



THE MUSHROOM REPORT

Spring, 2009

Well it is just about the beginning of April, and time to be thinking of Spring Shipments and planting, and not wondering when we are going to get our next snow storm. I am a little late in getting this out this year as I have had a few other things on my plate. The snow is slowly starting to disappear from the mountains around Oliver, and hopefully the same is happening around the mountains in your neck of the woods. Like last year it seems the back country is still having its share of avalanche problems so I guess Mother Nature has not quite finished with winter just yet. I have been promised that spring is coming and will be here soon. Hopefully it will not be another late start to the spring planting this year like it was last year. I guess Mother Nature is but one component and the availability of planters is the other big hurdle to clear again this spring planting season.

What ever we at K&C can do to assist you in your planning, please just give me a shout or e-mail, and I will try my best to accommodate your requests.

Over the past couple of weeks, I have been asked by a few people if I am itching to get out and go fishing? I ask them what they mean. Well you have your boat on your truck, fishing rods and net in the back and it seems you are all prepared to go fishing. Sadly I have to inform them that I am just to lazy to take the boat off the truck in the fall and to take all my fishing gear out of the truck and store it in the house over the winter. Besides if it does happen to be a nice day, I am already to go fishing at the drop of a hat.

Again if you have any questions, concerns, special requests, or are in need of information about shipment sizes or how many cartons can be loaded on a trailer, please feel free to contact me, either by phone, on my cell, e-mail or fax.

I will do my best to give you all the assistance that I can to ensure that your shipments arrive in the best condition possible, when and where you require them.

If you for any reason need to cancel or hold a shipment, please try and give me as much notice as possible. If the stock is thawed, it will be held in a holding room at about 1 degree C until you can take it.

Just remember, the longer it is held, more potential problems could occur, from the onset of Botrytis, seedlings becoming active - flushing, new white root tips, and the seedlings using up their store of reserves.

WHAT'S NEW

As most of you know by now, K&C has changed our telephone system to an automated system. Though it is nice to talk to a real person at the other end of the phone and have your call directed to whom you want to talk to, our new system has advantages for both internal users and for our clients calling in. If we are not in when you call please leave us a voice mail, with the time and date and a short message and we will return your call ASAP.

In the past to get in touch with Brian at Cold Storage you had to dial a separate number from the main office phone number. Now that has all changed. To reach myself just call the main office phone number 250-498-4974 and ext 203 and you will reach me down at cold storage, just one less number to remember.

A reminder, truck drivers can only drive for 14 hours before they have to shut down for 10 hours. This law came into place last year trying to make it safer for the drivers and for all out on the highways.

The 48' trailers are becoming obsolete these days and the reason for this is with the 53' trailers they can haul that little bit more product which assists in reducing their costs and making trips a bit more profitable. The standard trailer you will see is the 53' trailer and it has over the past couple of years become the standard replacing the 48' trailer.

Along with the 48" trailers, the 28' pup trailers and 5 ton trucks are becoming very hard to come by and I am not certain if I am going to have any available this spring or not.

If you lease a rental trailer to be used to hold your spring stock from a trucking company, I will use that trucking company to make all of your deliveries. The reason is this, if they take the time to arrange the lease trailer, then they should also reap the benefit of delivering your stock to you. It would not be fair for them to do all the arrangements and then have someone else deliver the seedlings.

Most of our clients are using e-mail as a preferred way of communicating shipping request information. It really assists myself when all I have to do is either print the E-mail or open an attached file and print off a copy that is clear and readable verses some faxes where text seems to bleed when printing out especially if the font is fairly small. It certainly makes it a lot quicker and easier to reply to your questions or just a note to say that I have received your shipment requests.

In conversations with a few clients over the past month, it has become more evident that having access to certain information in real time, has become a very important factor in allowing our clients to know exactly what stock has been shipped and what stock has been not been shipped or allocated.

It is one thing to keep track of shipments received, balance remaining on spread sheets, but it can be time consuming and vulnerable to human error. No, did I say that. If we can provide this information via our web site, in real time application, and at no additional charge to our clients, then this will be a great asset for all parties concerned.

