



Successful Solutions

STRATEGIES AND TIPS FOR EVERYDAY LAWN & GARDEN ISSUES



Become a Selling Success

STRATEGIES AND TIPS FOR THE INDEPENDENT DEALER

What Does “Selling Success” mean?

- 1) You are selling success to YOUR customers, when they get home and use the products and advice that you have recommended, they have SUCCESS.
- 2) Having success for you and your company by recommending the right products for the right situation.
- 3) By selling success you are increasing the value of your company and yourself.

Topics Covered

- *Common problems with easy solutions*
- *Comparison sales*
- *Easy add-on sales and package selling*
- *Spring wild bird opportunities*



Common Problems with Easy Solutions

1) Lawn Issues...

A) I THINK MY pH IS TOO HIGH OR LOW, WHAT SHOULD I DO?

- To raise pH level use a lime product
- To lower pH level use soil sulfur
- To determine pH level use a soil test kit

SUGGESTED SOLUTIONS

VPG - Hi-Yield Soil Sulpher (#433685)

OTHER - Pelletized Lime (#054304), Granulated Lime (#002691), Test Kits (#060652, #060654, #060649), Test Meter (#06059)



B) NOW THAT WINTER IS OVER I HAVE YELLOW SPOTS IN MY LAWN

- This could be due to dog or salt damage
- Recommend raking spots and removing dead debris
- Then rake in seed and new lawn starter, water, keep moist

SUGGESTED SOLUTIONS

OTHER - Great Lakes Gypsum (#002693) or Nutrasoft Pelletized Gypsum (#054305)



C) IS THERE A PRODUCT THAT I CAN USE THAT WILL KILL INSECTS & GRUBS IN A 24 HOUR PERIOD & GIVE SEASON LONG CONTROL?

SUGGESTED SOLUTIONS

OTHER - Maxide (#078272 & #078271), Grub Free Zone II Merit (#433054, #433056), Milky Spore Ganules (#071493), or Milky Spore Powder (#071494, 071495)



Common Problems with Easy Solutions

D) I CAN'T SEEM TO FIND ANY PRODUCT LABELED TO KILL NUTGRASS. WHAT CAN I USE?

SUGGESTED SOLUTIONS

OTHER - Monterey Nutgrass Killer Selective Herbicide .03 oz. concentrate (#501226)

E) MY LAWN IS A YELLOWISH GREEN COLOR, AND I WANT IT TO BE GREEN

- Most likely needs micro nutrients, like Iron
- Recommend not cutting grass too short

SUGGESTED SOLUTIONS

VPG - Ferti-lome Lawn Food plus Iron (#400755, #400760) or Ferti-lome Chelated Liquid Iron (#400625, #400630)

ORGANIC/NATURAL - Milorganite (#002899)



F) MY LAWN SEEMS TO GET BROWN & DRY FASTER THAN THE NEIGHBORS

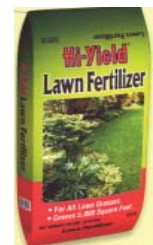
- Recommend not cutting grass too short
- Try strengthening roots, with proper watering

SUGGESTED SOLUTIONS

VPG - Hi-Yield New Process (#432020), Hi-Yield Lawn Fertilizer (#432018)

OTHER - Nature's Select Pro Plant Food (#055699), Get Growing RTS (#5006489)

ORGANIC/NATURAL - Milorganite (#002899), Natural Guard (#440106), or Chickity Doo Doo (#050494)



Common Problems with Easy Solutions

G) I HAVE ALL THE IMPOSSIBLE TO KILL WEEDS LIKE CREEPING CHARLIE

→ We have products available through the independent garden centers that are better than any product available through the mass merchant. They will perform!

SUGGESTED SOLUTIONS

VPG - Ferti-lome Weed Free Zone products (#400523, #400524, #400526. RTs #400527), Weed Free Zone plus Fertilizer (#400930)

BONIDE - Weed BeatUltra RTS (#087307)



H) MY LAWN IS FULL OF WEEDS, DANDELIONS, ETC.

→ Many potential applications for dry products, best to apply in morning, no rain for 24-48 hours, water in the afternoon

→ Liquids apply anytime, you should not water the lawn or have rain 24 hours before or after application, do not cut grass for 24-48 hours before application

SUGGESTED SOLUTIONS

VPG - Ferti-lome Trimec Weed Control (#400925), Ferti-lome Weed Free Zone products, Ferti-lome Weed-Out + Crabgrass Control (#400924), Ferti-lome Weed-Out with Q (#400030, #400035 & #400031), Weed-Out (#400515 or RTU #400509)

BONIDE - Bonide Weed Beater Ultra (#087307), Bonide Weed Killer/Trimec (#087894), Bonide Weed Beater Plus Crabgrass & Broadleaf Weed Killer, 1 qt. RTU (#065), 1 qt. RTS (#066)

OTHER - Gordon's Trimec Weed Killer (#069830) or Nature's Select Weed & Feed (#5000142)



I) HOW DO I GET RID OF MOSS IN MY LAWN

→ There are not many options, but this is a great one

SUGGESTED SOLUTIONS

BONIDE - Moss Max RTS (#087728), Moss Max Granulars (#060728), Moss Max 6 lb. (#60725)



Common Problems with Easy Solutions

J) I WANT TO SEED A NEW LAWN OR OVERSEED PORTIONS OF MY LAWN

→ Work the soil up clear of stones and debris, rake in lawn seed and new lawn starter fertilizer, water

SUGGESTED SOLUTIONS

VPG - Ferti-lome New Lawn Starter (#400903, 400906 or 400904)

OTHER - Nature's Select Lawn Seed, MaxLawn 10-10-10 (#055689 or #055690), Nature's Select Lawn Starter Food (#5000140), Maxlawn New Lawn Starter (#073858)

ORGANIC/NATURAL - Monty's (#5000123 or #5000124)



K) EVERY YEAR I SEEMS TO GET A FUNGUS IN MY LAWN, WHAT CAN I DO?

