



John's

TIP OF THE MONTH

November 2015



An Ounce of Prevention

No month is bigger than November for promoting the benefits of protection. The cooler weather should prompt consumers to think about the home and garden preparations needed before winter sets in. Neglecting such preventive measures this month could cost consumers dearly when warmer weather first appears in the spring. Help your customers understand the importance of protecting their investments from winter weather and animal invasion. An ounce of prevention really is worth a pound of cure!

Plant Protection

Sensitive plant species, especially those not zoned for your region or locale, are vulnerable to extreme temperatures. Last year was particularly brutal on plants in the Northeast and Mid-Atlantic states. Today, many older plantings are disappearing because of neglect.

Taking steps to protect garden plants is especially important given the cost of replacement for valuable plantings like roses, azaleas and boxwoods. Do your customers understand the cost-effectiveness of prevention versus repair or replacement?

Wilt Pruf is the most popular product applied to landscapes for protection against winds that dry out and even burn plant material. Another option is **Bonide Wilt Stop**. Wind protection can also be provided via **Master Gardener** burlap wrappings around or next to plantings, rose cones for roses and even **Dewitt** woven landscape fabrics that restrict air movement.

Deer Control

Animal repellent is one product category that has retail appeal throughout most of the year. Deer are present in our surroundings and they'll continue to eat as long as they can outmaneuver the hunters. November is a good time for consumers to apply the first dose of protection to plants and shrubs. What remains as green during cold weather is a banquet for these furry guests. Most sprays provide around 30-45 days of protection until another application is needed.

Garden centers in areas with severe winter climates should consider carrying granular repellents to confuse incoming deer. **Epic Deer Scram** is one such product that's easily applied and protects even under snow cover.

For consumers who are interested in erecting a nylon fence line around their properties or key plantings, **Easy Gardener** deer netting may be attached to metal fence posts. Remember, though, to install a fence that deer can't jump over—usually seven feet high.

Rabbit Control

These pesky animals may not have flowers to feed on, but they'll also eat bark while sharpening/cleaning their teeth throughout the winter. Rabbit repellents contain various types of ingredients but many include dried blood. These products must be re-applied after heavy rainfalls and frequently during the coldest winter weather. Good products to carry are **Epic Rabbit Scram** or **Everguard All Purpose Animal Repellent**, both of which last long after they're applied.

Squirrel Control

Some find them cute and fun to watch, while others fear their presence at the bird feeder. The love/hate relationship with squirrels drives everyone "nutty." Squirrels are opportunistic, finding in-routes to invade attics and rooflines for winter nesting. They continue to gather food to bury in garden beds, lawn areas and even storage sheds for sustenance throughout the winter.

Protection against squirrels comes in many forms. Some repellents, like **Bonide Repels All**, may be used in and around the home. Traps like the **Woodstream #1025** squirrel trap are available to remove and relocate the unwanted guests. To deter squirrels at the bird feeder, **Coles Wild Bird** has bird foods enhanced with fiery habanero chili peppers, providing a "hot" meal that birds love and squirrels don't care for.

Chipmunk Control

Chipmunks are another cute and furry animal with destructive potential around the home. They love to tunnel and nest during winter months, and they're hard to eradicate once they get established and begin to breed.

Capture and removal using a baited trap like the **Woodstream #1020** works best to minimize damage. Relocation efforts need to be far enough away to allow the neighborhood hawks to feed on them before they can return. Granular repellents like **Bonide Go Away** can also be used in and around the entry hole outside.

Dog and Cat Control

Some dogs and cats love to dig in the yard and garden, including those prone to explore newly disturbed dirt plantings like bulb beds and shrub beds. Remedies for bulb plantings include **Hoffman Dog & Cat Repellent**, **Epic Dog & