincere offer, to bulk buy bedding plants for group or organization. 100-200 flats will get the attention of any serious retailer or greenhouse grower, with the potential opportunity for a \$2-4 dollar discount off each flat. Keep an eye out for good hanging baskets to throw in the mix.

Bargains, Deals, Discounts Tip 7

Landscaper to Purchase

Many of your landscapers have relationships with local greenhouse or nurseries. This can provide opportunity for your lawn maintenance person to make bedding plant purchases at discounts prices. Keep an eye out for growing medium, and organic dirt to throw into the discount mix. Always tip the driver well.

Small Roadside Stands

Get some of the best deals when dealing direct with owners



A. Austin

Bargains, Deals, Discounts Tip 8

Small roadside nurseries offer a great opportunity for bargains, deals, and discounts.

Over the years many customers use this technique I'm about to disclose on me at my small garden center. It took me years to notice the effectiveness of this approach. Whether their actions were intentional or natural, it worked—it got them a big discount.

A customer walks the yard selecting all their bedding plants, hanging baskets, and vegetable plants—gathering them into one spot. At the same time they are complimenting how beautiful all the flowers look.

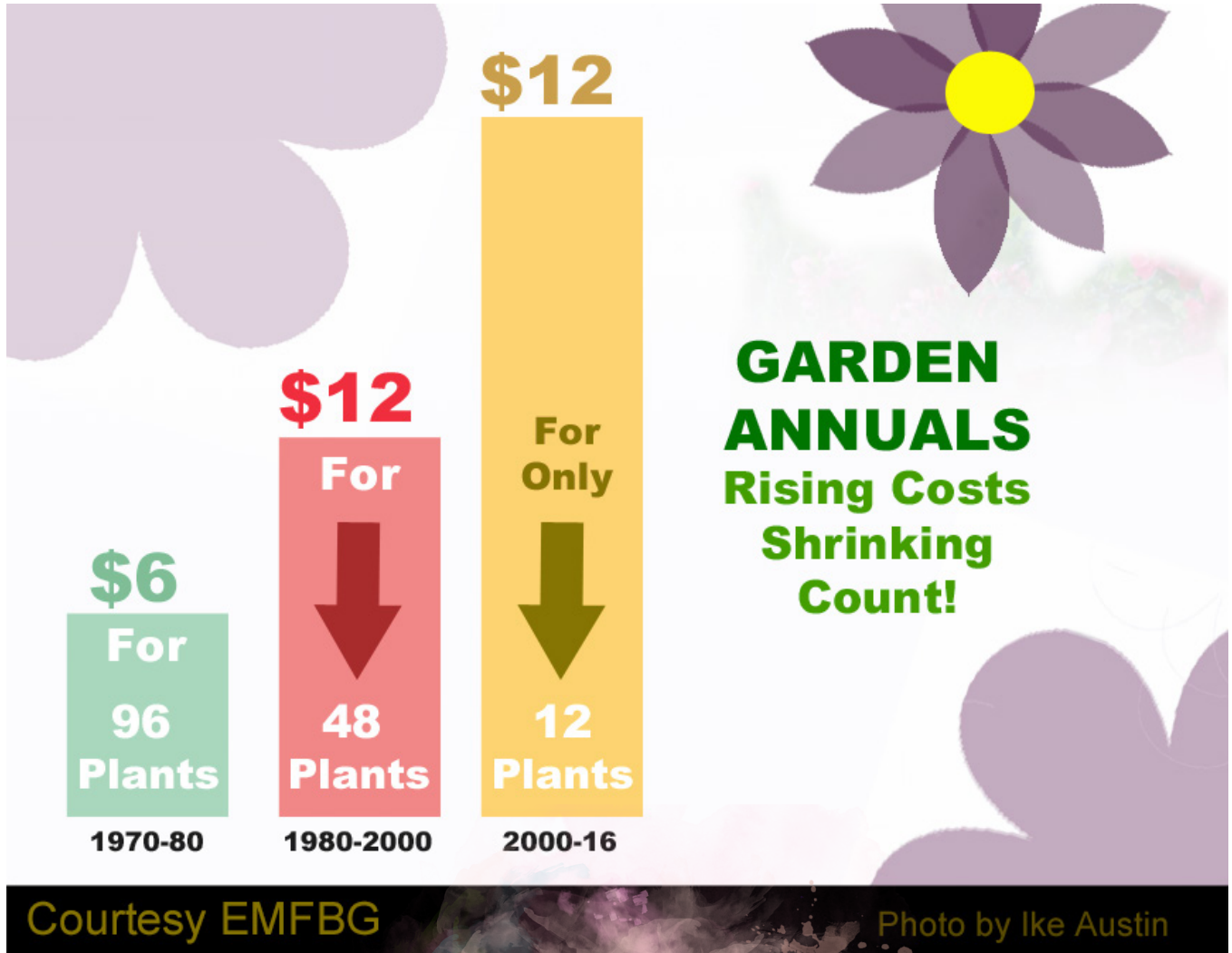
After collecting all their flower products, I came over to write them up, in most cases, give them their bill let's say for \$120.