→ There are some very good options available, both liquid and granular. They can be used as a preventative or curative.

SUGGESTED SOLUTIONS

VPG - Ferti-lome F Stop Granular (#400770), Ferti-lome Liquid Systemic Fungicide (RTS #400380, 8 oz. #400376, Pt. #400377)

BONIDE - Infuse Granular (#1173), Infuse RTS (#087150)



L) I HAVE CRABGRASS AND I WANT TO GET RID OF IT

→ Early in the spring there is no crabgrass, just seeds in the soil waiting to germinate

SUGGESTED SOLUTIONS

VPG - Ferti-lome Weed Out with Q - NEW (Pt. #10030, RTU #10035, RTS #10031)

BONIDE - Crabgrass Plus (RTS #087066)



Common Problems with Easy Solutions

M) I USUALLY GET CRABGRASS IN MY LAWN EVERY YEAR

→ Best time to address is in early spring, using a pre-emergent

SUGGESTED SOLUTIONS

VPG - Ferti-lome Crabgrass (#400907 or #400910), Hi-Yield Crabgrass Control (#432017 or 432019), Hi-Yield Crabgrass Preventer w/ Fertilizer (#433407)

OTHER - Award Crabgrass Team Pro (# 055692), MaxLawn Crabgrass (#073851)

→ I would like to non-selectively kill everything in an area...naturally

SUGGESTED SOLUTIONS

VPG - Ferti-lome Weed Out with Q - NEW (Pt. #10030, RTU #10035, RTS #10031)

BONIDE - Crabgrass Plus (RTS #087066)

OTHER - EcoSmart Organic Weed & Grass Kills, 24 oz. RTU (#33113), 64 oz. RTU (#33122)



N) MOLES ARE DESTROYING MY LAWN & I HAVE GOT TO DO SOMETHING

→ There are many great options:

SUGGESTED SOLUTIONS - Granular Controls

BONIDE - Mole Max (#087692)

OTHER - BMC Mole No More (#055001), St. Gabriel Holy Moley Repellent (#071829), Repellex Mole & Gopher, 7 lb. (#10530), 24 lb. (#10545)

SUGGESTED SOLUTIONS - Liquid Controls

VPG - Ferti-lome MoleGo (#400317)

BONIDE - Mole Max RTS (#087690)

OTHER - Repellex Mole Vole Gopher (#5001017)



Common Problems with Easy Solutions

N) MOLES ARE DESTROYING MY LAWN & I HAVE GOT TO DO SOMETHING (CONTINUED)

SUGGESTED SOLUTIONS - Other Controls

VPG - Hi-Yield Mole & Gopher Bait (#433141)

BONIDE - Moletox (#087692)

OTHER - Giant Destroyer (#000899), Motomco Mole Killer (#000880) or Mole Eliminator (#054189), Repel Mole Pellets (#079343)



O) WHAT ARE THE NEW PRODUCTS FOR THIS YEAR FOR INSECT CONTROL IN LAWNS?

LIQUID

VPG - Hi-Yield Bug Blaster Bifenthrin 2.4%, 16 oz. concentrate (#32295), 32 oz. RTS (#32297)

OTHER - EcoSmart Organic Insect Killer for Lawns & Landscapes, 32 oz. concentrate (#33149), 32 oz. RTS (#33115)

GRANULAR

VPG - Hi-Yield Bug Blaster Granules 11.5 lb. (#33326), 23 lb. (#33327)

OTHER - EcoSmart Organic Insect Killer Granules 10 lb. (#33134)



2) Trees, Shrubs & Fruit Trees...

A) I AM PLANTING SOME NEW TREES & SHRUBS, WHAT SHOULD I DO?

- Dig a hole larger than the ball of the plant, mix some of the dirt from the hole with a soil amendment/conditioner
- Do not destroy the ball of the plant, but you may want to loosen it up a bit
- Be careful not to plant too deep then water with a root stimulator product
- Continue to water weekly



Common Problems with Easy Solutions

A) I AM PLANTING SOME NEW TREES & SHRUBS, WHAT SHOULD I DO? (CONTINUED)

SUGGESTED SOLUTIONS

VPG - Ferti-lome Root Stimulator (#400645 or #400650), Ferti-lome Potting Mix (#020066), Ferti-lome Transplanting Mix (#020087)

BONIDE - Root/Plant Stimulator (#87411), Root & Grow Plant Starter (#087158, #087411, #087412)

OTHER - Creekside Potting Soil (#070071)

ORGANIC/NATURAL - Monty's (#5000123, #5000124), Dr. Earth Starter (#5014636)



B) WHAT SHOULD I USE TO FERTILIZE MY TREES & SHRUBS

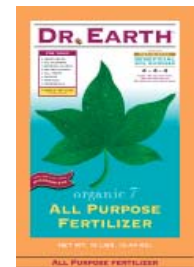
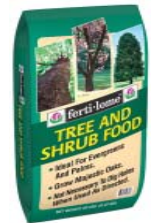
SUGGESTED SOLUTIONS

VPG - Hi-Yield Growers Special Food (#432200), Ferti-lome Tree & Shrub Food (#400865), Hi-Yield All Purpose Fertilizer (#432116)

BONIDE - All Purpose Plant Food (#1183), Tree & Shrub Food (#1182)

OTHER - Nature's Select 14-14-10 (#055699), Proven Water Soluble (#070110)

ORGANIC/NATURAL - Monty's All Purpose (#5000110, #5000112), Bradfield's Natural Fertilizer (#072980), Milorganite (#002899), Dr. Earth Plant Food (#050490), Dr. Earth All Purpose (#5014669)



C) WHAT IF I WANT TO FERTILIZE FOR LONG TERM...LIKE A 3 YEAR PERIOD?

