

# A Powerful Package

The Proven Winners white container stands out. And you can see why. From its distinctive color and branding to its innovative tag design and technology, it's a powerful package for growers and retailers.

And for consumers it's hard to resist because they know it means quality. They see and hear the branded white container message in print advertising as well as online, on the radio, on television, and on billboards all year long. So they're looking for it in garden centers across North America. Be ready to take advantage of the clout of the Proven Winners container.



<sup>\*</sup> If the extra cost of the Proven Winners Proven Package does not help you sell our plants faster – and more profitably – we will refund you the difference (5 cents for every 1.0 GL container and 2 cents for all our other branded containers purchased).

#### Grower resources section header page:

Butterfly Argyranthemum frustescens, FROSTY KNIGHT™ Lobularia hybrid, and COLORBLAZE® ALLIGATOR TEARS™ Solenostemon scutellarioides



4.50 Grande™ Container



4.50 Classic™ Container



1.0 Quart Container



6.5 Container



1.0 GL Royale™ Container



8.5 Jumbo Container\*



Proven Winners Grasses Grande™ Container\*\*



Proven Winners Grasses 1.0 Quart Container



Perennial Trade Gallon Container



Perennial Premium 1 Gallon Container



Perennial Premium 2 Gallon Container



Perennial Premium 3 Gallon Container



Flowering Shrubs Premium 1 Gallon Container



Flowering Shrubs Premium 2 Gallon Container



Flowering Shrubs Premium 3 Gallon Container



Flowering Shrubs Trade 5 Gallon Container



Flowering Shrubs Injection Premium 1 Gallon Container



Flowering Shrubs Injection Premium 2 Gallon Container



Flowering Shrubs Injection Premium 3 Gallon Container



Flowering Shrubs Injection Trade 5 Gallon Container

<sup>\*</sup> Customers can order a minimum of 5000 with order deadlines of May 1 and November 1. For orders at any other time, they'd need to meet the 25,000 minimum.

<sup>\*\*</sup> Available as special order only with a 25,000 minimum.

### **All These Plants Come With Containers**

Consumers are looking for the white Proven Winners container. To make it easier for them to find it and easier for retailers to take advantage of the power of branding, many of our plants automatically come with our branded containers, as you can see below. Contact your propagator regarding delivery.

#### **Annuals**

Supertunia® Pretty Much Picasso® and Supertunia® Picasso in Pink™, as well as Señorita Rosalita® and Señorita Blanca™, are all annuals that automatically come with a branded container. You can choose any of the white Proven Winners containers. For Supertunia Pretty Much Picasso and Supertunia Picasso in Pink, you can also opt to buy a hanging basket tag rather than a container.



#### **Perennials**

All Proven Winners perennials automatically come with our specific white branded perennial containers including all perennial varieties previously sold as Proven Winners, such as Dolce® Heuchera.

#### **Proven Winners Shrubs**

All Proven Winners shrubs automatically ship with our specific white branded Proven Winners containers.



#### **Container Options and Quantities**

Product Name	Units/ Case	Cases/Pallet	Cases/ Truck
4.25 Grande™ Self-Symetricize® Proven Winners®	440	40	1040
4.25 Grande™ Self-Symetricize® Proven Selections®	440	40	1040
4.25 Grande™ Self-Symetricize® 8-count Flat-Filler Display Tray	50	40	1040
4.25 Grande™ Self-Symetricize® 10-count Flat-Filler Display Tray	50	44	1144
4.25 Grande™ Self-Symetricize® 16-count Flat-Filler Display Tray	50	20	520
4.50 Classic™ Self-Symetricize® Proven Winners®	1050	40	1040
4.50 Classic™ Self-Symetricize® Proven Selections®	1050	40	1040
4.50 Classic™ Self-Symetricize® 8-count Flat-Filler Display Tray	50	36	936
1.0 QT Proven Winners®	475	33	858
1.0 QT Proven Selections®	475	33	858
1.0 QT Proven Winners® Graceful Grasses® Specialty Container	475	33	858
1.0 QT Flat-Filler Display Tray	50	36	936
6.50 Proven Winners®	240	48	1248
6.50 Proven Selections®	240	48	1248
6.50 Flat-Filler Display Tray	50	28	728
Royale <sup>™</sup> Proven Winners®	128	48	1248
Royale <sup>™</sup> Proven Selections®	128	48	1248
Royale™ Display/Carry Tray	50	52	1352
Display/Carry Tray for Specialty Containers	50	52	1352
8.5 Proven Winners® Jumbo	130	60	1560
8.5 Proven Selections® Jumbo	130	60	1560
Premium 1-Gallon CoEx *	85	64	1920
Premium 2-Gallon CoEx *	90	46	1380
Premium 3-Gallon CoEx *	71	32	960

<sup>\*</sup> No tray offered at this time for these containers. † Quantities subject to change. Packaging subject to change.

