

2021 Maryland Plants & Supplies, Inc. Presentation

BLACK GOLD



Fafard





Sun Gro Horticulture is the leading supplier of **superior quality peat moss, peat-based and bark-based** Horticultural Growing Products to North American professional and retail markets.



sun gro
HORTICULTURE

NORTH AMERICAN HORTICULTURAL LEADERSHIP

70,000
TRUCKLOADS ANNUALLY



Sun Gro® Horticulture is one of the most prominent North American horticultural companies, employing over 900 staff and serving customers worldwide.

Since its humble beginnings in 1929, it has become the leading supplier of soilless growing mixes to North America's top 100 greenhouse and nursery growers, shipping over 70,000 truckloads of product annually for professional and retail markets.

Sun Gro products are made to exacting standards and conform to high product quality and performance criteria.

#1

to the
Top 100
Commercial
Growers



Unmatched

R+D

Technical Support



22

Facilities Across
North America



Why Buy Sun Gro Brands?

BLACKGOLD

Fafard



PW
PROVEN
WINNERS®

- Our retail products are made with the highest quality ingredients in the same facilities that produce our mixes for professional growers
- Many of our products are natural and organic, certified by organizations that focus on the health of plants and vegetables grown in organic soils
- Our many brands cover every gardening need: from general gardening to container-specific planting to specialty plants and plant foods
- Our retail brands are sold to IGC and independent hardware stores, not the mass merchants or box stores
- Your profit margins will be secure, not declining due to price pressure applied by the national brand with holiday event price reductions, loss leaders and consumer price-matching requests
- Our early season drop ship pricing compares favorably to the national brand's retail drop ship program
- Marketing tools that will educate and direct garden enthusiasts to your store, asking for our products



What's In the **BLACKGOLD** Mix?



Main Components:

Can Include One or More of the Following (*Added in as % of Mix*)

- Sphagnum Peat
- Earthworm Castings
- Bark
- Compost
- Perlite
- Coir



Components Added in Smaller Amounts:

- Silicon (RESILIENCE®*)
- Dolomite Lime
- Controlled Release Fertilizers



* Sun Gro patent protected; available in select retail mixes





Proprietary Component: RESiLIENCE®

Growing annuals, perennials, vegetables, herbs, cultivation or hemp?

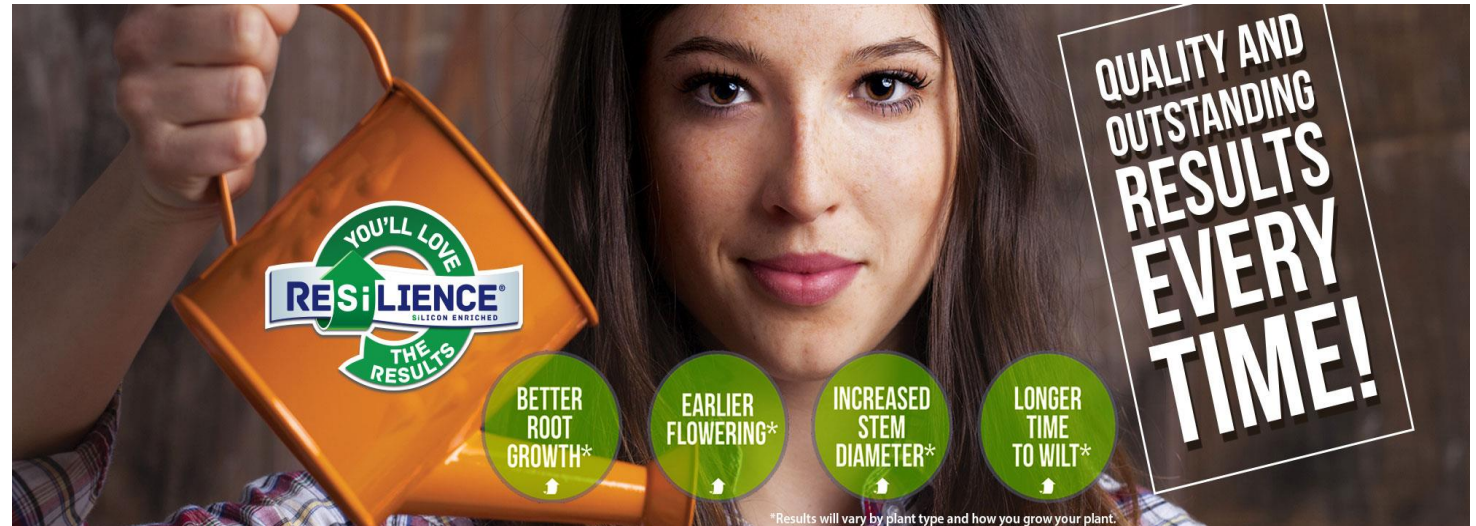
RESiLIENCE® is Sun Gro's brand name for growing mixes enriched with silicon

- Silicon is an abundant element naturally found in soils
- Limited in soil-less media

RESiLIENCE® - a beneficial plant substance that may make a plant stronger*!