I have started discussions with Changming Wang, K&C's Programmer and Systems Administrator, to see how we can better serve our clients in this regards.

On our web site, which can be viewed at www.sivliculture.com we already have information about the stock we are growing for you. Just follow the directions and request a password and all information presently available on your stock will be available to you.

Over the past few years K&C has spent a great deal of time and money developing our Data Base Program "Evergreen". The capabilities that Evergreen has can be applied to provide the information clients require and ability to allow our clients to place seedling shipment requests online.

What information are we hoping to have available to you in real time? You will be able to access reports that will give you information on all your stock or individual request keys, individual or all shipments, balance shipped and balance still to come. The ability to print off packing slips incase one or two get miss placed or lost.

To assist you in arranging and sending in your shipment requests, we are working on adapting the format that I presently use. On this page you will either enter in the Request Key or K&C order number and the information about that request key will view on screen. Species, stock type, amount per carton/bundle, requested amount, accepted amount, amount shipped, and balance remaining. From this window you will also be able to request the amount of seedlings you require, arrival date for this shipment, basic information on where it is to be delivered to, and at what time.

Now for the million dollar question: How soon will this service be available? I am hoping for the end of May, but I won't quite yet put my head on the chopping block. When we have something more definite to show to you, I will keep you updated and informed.

On our web page, you will now find our Seedling Shipment Questionnaire, under the heading **Seedling delivery and feedback**. You use to receive a questionnaire with every shipment, and in the beginning we did receive a lot of them back from our clients. We still do receive some back regularly from certain clients, but we are sure that a lot of the time the questionnaire either gets lost, or filed. So for those of you who still like to use it as a means of feedback and we do appreciate both good and bad feedback, go to our website and fill it out and click send and it will be sent directly to us, saving a little bit of paper on both ends, saving a few cents on the fax transmission. K&C receives the benefit of a clearer copy of the questionnaire to read, as fax machines tend at times to make it difficult to read.

DELIVERIES

We make deliveries 24 hours a day, 7 days a week, so let us know the optimum arrival time for you and we'll do all we can to accommodate you. If you need to change shipping dates or shipment orders, just give us a call. It is very helpful if you follow-up with an e-mail or confirmation fax to minimize the possibility of mistakes.

If delivery locations get a little complicated, we would appreciate a faxed copy of a map, or e-mailed is even better so we and our drivers can remain as unconfused as possible. If we are making deliveries to a fixed location that has a physical address, please also include that. I have been using Microsoft's Streets and Trips to print out maps for drivers. This has worked very well for deliveries in past years where applicable.

We very much appreciate your feedback on our storage, thawing and delivery services and encourage you to complete and submit online now, our Seedling Shipment Questionnaire. Please let us know immediately of any problems so that we and our trucking contractors can rectify them as quickly as possible. We also love to hear about the good aspects of your shipment deliveries and pass this on to the various contractors.

Trailer Size / Carton Capacity

<u>Size</u>	<u>Cartons</u>
28' (pup trailer)	480
48' Trailer	850
53' Trailer	1,000

Pup trailers are limited in numbers

Standard # of Trees Packed Per Carton

<u>Stock Type</u>	<u>*#Trees</u>
310B/313B/315B	360
410A	255
412B/415B	250
415C	220
412A/415D	200
512A/515A	125
615A	95

*Some orders will have required packing to different densities.

If the above information is not all that you need, please feel free to call myself and discuss your shipment needs, concerns or questions have at any time.

Please feel free to check out our Web site www.silviculture.com as there is a wealth of information located there, links to various topics of concern and interest with in the Silviculture industry.

HOW TO CONTACT US

During the spring shipping season, our normal work day at Cold Storage is from 7:00 am to 3:30 pm. When needed to meet our client's requirements or volume of stock to be thawed, we will start earlier as we have done in the past years. If we are not available, please leave a message and/or contact the main office for assistance.

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