SUGGESTED SOLUTIONS

ORGANIC/NATURAL - NutriPak (#018186, #018187)



Common Problems with Easy Solutions

D) FERTILIZING EVERGREENS

SUGGESTED SOLUTIONS

VPG - Ferti-lome Evergreen Food (#400716)

BONIDE - Tree & Shrub Food (#1182)

OTHER - Nature's Select 14-14-10 (#055699)

ORGANIC/NATURAL - Bradfield Acid-Adorning (#072972)
Dr. Earth All Purpose (#5014648)



E) SOMETHING IS DESTROYING MY LANDSCAPING, I THINK IT IS DEER

→ There are many great products available

SUGGESTED SOLUTIONS

BONIDE - Repels All RTU (#087238, #087239) and Concentrate (#087237)

OTHER - Repellex Deer Repel (#5001001), Repellex Systemic Animal Repellent Tablets 50 ct. (#5001039), 150 ct. (#5001040), Liquid Fence Deer RTS (#071373), Repel Deerguard, 1 qt. RTU (#079338), 1.33 gal. RTU (#079337), Go Away Deer & Rabbit Repellent 1 qt. RTU (#230), 1 qt. conc. (#243), 3 lb. granule (#227)



F) HOW DO I PROTECT MY TREES & SHRUBS YEAR ROUND FROM MOISTURE LOSS, WINTER KILL, SUMMER SCALD, WINDBURN, SALT INJURY, DROUGHT & TRANSPLANT SHOCK?

SUGGESTED SOLUTIONS

BONIDE - Wilt Stop (#087101, #087102, #087103, RTS #087104, RTU #087099)

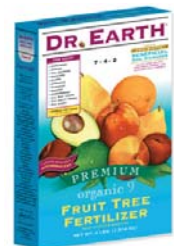
OTHER - Repel Deerguard, 1 qt. RTU (#079338), 1.33 gal. RTU (#079337)



G) WHAT SHOULD I USE TO FERTILIZE MY FRUIT TREES?

SUGGESTED SOLUTIONS

OTHER - Dr. Earth Fruit Tree (#5014643), Easy Gardener Fruit Tree Spikes (#074010)



Common Problems with Easy Solutions

H) HOW DO I STOP UNWANTED SPROUT & SUCKER STOP?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Prune Smart RTU (#400950)

OTHER - Monterey Sucker Stopper RTU (#070417)



I) I NEED TO REPAIR SOME DAMAGE ON ONE OF MY TREES

SUGGESTED SOLUTIONS

VPG - Ferti-lome Pruning Sealer (#400015)

OTHER - Tanglefoot Tree Wound (#055894)



J) IS THERE A WAY I CAN PROTECT MY TREES AGAINST CRAWLING INSECTS?

SUGGESTED SOLUTIONS

OTHER - Tanglefoot Pest Barrier (#055881, #055884)



K) WHAT CAN I USE FOR FUNGUS ON MY TREES & SHRUBS?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Liquid Systemic Fungicide (#400380, #400376, #400377), Ferti-lome L&G Fungicide (#400371, #400770, #400375), Hi-Yield Wet Dusting Sulphur (#400310), Hi-Yield Lime Sulphur Spray (#432190), Hi-Yield Captan 50w Fungicide (#432109)

BONIDE - Captan 50w Fungicide (#087171)



L) WHAT CAN I USE FOR INSECTS?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Borer, Bagworm, Leafminer (#400081, #400082), Ferti-lome Carbaryl (#400196, #400197, #400198), Ferti-lome NG Insect Soap (#440701, #440702)

BONIDE - All Seasons RTS (#087213, #087210, #087211, #087212), Oil & Lime (#087131, #087132), BT Thuricide (#087802), Dead Bug Brew (#087250), Eight (#087442, #087443, #087426, RTU #087428)



Common Problems with Easy Solutions

M) IS THERE SYSTEMIC CONTROL FOR INSECTS I CAN USE ON MY TREES & SHRUBS?

SUGGESTED SOLUTIONS - LIQUID

VPG - Ferti-lome Tree & Shrub Drench (#400205, #400206, #400207)



BONIDE - Annual Tree (#609, #611)



SUGGESTED SOLUTIONS - GRANULAR

VPG - Ferti-lome Tree & Shrub Granular (#400320)

N) WHAT ABOUT IF I WANT INSECT & FUNGUS CONTROL?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Triple Action Plus (#400244, #400245, #400246, RTU #400250)



BONIDE - Total Pest (#087635)

O) WHAT ABOUT INSECTS ON MY FRUIT TREES?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Fruit Tree Spray (#400131)



BONIDE - Fruit Tree Spray (#087201, #087202, #087203), Oil & Lime (#087131, #087132)



P) WHAT ABOUT INSECT & FUNGUS CONTROL IN ONE FOR MY FRUIT TREES?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Triple Action Plus (#400244, #400245, #400246, RTU #400250)

BONIDE - Orchard Spray (#087216, #087217, #087218)



Common Problems with Easy Solutions

Q) IS THERE A PRODUCT THAT I CAN USE FOR MY ACID LOVING PLANTS THAT WILL FERTILIZE & PROTECT FOR INSECTS?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Azalea/Evergreen w/ Systemic (#401685)



3) Roses...