Plants grown with RESiLIENCE®, already in the mix, may result in*

- Earlier flowering
- Longer time to wilt
- Better root growth
- Increased stem diameter
- Quick recovery from infrequent watering



<http://www.sunagro.com/insight-innovation/resilience/>

* Results will vary by the kind of plant you grow and how you grow it.



High Performance Component: Earthworm Castings

What are Earthworm Castings?

- Product of earthworm digestion & microbial decomposition of organic waste material (vermicomposting)
- Used as an organic fertilizer and soil amendment

Benefits of Earthworm Castings

- Increases nutrient uptake and soil fertility
 - Better retention and availability of nutrients to plant roots
- Introduces beneficial microbes and enzymes
- As a soil amendment:
 - Provides organic matter
 - Improves soil structure and water holding capacity
 - Ideal environment for optimal root growth



Value-Added Component: Coir

Coir is the pith and short fibers produced during the processing of coconut fiber

Benefits:

- Can hold many times its weight in water
- Adds bulk and texture to potting mixes
- Fibers help maintain aeration
- As a by-product of the coconut fiber industry, it is eco-friendly



Coconut Coir Brick



Short fibers

BLACK GOLD®

Potting Mixes, Specialty Mixes & Amendments

Our best-selling brand just gets stronger

- Professional-grade ingredients
- Positioned as high end – the best in the classification of good, better, and best
- Most are OMRI Listed® and Natural & Organic* in support of edible gardening and lifestyle preferences
- Many contain nutrient rich and biologically active earthworm castings and RESILIENCE®
 - a beneficial plant substance that may make a plant stronger
- Leads the industry with one of the strongest, most integrated consumer social media and support programs

www.blackgold.bz

* exception: Black Gold All Purpose and Black Gold Moisture Supreme Container Mix.



Traditional Best Sellers Basics Needed by Gardeners!



CERTIFIED PRODUCT



CERTIFIED PRODUCT



Traditional Best Sellers – Basics Needed by Gardeners!



Black Gold® All Purpose Potting Mix

0.13-0.04-0.13

- Nutrient-rich blend great for indoor and outdoor container plantings
- Provides superior moisture retention and drainage
- Specially formulated with a controlled release fertilizer
- Feeds plants up to six months
- Certified as a Premium Potting Mix by the Mulch and Soil Council®
- Contains RESILIENCE®
- Contains Earthworm Castings

Available Sizes:

8 QT (240/pallet), 16 QT (120/pallet),
1.0 CF (70/pallet), 1.5 CF (50/pallet),
2.0 CF (40/pallet)

Ingredients: Canadian Sphagnum peat moss, bark, compost, perlite or pumice or cinders, earthworm castings and fertilizer



Black Gold® Moisture Supreme Container Mix 0.10-0.06-0.13

- Formulated for all your patio containers, hanging baskets and window boxes
- Includes coir for outstanding water management
- Feeds plants up to 6 months
- Contains RESILIENCE®
- Contains Earthworm Castings

Available Sizes:

8 QT (240/pallet), 1.0 CF (70/pallet),
1.5 CF (50/pallet), 2.0 CF (40/pallet)

Ingredients: Canadian Sphagnum peat moss, bark, compost, coir, perlite or pumice or cinders, earthworm castings, controlled release fertilizer and wetting agent

Traditional Best Sellers – Basics Needed by Gardeners!



Black Gold® Natural & Organic Potting Mix
0.09-0.03-0.03

- An all-purpose mix recommended for containers and raised beds
- Ensures good aeration
- Certified as a Premium Potting Mix by the Mulch and Soil Council®
- Contains RESiLIENCE®
- Contains Earthworm Castings
- OMRI Listed®

Available Sizes:

8 QT (240/pallet), 16 QT (120/pallet),
1.0 CF (70/pallet), 1.5 CF (50/pallet),
2.0 CF (40/pallet)

Ingredients: Canadian Sphagnum peat moss, bark, compost, perlite or pumice or cinders, earthworm castings and organic fertilizer



Black Gold® Natural & Organic Garden Soil
0.07-0.03-0.03

- Ideal for flowering bedding plants, vegetable gardens and small fruits
- Enriched with organic fertilizer
- For organic gardening
- Regionally formulated by professional horticulturists to best suit your local garden soils
- Improves soil structure by adding organic matter
- OMRI Listed®

Available Sizes: 1.0 CF (70/pallet)

Ingredients: Bark, compost, and Canadian Sphagnum peat moss

NEW Black Gold Natural & Organic packaging will be a rolling change reflecting existing bag inventories and regulatory approvals. Exact timing per SKU will be advised.