#### **Special Benefits for Key Account Customers**

We are offering our Key Account customers (Gold, Silver or Bronze) the flexibility to purchase and propagate cuttings of Boldly<sup>™</sup> and Timeless<sup>™</sup> geraniums and seed of Surefire<sup>™</sup> begonias on your own. Boldly and Timeless geraniums are the same varieties as Calliope<sup>™</sup> and Caliente<sup>™</sup> from Syngenta; Surefire begonia are the same varieties as Big<sup>™</sup> begonias from Benary.

If you wish to propagate these varieties yourself, let your Proven Winners propagator know the quantity of Proven Winners tags that you need. Your propagator will ask for proof of cuttings or seed purchased in at least the quantity of tags ordered and charge a marketing, tag, and service fee. Cuttings for Boldly and Timeless varieties or seed for Surefire can be purchased through a broker as you may already do now. To assist you in ordering, the variety color descriptions (i.e., Boldly 'Dark Red' = Calliope 'Dark Red'; Surefire 'Rose' = Big 'Rose', etc.) are the same.

Of course, high-quality rooted liners for these varieties are available from your Proven Winners propagator. Please contact your propagator with any questions.

# Be a Key Account Grower

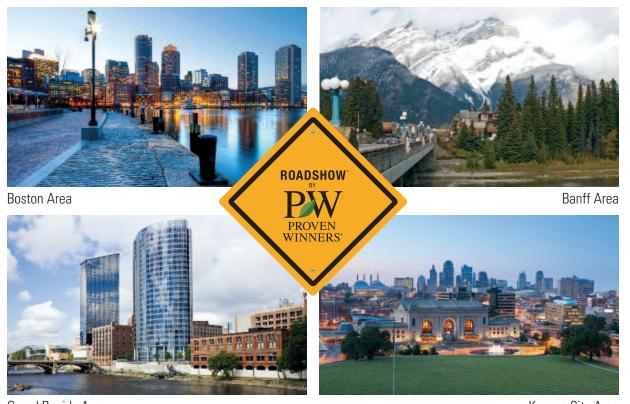
Key Account Grower Reward Levels	BRONZE	SILVER	GOLD KEY
Liners Needed	20,000-49,999	50,000-99,999	100,000+
Number of 28 x 108 ft Greenhouses	1.25	3.1	6.25
Total Square Feet	3,800 sq. ft.	9,400 sq. ft.	18,900 sq. ft.
Points Earned	1/4 per liner (5,000-12,499) Approximately \$50-124.99	1/2 per liner (25,000-49,999) Approximately \$250-499.99	1 per liner (100,000+) Approximately \$1000+

Save Money and Use Your Rewards for Special Programs, Like These:



For a complete directory of points-based merchandise, visit www.provenwinners.com.

### Learn the Latest About Proven Winners



Grand Rapids Area Kansas City Area

By working together, we can increase your profits and achieve success. The first step is for you to learn about our products and programs — and for us to learn about your business. Our Roadshow events provide those opportunities.

Every year, our team of plant and retail professionals, including John Gaydos, Dave Konsoer, and Judy Sharpton, travel across North America making stops at our Roadshow events. They share their insights on growing the newest Proven Winners varieties and provide information on the latest industry trends. These popular FREE events provide helpful tips and ideas so that you can be ready to make the most of the upcoming season.

#### Who should attend:

Growers
Retailers
Broker Reps
Trade Press
Garden Center Managers and Staff
Landscapers
Designers
Consumer Press

For more information or to register, see page 230 or call 877-895-8138.

#### 2013 Roadshows

#### **Boston Area**

October 3, 2013

Four Points by Sheraton Norwood 1125 Boston Providence Turnpike Route 1 (18 miles south of Boston) Norwood, MA

#### **Banff Area**

October 9, 2013

The Fairmont Banff Springs Hotel 405 Spray Avenue, Banff, AB

#### **Grand Rapids Area**

October 15, 2013

The Pinnacle Center 3330 Highland Drive, Hudsonville, MI

#### **Kansas City Area**

October 17, 2013

Adams Pointe Conference Center and the Marriott Courtyard 1400 NE Coronado Drive Blue Springs, MO



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### He Believes in Proven Winners and Gets the Word Out

Passionate and casual gardeners alike look to P. Allen Smith for inspiration and ideas. They trust his recommendations and his endorsements of Proven Winners varieties. It's a promotional partnership that leads consumers into garden centers looking to duplicate his success with our plants. And that translates into more sales for growers and retailers.