A) I WANT TO FERTILIZE MY ROSES, WHAT SHOULD I USE?

→ There are a variety of options

SUGGESTED SOLUTIONS - Straight Fertilizer

VPG - Ferti-lome Rose Food (#400830), Hi-Yield Rose Food (#432096)



BONIDE - Rose & Flower Food (#1180)

OTHER - Bradfield Rieting Rose Food (#072973), Monty's Root & Bloom (#5000115), Monty's All Purpose (#5000110), Dr. Earth Rose Food 4 lb. (#077043) 12 lb. (#5014645), Miracle Gro Rose Food 1.5 lb. (#060615)



SUGGESTED SOLUTIONS - Fertilizer w/ Systemic Insecticide

VPG - Ferti-lome Rose Food w/ Systemic (#400846)



B) WHAT CAN I USE FOR INSECTS ON MY ROSES?

SUGGESTED SOLUTIONS

BONIDE - Eight (#087442, #087443, RTS #087426, RTU #087428) Insecticidal Soap (#087651), Japanese Beetle (#087196), Oil & Lime Spray (#087131, #087132), 3 in 1 qt. RTU (#087897)



Common Problems with Easy Solutions

C) WHAT CAN I USE FOR INSECTS & FUNGUS ON MY ROSES?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Triple Action+ (#400244, #400245, #400546, RTU #400250), Ferti-lome Rose, Flower, Veggie (#400200, #400201)

BONIDE - Rose & Flower Spray (#087911), Orchard Spray (#087216, #087217, #087218), RX 3 in 1 Spray (#087917, RTU #087897)



4) Vegetable & Flower Gardening...

A) I WANT TO GET RID OF WEEDS IN MY FLOWER BED/GROUND COVER, BUT I DO NOT WANT TO GET ON MY HANDS & KNEES TO PULL THEM OUT

→ There are 2 great liquid products available

SUGGESTED SOLUTIONS

VPG - Ferti-lome Over the Top (#400434)

BONIDE - Grass Beater (#1242)



B) I AM NEW TO VEGETABLE GARDENING & ANIMALS ARE DESTROYING MY GARDEN

→ There are many great options

SUGGESTED SOLUTIONS

BONIDE - Hot Pepper Repellent RTU (#087127), Repels All Granular (#1155, #1157, #1159), Rabbit & Deer RTU (#087232)

OTHER - BMC Rabbit No More (#055002), Repellex Fruit & Vegetable (#5001027) Shake Away Products



Common Problems with Easy Solutions

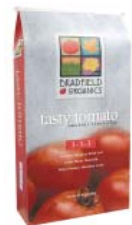
C) I NEED SOME FERTILIZER FOR MY VEGETABLE & TOMATO GARDEN

SUGGESTED SOLUTIONS

VPG - Ferti-lome Tomato & Vegetable Food (#400855), Hi-Yield Tomato & Vegetable Food (#432094)

BONIDE - All Purpose Plant Food (#1183), Tomato & Vegetable Food (#1181)

OTHER - Bradfield Tasty Tomato Food (#072995), Bradfield Tomato & Veggie (#072996), Bradfield Natural Veggie (#072996), Dr. Earth Tomato & Vegetable 4 lb. (#077045) 12 lb. (#5014647)



D) LAST YEAR MY TOMATOES DID NOT DO WELL, I THINK I HAD BLOSSOM END ROT

SUGGESTED SOLUTIONS

BONIDE - Root Rot RTS (#087167)



E) THE WEATHER WAS TERRIBLE LAST YEAR & MY TOMATOES DID NOT DO WELL. IS THERE ANYTHING I CAN DO TO HELP?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Yield Booster (RTS #400604, Concentrate #400606)

BONIDE - Tomato Blossom Set RTS (#087167)



F) WHAT CAN I USE ON VEGETABLES FOR FUNGUS?

SUGGESTED SOLUTIONS

BONIDE - Fung-Oil RTU (#087883, #087879, #087880)



Common Problems with Easy Solutions

G) WHAT CAN I USE FOR BUGS & SLUGS IN MY GARDEN?

SUGGESTED SOLUTIONS

BONIDE - Bug & Slug Killer 1.5 lb. (#908) 3 lb. (#909)

H) WHAT ABOUT INSECT CONTROL FOR MY VEGETABLES?

SUGGESTED SOLUTIONS

VPG - Hi-Yield Kill-A-Bug II Dust (#432309), American Thuricide (#421323), Vegetable & Ornamental Insect Control Granules 4 lb. (#32325)

BONIDE - Eight (#087442, #087443, RTS #087426, RTU #087428), Rotenone 1% Dust (#087755, #087757), Bon-Neem RTU (#087025), Insecticidal Soap (#087652), Potato Beetle Beater (#087687), Eight Flower & Vegetable 3 lb. (#788)

OTHER - Monterey Vegetable Garden Soil Insecticide 2.5 lb. (#073957)

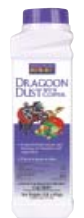


I) IS THERE A FUNGUS & INSECT CONTROL IN ONE I CAN USE FOR MY VEGETABLES?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Rose, Flower & Vegetable (#400200, #400201)

BONIDE - Copper Dragoon Dust (#087725, #087726), Garden Dust (#087931, #087932), Tomato & Vegetable 3 in 1 (#087688), Tomato & Vegetable 3 in 1, 1 qt. RTU (#688) 1 pt. conc. (#6885) 1 qt. conc. (#6887) 1 pt. RTS (#6888)



J) SHOULD I USE INNOCULANT? WHAT IS IT?

