

Bergen's



We're Growing Places

April 22, 2005

Bergen's Greenhouses has been doing business with FLOREXPO for several years. They have excellent quality and very good order fulfillment. Each year FLOREXPO has expanded their inventory; the online availability makes booking last minute urc orders easy and fast.



Chris Bergen
Owner/Manager

JAMES GREENHOUSES

perennial plugs - specialty propagation



Cindy Tillet
McGregor Plant Sales
Southeast Accounts Representative
1908 Wright Place
Suite 140
Carlsbad, CA 92008

Dear Cindy,

We have been buying unrooted cuttings from a number of vendors lately, and I wanted to take a moment to let you know how Florexpo compares to the other URC suppliers.

Over the last several seasons, Florexpo unrooted cuttings from McGregor have been the most consistent, reliable cuttings available. Selection has been great, cutting quality first rate, and orders always ship and arrive as expected. McGregor customer service makes the package complete with clear and rapid order acknowledgment. Thank you for making our jobs easier, and keep up the excellent work.

Regards,

Ken James

Morrison Liners Wholesale Propagators

To McGregor Plant Sales,

One of the most rewarding experiences in establishing a wholesale nursery is the development of alliances with industry professionals. Horticultural suppliers who share my commitment to quality and dependability are vital to our success. McGregor Plant Sales is a prime example of the symbiotic relationship growers desire. Their excellent service combined with quality product provides growers the security and confidence of acquiring plant material that will compliment, not complicate, their production schedule.

McGregor knows the importance of consistency and uniformity. When a crop starts with these qualities, it facilitates the production process. The finished product is very uniform, therefore, easier to maintain.

Also, I have been very impressed with the services provided by the sales representatives. Although our operation is relatively small, we receive the same respect and attention as larger, more established nurseries. The outstanding communication regarding availability and ordering is greatly appreciated.

Thank you for your support in my quest to meet the challenges of starting my own business. I look forward to a long, profitable relationship.

Sincerely,

Gary S. Morrison
Morrison Liners owner
11/30/04

Subject : Unrooted Cutting Program recommendation
Date : Fri. 8 Mar 2002 16:17:00 -0800
Linked to : Anna Sariol (Wendy Proud)
From : "Anna Sariol/Azusa/Monrovia" <ASariol@Monrovia.com>
To : <angela@mcgregorps.com>

We began purchasing unrooted cuttings through Angela at McGregor about two years ago. During that time we have sampled more than 10 different varieties and I have found the quality to be consistent from occasion to occasion and variety to variety. I purchase many plants, rooted and unrooted cuttings from around the world and the Florexpo people do a top notch job of packing their cuttings. They arrive fresh and ready to stick, without any mold, disease or damage. Every cutting is usable. We get higher yields and better form from the cuttings we purchase versus those we take ourselves. Angela and her staff provide excellent customer service and support with the program at every step, and I have found them to be courteous and knowledgeable. They have responded quickly to my inquiries and never leave me hanging. They have had much patience with our needs and taken great lengths to improve the program including adding additional cultivars specifically for our use. I highly recommend not only the program, but the service McGregor provides along with it.

Sincerely,
Anna M. Sariol
Propagation Manager,
Monrovia, Azusa
(800) 999-9321 ext. 877



C. Raker & Sons, Inc.
10371 Rainey Road
Litchfield, Michigan 49252-9719
Phone: 517/542-2316 Fax: 517/542-2565

March 11, 2002

To Whom It May Concern:

This letter is in regards to C. Raker & Sons, Inc. experience with FlorExpo's unrooted cuttings, purchased through McGregor Plant Sales.

Raker is new to the vegetative propagation market, previously having produced only seed propagated plugs. Over the last 2 years, we have been researching rooting vegetative perennial liners, from purchased unrooted cuttings, and we did our first production-volume vegetative production last fall. In our trialing, we have looked at material from numerous suppliers, including FlorExpo, Ball, S&G, Oro Farms, PSI, and Agrexco. We have found FlorExpo's URC quality, packing, delivery, and service to be excellent. Because of their consistent quality and excellent service, we will be using FlorExpo as our primary perennial URC source.

McGregor has been easy to work with, very responsive to our inquiries and questions, whether we call or email. Representatives from McGregor and FlorExpo have visited Raker twice in the past two years, to better learn about how they can meet our needs.

I personally visited the FlorExpo facilities in Costa Rica in December of 2001 and met with the production manager, Menachem Gannon. Menachem is very quality and service oriented, and has a very similar philosophy to Raker in this regard. The Costa Rica facility was very good, and well organized.

Our experience with McGregor-FlorExpo is that they are both very interested in customer feedback, positive and negative, and uses this feedback to improve their program and production. Even in the relatively short time we have been purchasing URCs from McGregor-FlorExpo, they have made some changes to their system which have benefited Raker. This flexibility has been very helpful as we set up our vegetative perennial program.

We have been impressed with the ongoing commitment to quality and service from McGregor-FlorExpo, and look forward to continuing our relationship with them in the future.

Thank you,

Allen R. Pyle
Research Team Leader
C. Raker & Sons, Inc.