### **Trial Gardens**

We want to be sure that our plants will perform in various climates so that you have success growing and selling them. That's why every year we send our new varieties to trials across the United States. For a full list of locations and previous results, visit our website. Results are updated in September and October.



Ball Seed Trial, West Chicago, IL Boerner Botanic Garden. Hales Corner, WI BYU-Idaho, Rexburg, ID Cincinnati Zoo, Cincinnati, OH Colorado State University, Fort Collins, CO Cornell, Ithaca, NY Costa Farms Trial, Miami, FL Dallas Arboretum, Dallas, TX Disney World, Lake Buena Vista, FL (not open to the public) Kansas State University, Olathe, KS Linnaeus Garden, Tulsa, OK Longwood Gardens. Kennett Square, PA Massachusetts Horticultural Society - Elm Bank, Dover, MA Mast Arboretum, Nacogdosches, TX

Metrolina Trial, Huntersville, NC

Michigan State University, East Lansing, MI Mississippi State University, Crystal Springs, MI Missouri Botanic Garden, St. Louis, MO National Mall, Washington, DC North Carolina State University, Raleigh, NC Ohio State University, Columbus, OH Ohio State University Extension, Springfield, OH Oklahoma State University, Stillwater, OK Oregon State University, Corvallis, OR Park Seed Trial, Greenwood, SC Penn State, Manheim, PA Powell Gardens, Kingsville, MO South Dakota State University, Brookings, SD Texas A&M, Overton, TX The Oregon Garden, Silverton, OR

University of Delaware Botanic Gardens, Dover, DE University of Florida -Fort Lauderdale, Davie, FL University of Georgia, Athens, GA University of Illinois, County Master Gardens, Champaign, IL University of Minnesota West Central Research and Outreach Center, Morris, MN University of Minnesota North Central Research and Outreach Center, Grand Rapids, MN University of Missouri, Columbia, MO University of Tennessee, Knoxville, TN University of Wisconsin, Verona, WI Van Wingerden Trial, Mills River, NC Virginia Tech, Blacksburg, VA WeHoP, Fife, WA Welby Gardens, Denver, CO

## Proven Winners Sends Sales Your Way

#### And growing tips, too

Proven Winners growers benefit from our online wholesaler listing, where customers can easily find you by just visiting the wholesaler page on our website and entering a name, a city, or a zip code. And if you're a retailer, too, you'll benefit from our online retailer listing as well. We send more customers your way by making it simple for them to find you.

And we try to make growing our plants simple, too. Not only do we provide cultural information here in our catalog and online, we also provide an online grower newsletter that includes tips, videos, and expert advice on how to grow Proven Winners. And there is a newsletter version for retailers, too. To receive this valuable grower/retailer information, visit www.provenwinners.com/professionals/newsletters.



Grower newsletter



Retailer newsletter

### Fertilizer for Professionals

Healthy plants fly off the shelves, and our **professional fertilizer products** will help ensure their good health. We've developed four different formulations to minimize and correct pH-related problems, so provide your Proven Winners propagator with the results of your water test, and they'll recommend which fertilizer will work best for you. Plus, you can choose from a cold weather growing product as well as a greening formula.





### The Container Style Program Means No Extra Tags

Combinations are the most expensive plant item you sell, yet many times they are not labeled or the tags are buried in the soil. With the Container Design Program, you get one large, prominent tag for the complete combo. You don't need to worry about the cost of extra stake tags, plus we make it easy. Just order by combination name and choose either a tag that is suitable for hanging baskets or for upright containers.

For additional information on the specific varieties used in a combination, please visit our website.

#### **Container Style Tag Options**



Generic 3.5" x 14.35" Container Style tag for hanging baskets and upright containers — Individual variety tags are still needed

3.5" x 14.35" Container Style tag for hanging baskets and upright containers — Replaces variety tags

2.75" x 6.75" Pocket Tag — Variety tags are stored together with this option

#### **How the Pocket Tag works**









Stack the 3 tags together; insert them through the opening above the purple band so the tips of the tags fit into the opening at the bottom of the pocket tag; bend the top of the pocket tag so the lip covers the top of the inserted tags to hold them in place.



Hanging basket with new Pocket tag housing the 3 variety tags for this combo



Hanging basket with generic 3.5" x 14.35" Container Style tag



Pocket tag housing the 3 variety tags in upright combo

#### How to create your own custom tag How it's done

Contact your customer service representative at the Proven Winners propagator of your choice. They will get the information needed to set up the tag, including the name of the combination and the ingredients list. This information is then communicated by your Proven Winners propagator to the tag company, and the tags are ordered and then sent to you by the propagation company.