→ It converts nitrogen in the air to usable organic plant food. It is for garden legume crops.

SUGGESTED SOLUTIONS

OTHER - Innoculant (#003113)

Common Problems with Easy Solutions

5) Container Gardening/Hanging Baskets...

A) PLANTING IN CONTAINERS

SUGGESTED SOLUTIONS

VPG - Ferti-lome Ultimate Mix (#020066), Ferti-lome High Performance (#020076)

Dr. Earth- Organic Potting Soil (#77203), Acid Lovers Mix (#5015640), Rose & Flower Mix (#5015643), Vegetable Plant Mix (#5015644), House Plant (# 5015638)

OTHER - Creekside Potting Soil (#070070), Creekside Planting Mix (#070076), Creekside Gardeb Soil (#070077), Green Gro Potting Soil (#002692), Green Gro Starter Mix (#002695)Premier Potting Mix (#071885), Premier Ultimate Container (#071896)



B) I WANT TO FERTILIZE MY FLOWERS IN CONTAINERS

→ There are many, many great products available.

SUGGESTED SOLUTIONS

VPG - Ferti-lome Blooming & Rooting (#400772), Ferti-lome Hanging Basket (#400722), Ferti-lome Bedding Plant Food (#400761), Hi-Yield All Purpose (#432116)

BONIDE - All Purpose (#1183)

OTHER - Nature's Select 14-14-10 (#055691)



C) I WANT TO FERTILIZE & TREAT FOR INSECTS IN MY CONTAINERS

SUGGESTED SOLUTIONS

VPG - Hi-Yield Systemic Granules (#431228)

BONIDE - Guard N Grow (#087960, #087961)



Organics for Everyone

Organics have been growing in popularity, and should continue to grow for years to come. There are many great options to offer consumers in the organic category. Here are some options but there are many more that are not listed.

LAWN FOODS

VPG - Ferti-lome Natural Guard Lawn Food (#440106)

OTHER - Bradfield Organic Luscious Lawn (#072993), Milorganite (#002899), Dr. Earth Super Natural Lawn (#5014653)

WEED PREVENTION

VPG - Ferti-lome Natural Guard Corn Gluten (#440109)

OTHER - Bradfield Organic Corn Gluten (#072984)

GARDEN & LANDSCAPE

VPG - Natural Guard Organic Garden Food (#440107) Natural Guard Organic Plant Food (#440105)

SPECIFIC FERTILIZER FOR SPECIFIC NEEDS

Dr. Earth offers a very wide variety to offer the consumer.

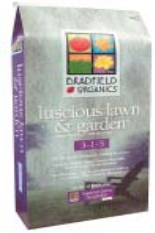
DR. EARTH - Bulb Food (#5014635), Starter Fertilizer (#5014636), Rose & Flower (#5014637), Azalea & Camellia (#5014638), Vegetable & Herb (#5014639), Flower & Garden (#5014640), All Purpose (#5014641), Bud & Bloom (#5014642), Fruit Tree (#5014643)

ORGANIC INSECTICIDES & FUNGICIDES

There are many available, and they have great labels that can be used for roses, ornamentals, fruits and vegetables...

VPG - Ferti-lome Natural Guard Insecticidal Soap (#440701, #440702), Ferti-lome Natural Guard Neem Py (#440711), Ferti-lome Spinosad RTS (#440700), Ferti-lome Natural Guard Copper Soap (#440721, #440720)

BONIDE - Insecticidal Soap RTU (#087652), Rotenon/Pyrethrin (#087857), Copper Bordo (#087771), Copper Fungicide RTU (#087775)



Organics for Everyone

ORGANIC INSECTICIDES & FUNGICIDES

There are many available, and they have great labels that can be used for roses, ornamentals, fruits and vegetables...

DR. EARTH - Rose Flower RTU (#5014687), Fruit & Vegetable RTU (#5014688), Home Garden RTU (#5014689), RTS Concentrate (#5014691), Fungicide RTS (#5014694)

OTHER - Safer Insecticidal Soap RTU (#069397), St. Gabriel Sharp Shooter RTU (#071504)



I GET GRUBS IN MY LAWN EVERY YEAR, AND I WANT TO GET RID OF THEM FOREVER

Recommend using Milky Spore products which can last up to 20 years...

ORGANIC/NATURAL - Milky Spore (#071494, #071495 or #071493)

I USUALLY GET CRABGRASS IN MY LAWN EVERY YEAR

Best time to address is in early spring, using a pre-emergent...

ORGANIC/NATURAL - Bradfield Corn Gluten (#072985 or #072984) or Natural Guard Corn Gluten (#440109)



WHAT ABOUT SOMETHING ORGANIC FOR INSECTS ON MY ROSES?

