



CHRISTENSEN'S PLANT CENTER

Wholesale Supplier To Landscape Professionals

We have heard that material is short, but why?

By now you have probably heard that plant material is scarce. From trees to perennials, plant material is short country-wide. But do you know why?

The nursery industry is a great example of a commodity market. The price of our saleable goods is based purely on supply and demand. In the mid 2000's supply was high and demand was falling. We were all suffering through the "Great Recession". This included growers of plant material, who lowered the price of their material in an effort to move what they could to generate sales to see them through the slowdown in our economy.

Now look at our current marketplace. Demand is climbing at a steady pace. However, those same growers who were selling their products at reduced prices to survive now have the opposite problem. While they were selling at low prices, they did not have money to re-plant the crops. Simple decisions of "If I am selling it at a loss or not selling it at all, why would I make more?" came into play. And those decisions are now what they have left to sell and what we have available to us to install in landscapes.

The nursery industry as a whole does not change fast. Our products take time to produce, much more time than it takes our economy to go from growth to recession. Here is a brief timetable of how long takes to get our plants from the start to an installable size:

- Evergreen trees take 5-8 years in the field to get to 7' - 8' in height.
- Taxus and Boxwood take around 10 years to grow to an 18-24" plant.
- Shade trees take 4-7 years in the field to get to between 2" and 3" in caliper.

And, these times do not include the time it takes to produce the liner that is lined out in the field. Keep this in mind when you are pricing jobs this spring. Someone had to have the foresight to plant in the recession so we could have these plants today.



Eric Joy

Christensen's Plant Center
6282 Gotfredson Road
Plymouth, Michigan 48170

(734) 454-1400 voice

(734) 454-1414 fax

[***Return to Archive***](#)