NEW

Natural & Organic Solutions for Container Gardening and In Ground Plants & Vegetables



Natural & Organic Solutions for Container Gardening and In Ground Plants & Vegetables



Black Gold® Natural & Organic Raised Bed & Potting Mix 0.07-0.03-0.05

- Natural & Organic, OMRI listed®
- Ready-to use for vegetable, herbs, and flowers in outdoor raised beds, large pots and containers
- Professional quality ingredients
- Contains Organic Fertilizer and RESiLIENCE®
- Provides superior moisture retention with excellent drainage

National Listing

Sizes: 1.5 CF (50/pallet)

Ingredients: Regionally formulated blend of bark, plus one or more of the following: compost, Canadian Sphagnum peat moss, forest products, earthworm castings and organic fertilizer.



Black Gold® Natural & Organic Flower & Vegetable Soil

- Natural & Organic, OMRI listed®
- Formulated to provide organic matter and improve soil structure in your outdoor garden beds
- Great for amending poor soil
- Blended for flowers, vegetables, fruits and herbs

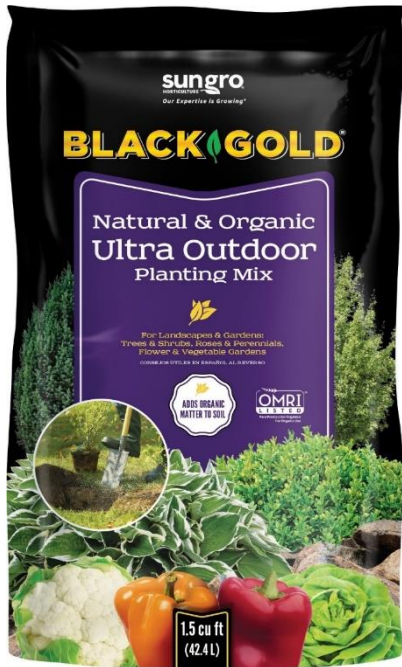
Available Sizes: 1.5 CF (50/pallet)

National Listing

Ingredients: Regionally formulated blend of bark, compost, plus one or more of the following: Canadian Sphagnum peat moss, forest products and peat.



Natural & Organic Solutions for Container Gardening and In Ground Plants & Vegetables



Black Gold® Natural & Organic Ultra Outdoor Planting Mix

- Natural & Organic, OMRI listed®
- High in organic matter to improve soil structure
- Formulated for garden and landscape planting
- Great for amending poor soil

Available Sizes: 1.5CF (50/pallet)

Ingredients: Regionally formulated blend of bark and compost plus one or more of the following: Canadian Sphagnum peat moss, forest products and peat.



Black Gold® Natural & Organic Ultra Coir Premium Coconut Coir Blend 0.07-0.03-0.03

- Natural & Organic, OMRI Listed®
- Modeled after our professional coir-based mixes
- Specifically designed for vegetables, herbs, and other consumable crops
- Recommended for indoor container plants requiring extra water.
- Suitable for both indoor and outdoor container growing
- Contains RESiLIENCE®

Available Sizes: 2.0 CF (40/pallet)

Ingredients: Coir, Canadian Sphagnum peat moss, perlite, organic fertilizer, mycorrhizae and organic wetting agent



Merchandising and Display Opportunities Inside Small Package Assortment – Block Set

(8 QT, 16 QT, 1 CF)



- Eye-catching retail packaging in the Sun Gro brands block set, gives your customer the ability to shop and purchase the right product from an organized assortment
- Sun Gro trained associates engage consumers and reinforce their Sun Gro buying decisions



**Black Gold® AP
Potting Mix 8 QT,
16 QT, 1 CF**
0.13-0.04-0.13



**Black Gold®
Moist. Sup.
Container Mix**
8 QT, 16 QT, 1 CF
0.10-0.06-0.13



**Black Gold® N&O
Potting Mix 8 QT,
16 QT, 1 CF**
0.09-0.03-0.03



**Black Gold® N&O
Seedling Mix**
8 QT & 16 QT



**Black Gold® N&O
Cocoblend Potting
Mix -16 QT**
0.07-0.03-0.03

Specialty Soils & Amendments Small Package Assortment (8 QT, 16 QT & 1 CF)