ORGANIC/NATURAL - Dr. Earth Rose, Flower, Insect (#5014687)



I HAVE ANIMALS EATING ALL MY FLOWERS & VEGGIES BUT I ONLY WANT TO USE ORGANIC PRODUCTS

ORGANIC/NATURAL - Natures Defense Granular Organic Repel (#077031 or #077032)

VPG - Natural Guard Animal Repellent (#442000), Natural Guard Hot Pepper Repellent (#440706 or RTU #440705)

BONIDE - Bonide Repels All (#087237, #087238, #087239, #1155, #1157 or #1159), Bonide Hot Pepper Animal Repellent (#087127 or #087843)



OTHER - Repellex Fruit & Veggie Deer Repellent (#5001027)

Organics for Everyone

IS THERE ORGANIC FUNGUS CONTROL I CAN USE FOR VEGETABLES?

VPG - Ferti-lome NG Copper Soap (#440721)

BONIDE - Copper Bordo (#087771), Copper Fungicide RTU (#087775)



IS THERE ANY ORGANIC INSECT CONTROL FOR MY VEGETABLES?

BONIDE - Rotenone/Pyrethrin (#087857)

OTHER - Dr. Earth Fruit & Vegetable RTU (#5014688), EcoSmart Organic Garden Insect Killer 24 oz. RTU (#33117) 64 oz. RTU (#33150)



ARE THERE ORGANIC POTTING SOILS AVAILABLE?

ORGANIC/NATURAL - Energro Potting Mix (#069206), Energro Grower Mix (#069207), HSU Potting Soil (#5014704), Natural Guard (#022064), Dr. Earth Soils (#077205, #077203 or #077204)



IS THERE AN ORGANIC FERTILIZER I CAN USE IN MY CONTAINER GARDEN?

ORGANIC/NATURAL - Bradfield All Purpose (#072974), Bradfield Natural (#072980), Dr. Earth Plant Food (#050490), Dr. Earth Flower (#5014640), Dr. Earth All Purpose (#5014641), Monty's Root & Bloom (#5000115), Monty's All Purpose (#5000110)



I HAVE BUGS ON MY HOUSEPLANTS, WHAT SHOULD I USE TO TREAT THEM ORGANICALLY?

ORGANIC/NATURAL - Safer RTU Insect Soap (#069397), Natural Guard Insect Soap (#440702)



ARE THERE ANY PRODUCTS AVAILABLE TO USE IN MY HOME THAT ARE ORGANIC?

ORGANIC/NATURAL - EcoSmart Organic Spider Blast 9 oz. aerosol (#33130), EcoSmart Organic Ant & Roach Killer 14 oz. aerosol (#33103), EcoSmart Organic Flying Insect Killer 14 oz. aerosol (#33104), EcoSmart Organic Home Pest Control 24 oz. RTU (#33119) 64 oz. RTU (#33116)

General Questions & Concerns

A) I AM HAVING A PARTY & I WANT TO MAKE SURE THAT THE MOSQUITOS STAY AWAY.

SUGGESTED SOLUTIONS

VPG - Lawn Shield Insect Repellent 10 lb. (#40730)

BONIDE - Mosquito Beater Granules (#1167), Mosquito Beater RTS (#564)

OTHER - EcoSmart Organic Mosquito & Tick Control RTS (#33127), EcoSmart Organic Mosquito Fogger Aerosol 14 oz. (#33129)



B) I HAVE A PROBLEM WITH MICE IN MY GARAGE/HOUSE. WHAT CAN I DO?

SUGGESTED SOLUTIONS

BONIDE - Mouse Magic (#087865), Glue Traps (#1111), Snap Traps (#1114)

OTHER - Motomco products, Victor products, Safer products



C) I THINK I HAVE TERMITES WHAT SHOULD I DO?

→ There are not many products on the market that work, but, we independents have one of the only products available. It is the strongest % permethrin on the market.

SUGGESTED SOLUTIONS

VPG - Hi-Yield 38+ Turf & Termite (#431330)

BONIDE - Termite & Carpenter (#087365)



D) I WANT TO KEEP BUGS FROM COMING IN MY HOUSE. WHAT SHOULD I USE TO TREAT THE PERIMETER OF MY HOUSE?

SUGGESTED SOLUTIONS

VPG - Hi-Yield Bug Blaster (#32290, #32291), Hi-Yield Indoor/Outdoor Spray (#432008)

BONIDE - Total Pest (#087635), Eight RTS (#087426)

OTHER - Terro Ant Control (#TRO900), EcoSmart Organic Crawling Insect Blocker Granules 2 lb. (#33128)



General Questions & Concerns

E) I HAVE BUGS ON MY HOUSE PLANTS. WHAT SHOULD I DO?

→ There are liquid & granular options available.

SUGGESTED SOLUTIONS

VPG - Hi-Yield Systemic Granules (#431228), Hi-Yield Indoor/Outdoor (#400062), Ferti-lome Red Spider Mite RTU (#400164), Ferti-lome Whitefly RTU (#400290)

BONIDE - Systemic Granule .22% (#087951), Systemic Insect (#087941), Eight Insect (#087443, #087442), Household Insect Control (#087527)



F) I HAVE IRON & RUST SPOTS ON MY CONCRETE THAT I WANT TO GET RID OF

SUGGESTED SOLUTIONS

VPG - Ferti-lome Klean-Crete RTU (#400007)



G) I HAVE WASPS & HORNETS & THEY ARE REALLY HIGH & HARD TO GET TO

SUGGESTED SOLUTIONS

VPG - Hi-Yield Wasp & Hornet (#433471)

BONIDE - Wasp & Hornet (#087631), Wasp & Hornet Foam 15 oz. (#629)

OTHER - Gordons Wasp & Hornet (#069870), Victor Wasp & Hornet (#066488), EcoSmart Organic Wasp & Hornet Killer Aerosol 14 oz. (#33105)



H) I HAVE ISSUES WITH JAPANESE BEETLES

SUGGESTED SOLUTIONS

BONIDE - Traps (#087197)

OTHER - Victor products, Motomco products, Safer products



General Questions & Concerns

I) I HAVE SOMETHING GOING ON WITH MY TREES/SHRUBS BUT I DO NOT KNOW WHAT IT IS

→ We have one of the greatest products available for all kinds of problems. Those that you can identify, or not. Triple Action Plus is an insecticide, fungicide & miticide.