Here's where their approach began. They might respond with something like... “that's not bad!” They hand me \$90 and start fishing around in purses or pockets for more the balance. They come up with an extra \$10 or so; after a few minutes of more frantic like searching, I absolve them of their obligation...” that's enough, I'll get the rest next time—of course I never intend to.” These same old customers used the same old trick on me every year. They always managed to get an extra \$2.00 knock off the cost of each flat every year without asking. It was fun, these rare customers were both pleasant, and skillful at getting the best deal. Some were occasionally great tippers.

**Sincere smiles &
compliments can
go a long way**

Incredible Shrinking Flat Count

From 96 Plants Down to Only 12?



Bargains, Deals, Discounts Tip 9

Forty years ago, a flat of bedding plants contained a total of 96 plants. Over time that count slowly reduced from 96 plants per flat down to 54 plants per flat, then 48 plants, 36 plants, 24's then down to 18 plants, 12 plants, it is not uncommon to find a measly six 4" pots sold as a flat in today's market for a whopping \$24 or \$4/plant!

The thing here is that there are still some 54s and 48s to be found in the flower market. This presents an opportunity to get a 30%-50% immediate cost reduction simply by observation; you can get 30%-50% more plants for your money. Don't buy 24 plants when you can get 48 plants!



**Inspect your flats
plant count be-
fore you buy**

Bargains, Deals, Discounts Tip 10

Distressed Plants

Every small retailer and local greenhouse has plants that are showing signs of distress from lack of watering or proper lighting. This is nothing that a little fertilizer and tender loving care will not fix.

This is opportunity for bargains, deals, and discounts. The distressed plants are easily spotted because most of these plants are placed in a specific area. Experienced gardeners look for such bedding plant items as they walk through the nursery.

They'll generally make a low-ball cash offer to pay \$2.00 for all the distressed flats. I recall a customer that used this technique every year. She would walk right over to all the distressed plants I was trying to nurse back to health for future retail, and buy them all 20-30 flats. Then she would come back weeks later (beaming with a big smile) with photos of all the beautiful flowers she have growing around her entire house.

“In a couple of weeks you want know the difference between premium plants and those distresses castaways.”, she would say.

Bargains, Deals, Discounts Tip 11

“Can I get two for...”

When buying hanging baskets or flats, is a good habit to always counter with a “two for” offer. Every time a seller quote you a price, say \$12 dollars, you respond with... “Two for twenty”? This method has a very high rate of success. I learned it from one of the oldest and longest standing employees at the eastern Market in Detroit Michigan.

Plug Culture

Special Commercial Flats 200-500 plants crammed into one plug flat!

(Read Tip #12 Below)



Plug Culture

Bargains, Deals, Discounts Tip 12

Plug Flats Can Help Lower Bedding Plant Costs

Surround your entire house with highest quality garden plants and flowers this year. You don't need to spend several months germinating your own plants; you can jump weeks ahead or start later in the year and still get a full garden of bedding, and vegetable plants. How? Plug culture!

Commercial Greenhouse Growers utilize this amazing method of finishing bedding plants to get an advantage during the cool weather months. These plants come in weird flat sizes totally unfamiliar to the gardening public. They range in plant count from 36 cells, 128, 162, 288, and 512 cells/plants! Yep 512! That's like Six Flats of 48s, Twelve Flats of 24s.

Let's use the 512 plant example for savings:

512 x .05(cost of each plant = \$25.60 per plug flat!

512 plugs = 10.5 flats (of 48s).

= \$2.40 per flat!

Most commercial plug growers will Airship plugs by the box to the local airport; you arrive at the airfreight terminal and pick up your shipment.