**Black Gold® N&O
Orchid Potting Mix**
8 QT



**Black Gold® N&O
African Violet
Potting Mix - 8 QT**
0.18-0.02-0.02



**Black Gold® N&O
Succulent & Cactus
Potting Mix 8 QT & 1 CF**
0.07-0.0-0.0



**Black Gold® N&O
Earthworm
Castings Blend - 8 QT**
0.8-0.0-0.0



**Black Gold® N&O
Perlite - 8 QT**



**Black Gold® N&O
Vermiculite - 8 QT**



**Black Gold® N&O
Canadian Sphagnum
Peat Moss Plus**
8 QT



Our Expertise is Growing®

Merchandising and Display Opportunities: Inside and Out

NATIONAL STANDARD LARGE BAG ASSORTMENT



Cross-Merchandising Opportunities



(1 CF, 1.5 CF, 2 CF)

Drive Incremental Sales



Fafard

For nearly 100 years Fafard has been a lasting brand that means quality, and Sun Gro Horticulture offers all of the traditional Fafard potting mixes and amendments.

That means customers can expect the same consistent quality and superior gardening results that they have relied upon for decades.

The Fafard retail line consists of a variety of premium peat-based potting soils and amendments, so gardeners are certain to find a product to fit their needs.

www.fafard.com

Fafard Standards



Fafard® Natural & Organic Potting Mix

- Natural & organic
- For indoor and outdoor growing
- Recommended for container plantings and raised beds
- Contains RESiLIENCE®
- OMRI Listed®

Available Sizes:

1.0 CF (70/pallet)

Ingredients: Canadian Sphagnum peat moss, processed softwood bark, perlite, dolomite lime and organic wetting agent (and may contain compost)



Fafard® Professional Potting Mix

- All-purpose potting mix based on our professional formulation used by commercial growers
- Provides superior moisture retention
- Recommended for indoor and outdoor container plantings
- Contains RESiLIENCE®

Available Sizes: 1.0 CF (70/pallet), 2.0 CF (40/pallet)

Ingredients: Regionally formulated and contains a blend of Canadian Sphagnum peat moss or peat and one or more of the following: processed softwood bark, forest products, compost, perlite, vermiculite; dolomite lime and wetting agent



Fafard Ultra



Fafard® Ultra Container Mix with Extended Feed

- All-purpose container mix
- Specifically formulated for all your patio containers, hanging baskets and window boxes
- Contains Moisture Pro™ water holding crystals
- Feeds plants up to 4 months
- Contains RESiLIENCE®

Available Sizes:

1.0 CF (70/pallet), 2.0 CF (40/pallet)

Ingredients: Regionally formulated blend of Canadian Sphagnum peat moss and one or more of the following: peat, processed softwood bark, forest products, compost, perlite, vermiculite; dolomite lime, controlled release fertilizer, hydrogel and wetting agent



Fafard® Ultra Potting Mix with Extended Feed

- Recommended for bedding and potted plants grown indoors or out
- Feeds plants up to 6 months
- Contains RESiLIENCE®

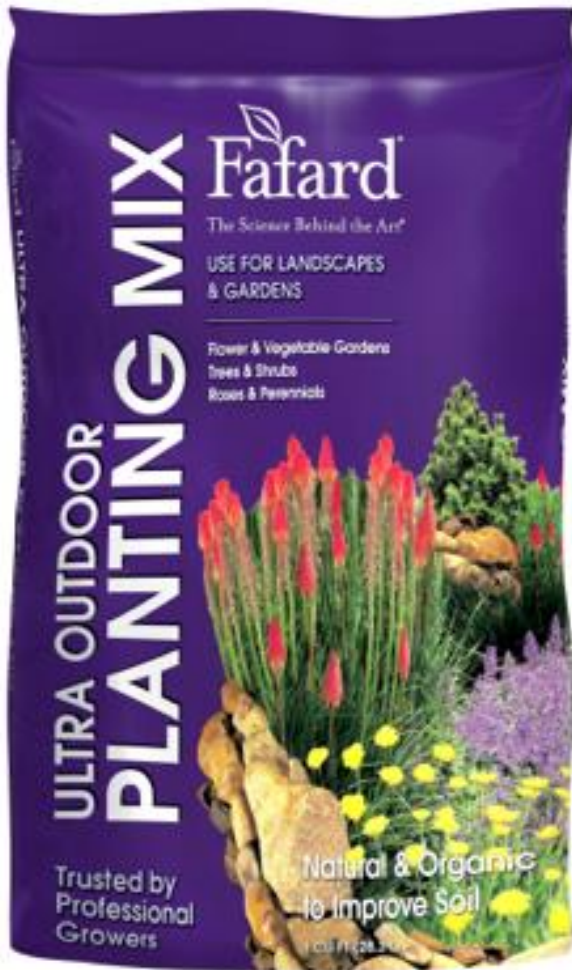
Available Sizes:

