

### Abstract:

In an effort to control costs, more retail nurseries are focusing on the purchasing function as a means of reducing costs and increasing product quality. The purchasing criteria considered most important by retail nurseries included plants free of pests and diseases, consistent quality, cost free replacement of damaged plants, freedom from physical damage and blemish, well conditioned and hardened plants and an acceptable shelf life. As retailers experienced the greatest problems with these same quality parameters, wholesale plant suppliers must ensure that they produce good quality plants, rather than to concern themselves with price and the provision of supplementary services