#### Who do they talk to?

Their customer service representative at their Proven Winners propagator.

#### Leadtimes?

After all of the information has been provided to MasterTag by the propagator, then 3 weeks maximum.

#### Quantities?

Can be ordered in 210 or 1008 per combo. Minimum run size is a total of 3360 for the 210 increment and 16,128 for the 1008 increment. These runs can be put on press as needed. We usually solicit all of the partners if a small run comes in to see if anyone else wants to order.

#### **Limitations (# of plants)**

No more than 5 varieties can be shown on the tag, but we can list 6.

#### **Bundled?**

They come in bundles of 21.

#### UPC?

A barcode can be added if you provide one. Price can also be added if you provide one.

### There will also be three scheduled tag runs for the spring of 2014:

#### Main Run -

New Combos must be in by: Week of Nov. 4th Orders in by: Week of Dec. 2nd Ship by: Week of Dec. 16th

#### Re-Orders -

New Combos must be in by: Week of Dec. 16th Orders in by: Week of Jan. 13th Ship by: Week of Jan. 27th

New Combos must be in by: Week of Feb. 3rd Orders in by: Week of Mar. 3rd Ship by: Week of Mar. 17th

If new varieties are submitted after in-by date, they will be held until the following run.

#### Samples of some of the best-selling Proven Winners combos



**Sheer Joy** 

Supertunia® Mini Strawberry Pink Veined Petunia Surfina® Sky Blue Petunia Snowstorm® Giant Snowflake® Sutera



**Spirit Of America** 

Supertunia® Royal Velvet Petunia Surfinia® Red Petunia Snowstorm® Giant Snowflake® Sutera



**Summer Candy** 

Superbells® Pink Calibrachoa Supertunia® Bordeaux Petunia Snowstorm® Giant Snowflake® Sutera



**Fruit Fusion** 

Superbells® Plum Calibrachoa Superbells® Yellow Chiffon Calibrachoa





**Robins & Rainbows** 

Supertunia® Raspberry Blast™ *Petunia* Supertunia® Royal Magenta Petunia



**Faded Jeans** 

Superbells® Plum Calibrachoa Superbells® Pink Calibrachoa Superbena® Royal Chambray Verbena



**Rock Star** 

Supertunia® Raspberry Blast™ Petunia Laguna™ White Lobelia Tukana® Raspberry Verbena



**Country Cottage Purple** 

Supertunia® Royal Velvet Petunia Supertunia® Mini Blue Veined Petunia Superbena® Dark Blue Verbena



**Paradise Found** 

Superbells® Yellow Calibrachoa Supertunia® Royal Velvet Petunia Snowstorm® Giant Snowflake® Sutera



#### **New Attitude**

Lucia® Dark Blue Lobelia Supertunia® Mini Strawberry Pink Veined Petunia Snowstorm® Giant Snowflake® Sutera



**Velvet Skies** 

Supertunia® Royal Velvet Petunia Supertunia® Mini Silver Petunia Blushing Princess™ Lobularia



#### **Above and Beyond**

Supertunia® Vista Bubblegum™ *Petunia* Supertunia® Vista Silverberry Petunia Supertunia® Vista Fuchsia Petunia



#### **Bermuda Skies**

Supertunia® Bermuda Beach Petunia Superbells® Yellow Chiffon Calibrachoa

Laguna™ Sky Blue Lobelia



#### Waikiki Beach

Supertunia® Bermuda Beach Calibrachoa



Main Street USA

Supertunia® Royal Velvet Petunia Supertunia® White Petunia Surfinia® Red Petunia



#### **Sweet Tart Punch**

Superbells® Sweet Tart Calibrachoa Superbells® Grape Punch Calibrachoa Babylon® Deep Pink Verbena



#### **Main Street Inn**

Supertunia® Mini Strawberry Pink Veined Petunia Superbena® Large Lilac Blue Superbells® Yellow Calibrachoa



#### Spring Break

Superbells® Dreamsicle Calibrachoa Superbells® Saffron Calibrachoa Surfinia® Red Petunia Snowstorm® Giant Snowflake® Sutera



#### **Cherries Jubilee**

Superbells® Pink Calibrachoa Lanai® Bright Pink Verbena Snowstorm® Giant Snowflake® Sutera



#### **Plum Crazy**

Superbells® Lemon Slice Calibrachoa Snowstorm® Giant Snowflake® Sutera Supertunia® Royal Velvet