1.0 CF (70/pallet), 2.0 CF (40/pallet)

Ingredients: Regionally formulated blend of Canadian Sphagnum peat moss and one or more of the following: peat, processed softwood bark, forest products, compost, perlite, vermiculite; dolomite lime, controlled release fertilizer and wetting agent



Fafard Ultra



Fafard® Ultra Outdoor Planting Mix

- Formulated for garden and landscape planting
- Adds structure and needed organic matter to clay-rich or sandy soils

Available Sizes: 1.0 CF (70/pallet)

Ingredients: Regionally formulated and contains a blend of processed softwood bark and one or more of the following: forest products or compost; Canadian Sphagnum peat moss or peat, vermiculite, perlite and dolomite lime

SUNSHINE® MIX #4



With **RESiLIENCE**® ... our silicon-enriched additive – may **improve trichome results**, resistance to wilting and enhance plant growth and flowering.*

* Results will vary by the kind of plant you grow and how you grow it.

4 Superior Indoor Growing!



All purpose potting soil for all types of containers and crops including:

- small cell packs
- large patio pots
- fabric containers

A good choice for propagating cuttings in both indoor and outdoor growing situations where increased drainage is a priority



4 Superior Indoor Growing!



Sunshine® Mix #4 with Mycorrhizae Professional Growing Mix

- For indoor and outdoor growing
- Designed for professional growers
- Contains horticultural grade perlite for greater porosity and airspace
- Our classic #4 boosted with Sun Gro's proprietary seven mycorrhizae species
- Expands up to 2.0 X
- Contains RESILIENCE

Available Sizes: 3.0 CF compressed bales (35/pallet)

Ingredients: Canadian Sphagnum peat moss, perlite, coir, dolomite lime, proprietary blend of endomycorrhizae and wetting agent



Sunshine® Mix #4 Aggregate Plus Professional Growing Mix

- High air capacity and fast drainage
- Ideal for water and salt sensitive crops or where frequent leaching is required
- Inert mix is a perfect make-your-own mix base
- Ready to Gro
- Expands up to 2X
- Contains RESILIENCE®

Available Sizes: 3.8 CF (30/pallet)

Ingredients: Canadian Sphagnum peat moss, coarse perlite, dolomite lime, wetting agent



Sunshine® Advanced Mix #4 Growing Mix

- Recommended for indoor and outdoor growing
- Boosted with Sun Gro's proprietary blend of endomycorrhizae
- Retains moisture and improves root aeration and drainage
- Contains RESILIENCE®
- OMRI Listed®
- Expands up to 2X

Available Sizes: 3.0 CFC (35/pallet), 80 CFL Tote size

Ingredients: Canadian Sphagnum peat moss, perlite, coir, dolomite lime, proprietary blend of endomycorrhizae and organic wetting agent