SUGGESTED SOLUTIONS

VPG - Ferti-lome Triple Action II (#400244, #400245, #400246, #400250), Natural Guard Neem 16 oz. (#440712) 24 oz. (#440715)



J) THERE ARE A LOT OF OIL SPRAYS ON THE MARKET, WHICH ONE SHOULD I USE?

→ The new Ferti-lome Horticultural Oil Spray has a label for vegetables, trees, shrubs and flowers. And, it will take care of insects, mites and fungus.

SUGGESTED SOLUTIONS

VPG - Ferti-lome Horticultural Oil Spray (#400025 or #400124)



K) IS THERE SOMETHING THAT I CAN SPRAY IN THE CRACKS OF MY DRIVEWAY/SIDEWALK THAT WILL KILL THE WEEDS FOR THE ENTIRE YEAR?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Double Play Grass and Weed 16 oz. (#400021) 24 oz. RTU (#400024)



L) I WOULD LIKE TO KILL ALL THE GRASS COMING UP IN MY LANDSCAPING & GROUND COVER WITHOUT KILLING MY PLANTS, WHAT SHOULD I USE?

SUGGESTED SOLUTIONS

VPG - Ferti-lome Over the Top II Grass Killer (#400434)

BONIDE - Grass Beater w/ Poast Plus (#1242)

OTHER - Monterey Poast Grass Getter Herbicide (#070360 or #070362)



Comparison Shopping

I NEED SOME OF THE MIRACLE GRO POTTING SOIL...



We have many, many great options

VPG - Ferti-lome Ultimate Potting Mix (#020064, #020065, #020066, #020073), Ferti-lome High Performance Potting Soil (#020072, #020076, #020077, #020084)

OTHER - All of the NEW Dr. Earth Potting Mixes

I NEED TO PICK UP THAT SCOTTS 4 STEP FERTILIZER PROGRAM...



We have 3 options:

The Ferti-lome 4 or 5 step program. Ferti-lome offers many, many different formulations of fertilizer with many different weed killers and preventers to be able to fully customize the program to suit the needs of any customers lawn.

VPG - Ferti-lome Crabgrass (#400907, #400910), Ferti-lome Weed Out (#400921, #400923), Ferti-lome LF plus Iron (#400755, #400760), Ferti-lome Winterizer (#400896, #400899)



The MaxLawn 4 step lawn program is not only a great bag of fertilizer, but it is very price effective for the customer.

MAXLAWN - MaxLawn Crabgrass (#073807, #073850), MaxLawn Weed N Feed (#073808, #073852) MaxLawn Turf Food (#073809, #073854) MaxLawn Winterizer (#073810, #073856)



The Award commercial product is a 4 step program for the customer that has a larger square footage to cover.

AWARD - Award Crabgrass (#055692), Award Weed & Feed (#055693), Award Turf Builder (#055694), Award Winterizer (#055695)

Comparison Shopping

I NEED SOME MIRACLE GRO WATER SOLUBLE FERTILIZER...



We have 2 lines of products that are more economical for the consumer, and they perform better too. (Also great for add-on sales at the register, or an end cap).

VPG - Ferti-lome Blooming & Rooting (#400771), Ferti-lome Hanging Basket Food (#400721)



OTHER - Monty's Joy Juice (#5000106, #5000112, #5000117, #5000124)

I NEED SOME PREEN...



We have 2 great options available from Hi-Yield that offer the customer the same or better product at a much better price.

VPG - American Treflan Herbicide Granules (#421741, #421742, #421748), Hi-Yield Weed & Grass Stopper (#433030, #433031)

I NEED SOME PREEN AND GREEN...



The comparable product from Ferti-lome works better.

VPG - Ferti-lome Start N Grow plus Dimension (#400746, #400743)

I NEED SOME OSMOCOTE...



There are 2 very economical products available.

VPG - Ferti-lome Start N Grow (#400745_

OTHER - Nature's Select 14-10-10 (#055691, #055699)

I NEED SOME ROUND UP...



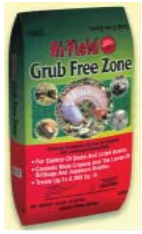
There are 2 lines of glyphosate products that compare to Round Up at a stronger concentration, and at a better price for the consumer.

VPG - Hi-Yield Super Concentrated Killzall (#433690, #433691, #433692, #433693)

BONIDE - Kleenup (#7497, #7498, #7460, #7461, #7462)

Comparison Shopping

I NEED SOME OF THAT GRUB B GONE FROM SCOTTS...



We have 2 products available that have exactly the same active ingredient.

VPG - Hi-Yield Grub Free Zone (#433050)

BONIDE - Grub Beater (#1171)

I NEED SOME OF THE BAYER TREE & SHRUB DRENCH...



There are products available in 2 lines at a much less expensive price than the Bayer product.

VPG - Ferti-lome Tree & Shrub Drench (#400205, #400206, #400207)

BONIDE - Tree Drench (#609, #611)

I WOULD LIKE SOME SEVIN...



The active ingredient in Sevin is Carbaryl, and we have that available through VPG.