Calibrachoa Tukana® Scarlet Verbena Goldilocks Rocks® Bidens



#### Star Spangled Sparkler

Snow Princess® Lobularia Supertunia® Royal Velvet Petunia

Tukana® Scarlet Star Verbena



#### **Summer Twinkle**

Superbells® Yellow Calibrachoa Surfina® Red Petunia Babylon® Purple Verbena



#### Lively in Lavender

Blue Verbena

Supertunia® Mini Blue Veined Petunia Supertunia® Royal Velvet Petunia Superbena® Large Lilac



#### Calypso

Supertunia® Royal Magenta Supertunia® White Petunia Superbena® Dark Blue Verbena

**Bold & Beautiful** 

Superbells® Yellow

Petunia

Calibrachoa

Tukana® Scarlet Star Verbena

Supertunia® Royal Velvet



Petunia Superbells® Yellow Chiffon Calibrachoa Superbells® Miss Lilac



#### Fired Up

Superbells® Dreamsicle



Laguna™ White Lobelia Supertunia® Raspberry Blast™ Petunia Tukana® Raspberry Verbena



#### **Class Act**

Babylon® Deep Pink Verbena Superbells® Yellow Chiffon Calibrachoa Lucia® Dark Blue Lobelia



#### **Rainbow Sherbet**

Superbells® Dreamsicle Calibrachoa Superbells® Pink Calibrachoa Superbells® Yellow Calibrachoa



#### **Purple Haze**

Superbells® Blue Calibrachoa Superbena® Large Lilac Blue Verbena

Snowstorm® Blue Sutera

### Put the Power of Branding to Work for You

Gardeners want Proven Winners, so they're looking for our containers and tags. When you use our packaging correctly, you put the power of the brand to work for you.

The following information and images will help you understand the do's – and don'ts – of labeling and packaging of Proven Winners and Proven Selections plants. For more details, be sure to see the Customer – Grower Agreement that is sent to you with every shipment of Proven Winners and Proven Selections plants.

**1.** Proven Winners plant varieties must be sold with Proven Winners brand plant tags as provided only by Proven Winners; Proven Selections varieties must be sold only with Proven Selections brand plant tags as provided only by Proven Winners. No other plant tags can be used.



Legal, Consumer

Preferred

Legal, but not

Consumer Preferred

customer agreement states that containers using logos or trademarks of other national brands including but not limited to Miracle-Gro® Plants, Miracle-Gro Nursery Select® Plants, Flower Fields®, Simply Beautiful®, Viva!®, The Home Depot®,

Vigoro®, Hort Couture, and Lowe's® Garden

Club Select are not allowed.

**3.** Proven Winners brand containers may only be used for Proven Winners varieties; Proven Winners Perennials containers for Proven Winners Perennials varieties; Proven Selections containers only for Proven Selections varieties; Proven Selections Perennials containers for Proven Selections Perennials varieties; and Proven Winners containers only for Proven Winners varieties.



Legal, Consumer Preferred

Illegal

**4.** Growers that want to display pricing information are strongly encouraged to purchase Proven Winners or Proven Selections branded containers, which can be custom printed with a bar code. Or, this information may be printed onto the grower's own container, as long as the container is not that of a national brand as described in #2. Otherwise, growers may include a white plant stake tag (no larger than 4" tall x 1" wide) or a white sticker affixed to the container (no larger than 1" x 11/2" inches) that consists only of a bar code and/or retail price.



Legal, Consumer Preferred

5. Additionally, if the grower wants to indicate that they are the grower of the plant, they may do this on their own container, as long as the container is not that of a national brand as described in #2. Otherwise, a label may be applied to the container that reads "Grown by [name of grower]".

This label may be no larger than 1 x 11/2" (except that the grower may combine this with pricing information as mentioned above on one sticker 2" x 11/2" in size).

"Grown by" information may not appear on a secondary plant tag.



Legal, but not Consumer Preferred

**6.** For basket or combination plantings, growers must use at least one variety-specific plant tag for every individual variety in the planting, even if a Proven Winners Container Garden Tag or the new Pocket Tag (beauty tags for large plantings available under our Tag Exchange program which does not include variety-specific information) is used.



Legal, but not Consumer Preferred since tags are barely visible

7. For basket or combination plantings, if a grower is using a Proven Winners Container Style tag or the new Pocket tag, which includes specific information about each variety used in the planting, only the Container Style Tag or Pocket Tag needs to be used.



Legal, Consumer Preferred

**8.** All Proven Winners products must be resold only as finished plants in container sizes of 4" diameter or larger or as finished plants sold in a large multi-plant finished basket or combination planter.

If you have any additional questions, please feel free to contact us at 1-877-788-7868.



3.5" square container – Illegal, due to size