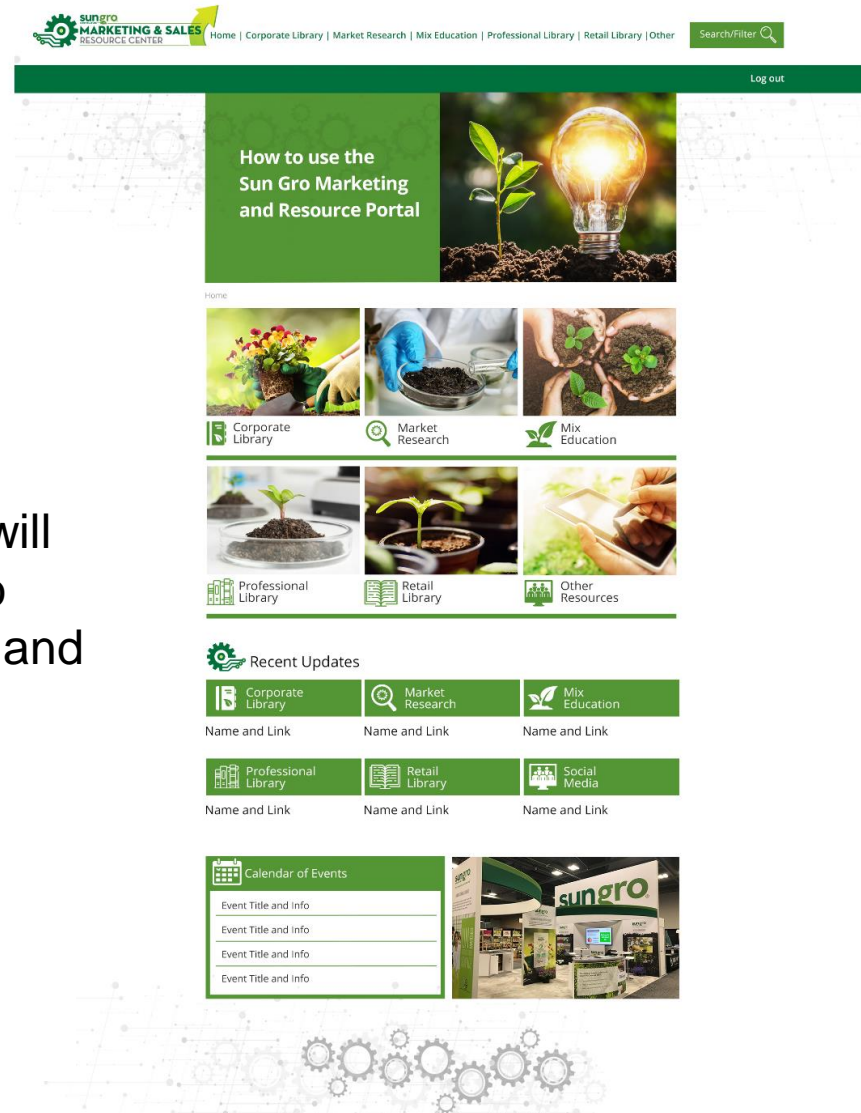


Launching Soon!

The **Sun Gro Marketing & Sales Resource Center** will host a compilation of marketing and sales materials to support Professional and Retail Distribution, Growers and IGC's brand and product selling efforts.

Download content for FREE

- ✔ Product Catalog
- ✔ Product Information Sheets
- ✔ Product Videos
- ✔ Gro Your Own Gardening Videos
- ✔ DIY Garden Project Videos
- ✔ Gro Facts Videos
- ✔ Gro Facts Information Sheets
- ✔ Newsletters
- ✔ Rebate Coupons
- ✔ Gardening Blogs
- ✔ Potting Calculators
- ✔ Contests & Sweepstakes



Sun Gro is an industry leader in social and digital media support



BLACK GOLD
Industry Leader in Social, Digital and Educational Support

SOCIAL MEDIA

Helping IGCs and gardeners – garden better!

[YouTube](#)
[Facebook](#)
[Ask a Garden Expert](#)
[Twitter](#)
[Pinterest](#)

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Download content for FREE

- Product Catalog
- DIY Garden Project Videos
- Rebate Coupons
- Product Information Sheets
- IGro Facts Videos
- Gardening Blogs
- Product Videos
- IGro Facts Information Sheets
- Potting Calculators
- IGro Your Own Gardening Videos
- Newsletters
- Contests & Sweepstakes

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HORTICULTURE
Our Expertise is Growing®

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BLACK GOLD
Marketing Support

Store Finder

Gardening Videos

TOP GARDEN ARTICLES

- Flowers + Callanchoe
- Fragrant Winter Shrubs
- Transplanting Seedlings
- HOI Summer Vegetables
- Container Growing Tips

MARKETING NEWSLETTERS

NEWSLETTER SIGN UP

GET THE COUPON >>

MONTHLY GARDEN GIVEAWAYS

- Actively engaging consumers on multiple platforms
- Instant feedback vital to improving our products, programs and policies

Store Locator Map & Contact Info on Sun Gro Horticulture Websites

Why Register?

Because **tens of thousands of gardeners** are reached via our social media programs: (Facebook, You Tube, Pinterest, Twitter, Instagram, our newsletters and visitors to our web sites).

They want to buy our brands and are looking for a gardening supply retailer in their area.

<http://www.sungro.com/retailer-registration/>



blackgold.bz/videos/



@blackgoldbz



AskaGardenExpert.com



@black_gold_soils



@blackgoldsoil



blackgoldsoil

**Gardeners
are
asking
us...**

**... where can they find
Sun Gro® potting mixes, specialty
mixes and/or amendments.**

BLACK & GOLD
Natural & Organic

Sunshine
ALL-PURPOSE

**Ultra Outdoor
PLANTING MIX**
Faiard

Changes In Growing Media Market

- Record Consumer Demand
 - We see this trend staying for the next season
- Raw Material Shortages
- Pressure on Production Facilities
- Compliance and Regulations
- Deliveries
- Keeping People Safe



All of these factors effect cost of goods



Program Changes



- Seasonal Approach To Satisfy Market Needs
- Best Discounts:
 - If Purchased Early
 - Full Trailer Direct Ship
- Later Deliveries Receive Smaller Discounts
- Half Loads Receive Smaller Discounts
 - Delays In Matching The Order
- Take Product Early Ensure Timely Delivery



Forecasting/Planning For Similar Volumes/Demands



Does the National Brand Offer You the Best Deal?