VPG -

Liquids: Ferti-lome Carbaryl Spray (#400196, #400197 or #400198)

Granulars: Hi-Yield Insect 5% Carbaryl Sevin Dust (#431120)

Easy Add on Sales & Packaged Selling

These are items that you can put on the counter at the register, or create an end cap close to the register for easy recommendation to your customers.

SPREADER STICKER -



Possibly THE add on sale product. It could and should be sold with every chemical purchase...period. It makes all other chemicals work faster and better.

VPG - Hi-Yield Spreader Sticker (#431061, #431062, #431063)

ROOT STIMULATOR -

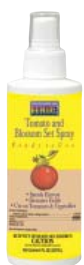
This should be sold with EVERY plant that is sold. It is very inexpensive insurance for the customer.



VPG - Ferti-lome Root Stimulator (#400640, #400645, #400650, #400653)

BONIDE - Root & Grow Plant Starter (#087158, #087411, #087412)

TOMATO BLOSSOM SET -



With more consumers planting vegetable gardens today, this should be an easy add-on with plant sales.

VPG - Ferti-lome Tomato Set

BONIDE - Tomato Blossom Set (#087543)

FERTI-LOME 4 LB. FERTILIZERS -



These are great for all kinds of add-on sales opportunities. Build a floor display or end cap and watch the product walk out the door.

VPG - Ferti-lome Evergreen Food (#400716), Ferti-lome Gardeners Special (#400784), Ferti-lome Bedding Plant Food (#400761), Ferti-lome Rose Food (#400830), Ferti-lome Rose Food w/ Systemic (#400846), Ferti-lome Tomato N Vegetable (#400855), Ferti-lome Tree & Shrub (#400864)

Easy Add on Sales & Packaged Selling

SEED STARTER FERTILIZER -



When selling high quality grass seed (like Nature's Select), always recommend seed starter fertilizer as an add-on sale.

VPG - Ferti-lome New Lawn Starter (#400904, #400906, #400903)

OTHER - MaxLawn New Lawn Starter (#073858)

INDOOR PRODUCTS FOR FLEAS -



This past season, fleas were a major problem. A display at the register will help with add-on sales on these products.

VPG - Hi-Yield DIY (#433472), Hi-Yield Indoor Fogger (#433470)

SPRAYERS -



These 2 sprayers are great add-on sales to recommend with all concentrated chemical purchases.

VPG - Ferti-lome Air-O-Matic (#400975), Hi-Yield 1.5 Liter Home Sprayer (#433679)

HYDRANGEAS -



Ask what color do they want to achieve...

VPG - BLUE: Hi-Yield Aluminum Sulphate (#432175)

PINK: Hi-Yield Soil Sulphur Powder (#432185)



BAILEY NURSERIES - BLUE: Endless Summer Sulfur Blue (#056428)

PINK: Endless Summer Lime Pink (#056429)

Easy Add on Sales & Packaged Selling

BONE MEAL -



Always add-on when selling bulbs.

VPG - Hi-Yield Bone Meal (#432120 or #432124)



OTHER - Hi- Yield Bone & Blood Meal (#432126),
Dr. Earth Fish Bone Meal (#5014659)

AQUEDUCT -



Great add-on to sell with lawn programs to reduce water usage.

VPG - Ferti-lome Aqueduct L&G RTS (#401020)

MEASURING CUPS-



There are 2 available...

VPG - Ferti-lome Measuring Cup (#411008)

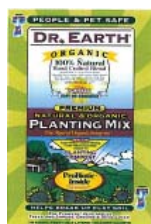
BONIDE - Measuring Cup (#087049)

SOILS -



When selling pottery, always recommend a high quality potting soil.

VPG - Ferti-lome Ultimate Potting Mix (#020064, # 020065, #020066 or
#020073), Ferti-lome High Performance Potting Mix (#020072, #020076,
#020077 or #020084)



OTHER - Dr. Earth Organic Planting Soil (#077205, #077203 or #077204)

Spring Bird Feeding

Spring is a great time to promote wild bird products!

One of the busiest months of the year for wild birds is May. This is due to a few different factors:

- 1) The migratory birds are back and they are hungry.
- 2) The snow birds (retired folks) are back from Florida and their feeders are empty.
- 3) The food supply in the woods and fields have been depleted, and the birds are at the feeders in full force.

In addition to bird feed, spring is also the time to promote hummingbird, oriole, finch and bluebird sales. Here are some examples of some of the best selling products...

	Aspects	Droll Yankee	Nature's Select	Perky Pet
Hummingbirds	Hummzinger Excel (#051332), Hummzinger Fancy (#061349, #061594), Hummzinger Ultra (#ASP367)	Hummingbird Feeder (#291091)	Nature's Select (#055691, #055699)	Perky Pet (#203-CP, #061157) Rose Petal (#064790)
Orioles	Oriole (#051336)		Deluxe Fruit & Jelly (#NSBBW32), Fruit Feeder (#NS-BBW28)	Opus Oriole Feeder (#065431), Opus Oriole Saucer (#OPU4673)
Finch	Quick Clean Blue (#051459), Nyjer Mesh Purple (#061446)	Bird Lovers 15" Nyjer (#291100), New Generation 36" Nyjer (#090913)		Yellow Top (#061060), Upside Down (#061080)
Bluebird		Window Feeder (#291031), Window Feeder (#DYOWF)	Bluebird Feeder (#NSBBW46)	

	Other
How Can I Control Squirrels by my Feeders?	Repellex RTU (#5001036)
	Messina RTU (#5003711)

