

Report of Commercial Sellers inventory list for 2015 [ending early 2016]

The listing of Commercial sellers has been updated multiple times this past year. The number of irises listed has increased to 5381, although several hundred show no seller of them. These are listed to indicate they had been on a seller's list within the past couple of years. The sellers included have increased to 51 as well despite several dropping off the list for various reasons.

The listing shows those introduced 30 years ago or more plus there is a start of those introduced in 1987. As to those sellers included on the list they must meet a minimum of 12 historic ones in their inventory either for sale or growing for eventual sale. Any below that number would be kept under one of two conditions: the seller plans to increase the historic offerings OR the seller has listed one or more that they are the only seller of. Because of the size of the list this minimum number may be increased to 15 or more at some point. I have encouraged the vendors to list all they are growing and not limit the list to those in their current catalog. This improves the efficiency of annual updates. Not all vendors do this however and some do not send any list but force reliance on their current catalog, be it paper, email or internet.

Board action item: Currently most of those listed in the Commercial listing are also listed in the Spring ROOTS gratis. However to be listed in ROOTS in the future a small charge could be made as it is really "advertising." If that charge were only \$20 it potentially would bring in \$1000 to the treasury. Alternatively HIPS could continue to offer the listing for free as a method to encourage purchases from these vendors thus helping to keep them in business.

Respectfully submitted,

David Prichard