Take a closer look.

- When you order a full truckload, and in some cases, a half truckload, you can spend less on most Sun Gro products that compare to the national brand products.

<i>Sun Gro vs. National Brand Soil Comparison</i>									
Model Number	Description	Size	Drop Ship Cost	Half TL Cost	Special Full TL Cost	Miracle-Gro Description	Miracle-Gro Size	Miracle-Gro Price	Miracle-Gro SKU
1423001.CFL001.5P	BG Ultra Outdoor Planting Mix	CFL001.5	\$ 7.81	\$ 7.50	\$ 6.40	Miracle Gro Garden Soil Tree & Shrub	1.5 CF	\$5.92	76059430
4705105	FAFARD Ultra Outdoor Planting Mix	1 CFL	\$ 4.68	\$ 4.68	\$ 4.45	Miracle Gro Garden Soil Tree & Shrub	1.5 CF	\$5.92	76059430
1423003.CFL001.5P	BG N&O Flower& Vegetable (OMRI)	CFL001.5	\$ 7.73	\$ 7.42	\$ 6.34	Miracle-Gro Performance Organics In Ground Soil (N/A CA)	1.3 CF	\$6.11	45015430
1423004.CFL001.5P	BG N&O Raised Bed & Potting Mix RSi	CFL001.5	\$ 7.96	\$ 7.64	\$ 6.53	Miracle-Gro Raised Bed Soil	1.5 CF	\$7.14	73959430
1410102.Q08P	BG All Purpose w/CRF	8 QT	\$ 2.52	\$ 2.42	\$ 2.32	Miracle-Gro Potting Mix	8 QT	\$3.35	75678300
1410102.Q16U	BG All Purpose w/CRF	16 QT Unc.	\$ 3.57	\$ 3.43	\$ 3.28	Miracle-Gro Potting Mix	16 QT	\$5.33	75686300
1410102.CFL001P	BG All Purpose w/CRF	1 CFL	\$ 5.68	\$ 5.45	\$ 5.23	Miracle-Gro Potting Mix	1 CFL	\$6.40	75651300
6700104	Fafard Professional Potting Mix	1 CFL	\$ 5.33	\$ 5.12	\$ 4.90	Miracle-Gro Potting Mix	1 CFL	\$6.40	75651300
6400204	Fafard Professional Potting Mix	2 CFL	\$ 10.01	\$ 9.61	\$ 9.21	Miracle-Gro Potting Mix	2 CFL	\$10.00	75652300
1410102.CFL002P	BG All Purpose w/CRF	2 CFL	\$ 9.82	\$ 9.43	\$ 9.03	Miracle-Gro Potting Mix	2 CFL	\$10.00	75652300
1402040.Q08P	BG Natural & Organic (OMRI Listed)	8 QT	\$ 2.66	\$ 2.55	\$ 2.45	Miracle-Gro Performance Organics Container Mix (N/A CA)	6 QT	\$3.75	45606300
1402040.Q16U	BG Natural & Organic (OMRI Listed)	16 QT Unc.	\$ 3.76	\$ 3.61	\$ 3.46	Miracle-Gro Performance Organics Container Mix (N/A CA)	16 QT	\$6.11	45616300
1402040.CFL001P	BG Natural & Organic (OMRI Listed)	1 CFL	\$ 5.98	\$ 5.74	\$ 5.50	Miracle-Gro Performance Organics Container Mix (N/A CA)	1 CF	\$7.90	45651300
4705103	FAFARD Natural and Organic Potting Soil**	1 CFL	\$ 5.20	\$ 5.20	\$ 4.94	Miracle-Gro Performance Organics Container Mix (N/A CA)	1 CF	\$7.90	45651300

Does the National Brand Offer You the Best Deal?

Sun Gro vs. National Brand Soil Comparison (cont.)

