

# Raker-Roberta's 2020 Program Changes FAQ



- **How does your Early Order Discount Work?**

Orders placed by November 1<sup>st</sup>, 2019 will receive a 10% Early Order Discount. The largest Early Order Discount in the industry!

- **How does the R2 Volume Discounts work?**

Volumes are set in July for the entire 2020 season. Your broker/sales rep will provide that information to you. Your volume is your volume regardless of order size – We no longer require a 16 tray minimum for customers to receive their discount.

- **What if I substantially increase my orders for 2020?**

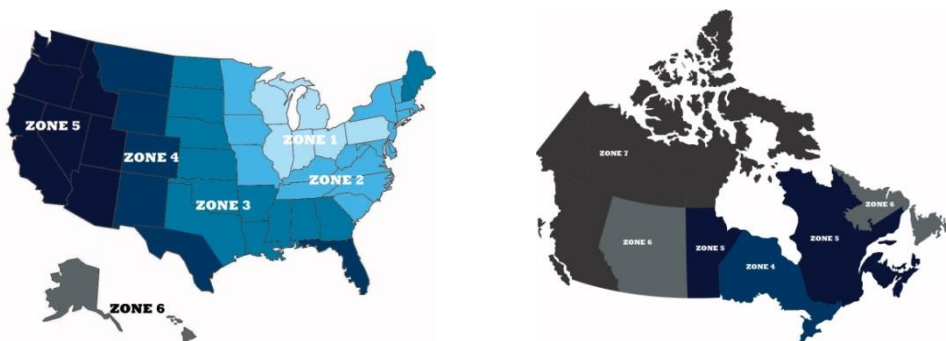
If you know that you will be increasing your orders, please let your sales rep know and they will work with us to provide you the best pricing based on your volume.

- **In the past I received quoted pricing. Will that continue?**

Yes. Raker-Roberta's will continue to offer quoted pricing based on volume and product mix.

- **Will you still have all-Inclusive Delivered Pricing?**

Listed plant prices will no longer include the cost of delivery. All pricing is FOB, Litchfield, Michigan. Plants Prices will still include any royalties and marketing fees. See below for Zone structure.



- **I like the 128 Tray. Why has It been eliminated?**

The 162 Cell is actually larger in soil volume due to the taper of the cell. We feel that the larger soil volume gives a better root mass and better plant. The cost factor is favorable to the customer. Your 'per plant' price is typically less than the 128 price. We are growing the crop for the same amount of time as the 128. You'll see no differences in crop timing.

- **Is It possible to pick what day of the week I receive my plants?**

We strive to ship all orders out in the week they are scheduled. We are not able to guarantee a specific day.

- **How can I find all the changes to the 2020 Raker-Roberta's Young Plant Program?**

Please reference the catalog for more specific information regarding changes. You can also find a summary of our 2020 changes at [www.raker.com](http://www.raker.com)

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