Order your plugs online if you can't find plugs at your local greenhouses. It helps to have a business registered to corder direct from wholesale plug growers.

Buy by the Box & *(Or Inquire at Your Local Greenhouse)*

Each plug grower has different minimums ordering quantities. Expect to pay about \$20 for shipping for 4-5 plug trays per box (appx 40 FLATS)!

Bargains, Deals, Discounts Tip 13

Early Morning

Retailers, landscapers, co-ops, apartment managers, small roadside nursery buyers are all walking the market. They come in extended 48-foot long semi-trucks down to vans, and station wagons. Early morning is the best opportunity to grab 10-20 premium flats, and hanging baskets at wholesale prices. Just walk up, pick out your products, pay the grower.

Bargains, Deals, Discounts Tip 14

Neighborhood Group Buyer

You can represent your neighborhood organization to make large purchases of bedding plants. Purchase premium flats, and hanging baskets at wholesale prices. Just walk up, pick out your products, pay the grower.

Bargains, Deals, Discounts Tip 15

“Long on”, Over Production

Sometimes a grower overproduces an individual crop. They end up with thousands of beautiful white petunias headed for the trash dumpster in several weeks. So, they load up a truck and head to the market to salvage what they can. These are not regular Eastern Market sellers, so, these are occasional opportunities. Again, any number of reasons could cause a grower to be “long on” a particular floriculture product. I want you to notice the phrase... “What are you long on”? This term is grower lingo for excessive stock.

So, if you are walking the market and spot a large display of a particular bedding plant, the chances are that grower has experienced a situation that led to overstocked merchandise. He’s anxious to get rid of it, and you’re eager to buy lots of flowers. “What price can you let 20 flats go for”? You might ask. If the grower comes back with \$6-8.00, what a great deal for the premium flat that retails for \$12.00!

The Historic Market's Southern Gate

Best to arrive early for the best flower choice at the best price



wtm

Bargains, Deals, Discounts Tip 16

Late Evenings

Worth mentioning with a little more detail; all growers hate to re-load inventory back onto the truck, drive it back to the yard, and unload. This is why it is a great opportunity when a serious buyer walks up late in the evening or late afternoon at the Eastern Market (most wholesale growers are heading back to the farm around 8-10AM). This group of commercial farmers do not want to be bothered by retail consumers who buy 1-2 flats at a time. But they are interested if someone is ready to buy 20-50 flats at a time.

Bargains, Deals, Discounts Tip 17

Hostas - Online Wholesalers

If you are a Hosta lover, you will love this discount saving tip. You already know how expensive hosta plants are (one 6 inches tall eye) can cost \$5.00! A largely developed plant can cost \$20-\$50.

You can buy direct from wholesale hosta growers online! They expect a reasonable order \$100-\$200. But, you buy the “bulb/root version, and make sure the plants have 5-6 budding eyes on one root! Which is the equivalent to getting five hosta plants for the price of one retail! They’ll ship to the address you provide. Most come wrapped in wet plastic bags, so unwrap and plant ASAP.

—End of Tips—

Final Notes - Power of a Compliment

Remember, Make Sellers Glad to See You Coming

Always compliment...“Sir/ma’am you have beautiful flowers!”

Never criticize... “These plants are almost dead.” Like the grower doesn’t know the plant just needs a little water?

Remember cash is king. Growers love cash and will make quicker flower deals.

For a one item price of \$12 dollars, counter with... “Can I get 2 for \$20?”

Pile up all your plants in one spot, and then earnestly dig around for more money, until you hear..”That’s OK, a \$100 is fine, forget about the other \$20.”

Seventeen Tips are given in this first book. Use one or several of the tips to help you save money of bedding plants year after year.

Resources

EM Blog - Best Flower Deals For Best Price:

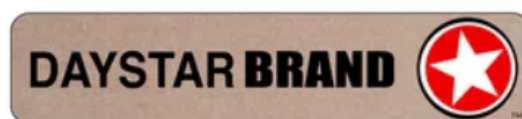
<http://www.eastern-market-flower-deals.daystarbooks.com>

EM Facebook - Best Flower Deals For Best Price

[facebook.com/Detroit-Eastern-Market-Flower-Day-Deals-852734824791898/](https://www.facebook.com/Detroit-Eastern-Market-Flower-Day-Deals-852734824791898/)

Eastern Market Art Prints - Print Library Here:

<http://easternmarketart.daystarbooks.com/easternmarketart.html>



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