Model Number	Description	Size	Drop Ship Cost	Half TL Cost	Special Full TL Cost	Miracle-Gro Description	Miracle-Gro Size	Miracle-Gro Price	Miracle-Gro SKU
1413000.CFL001P	BG Moisture Supreme Container Mix	1 CFL	\$ 6.26	\$ 6.01	\$ 5.76	Miracle-Gro Moisture Control Potting Mix	1 CFL	\$7.15	75551300
1413000.CFL002P	BG Moisture Supreme Container Mix	2 CFL	\$ 10.42	\$ 10.00	\$ 9.59	Miracle-Gro Moisture Control Potting Mix	2 CFL	\$11.17	75552300
1411002.Q08P	BG Seedling Mix (OMRI Listed)	8 QT	\$ 2.93	\$ 2.81	\$ 2.70	Miracle-Gro Seed Starting Potting Mix	8 QT	\$2.86	74978500
1410602.Q08P	BG Cactus Mix	8 QT	\$ 2.93	\$ 2.81	\$ 2.70	Miracle-Gro Cactus Palm & Citrus Potting Mix	8 QT	\$2.80	72078430
1410502.Q08P	BG African Violet	8 QT	\$ 2.93	\$ 2.81	\$ 2.70	Miracle-Gro African Violet Potting Mix	8 QT	\$2.80	72678430
1410403.Q08P	BG Peat Moss Plus (OMRI Listed)	8 QT	\$ 2.52	\$ 2.42	\$ 2.32	Miracle-Gro Sphagnum Peat Moss	8 QT	\$2.84	85278430
1411602.CFL001P	Garden Compost (OMRI Listed)	1 CFL	\$ 4.66	\$ 4.47	\$ 4.29	Miracle-Gro Performance Organics Garden Soil	1.3CF	\$6.11	45015430
1411603.CFL001P	Garden Soil	1 CFL	\$ 4.51	\$ 4.33	\$ 4.15	Miracle-Gro All-Purpose Garden Soil	1 CFL	\$3.66	70551430
1490102.Q08P	Perlite	8 QT	\$ 3.57	\$ 3.43	\$ 3.28	Miracle-Gro Perlite	8QT	\$2.77	74278430

- Buying at a better price and selling a premium product, without shrinking margins, provides retail profitability and your customers with exceptional results
- Return On Investment: Reduce manpower and payroll expenditures on the lower margins of the national brand products
- Influence customers to purchase the higher margin, premium Sun Gro products

Sun Gro Soils Comparison to the National Brand

Black Gold Brand



- 1410102.Q08P/BG All Purpose-8qt
- 14101102.Q16U/BG All Purpose-16qt
- 1410102.CFL001P/BG All Purpose-1cf
- 1410102.CFL001.5P/BG All Purpose-1.5cf
- 1410102.CFL002P/BG All Purpose-2cf



- 1413000.08P/BG Moisture Supreme-8qt
- 1413000.CF1P/BG Moisture Supreme-1cf
- 1413000.CF1.5P/BG Moisture Supreme-1.5cf
- 1413000.CF2P/BG Moisture Supreme-2cf



- 1402040.08P/BG Natural & Organic-8qt
- 1402040.16PBG Natural & Organic-16qt
- 1402040.CFL1P/BG Natural & Organic-1cf
- 1402040.CFL1.5P/BG Natural & Organic-1.5cf
- 1402040.CFL2P/BG Natural & Organic-2cf

National Brand



- 75678300/Potting Mix-8qt
- 75686300/Potting Mix-16qt
- 75651300/Potting Mix-1cf
- 75652300/Potting Mix-2cf



- 75578300/MGMC Potting Mix-8qt
- 75586300/MGMC Potting Mix-16qt
- 75551300/MGMC Potting Mix-1cf
- 75552300/MGMC Potting Mix-2cf



- 45606300/MG Perf Organic Potting-6qt
- 45616300/MG Perf Organic Potting-16qt
- 45651300/MG Perf Organic Potting-1cf

Sun Gro Soils Comparison to the National Brand

Black Gold Brand



- 1411603.CFL001P/BG Garden Soil-1cf



- 1411602.CFL01P/BG Garden Compost-1cf



- 1423004.CFL001.5P/BG N&O Raised Bed-1.5cf

National Brand



- 73451430/MG AP Garden Soil-1cf
- 75052430/MG AP Garden Soil-2cf



- 45015430/MG Perf Organics Garden Soil-1.3cf

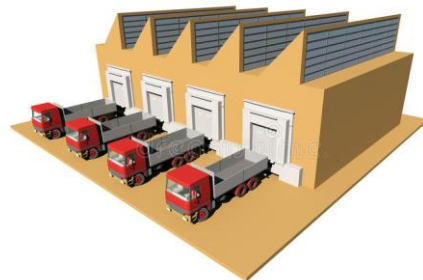


- 73959430/MG Raised Bed Mix-1.5cf

Even if you can't take a half truckload drop ship order... you can still sell Sun Gro Products

Take a look at Maryland Plants warehouse listing for the Sun Gro items.*

- This gives you the opportunity to try our products with a modest financial investment
- The products can be ordered and delivered by Maryland Plants, avoiding “out of stocks” on key seasonal items
- Maryland Plants can help you manage your inventory of Sun Gro products during in store visits by suggesting replenishment orders, based on the on-hand inventory count
- The Sun Gro Marketing tools discussed earlier are for any size retailer to help educate consumers and lead them to your store



* available upon request

Thank You!

*For your support and partnership
We look forward to growing together*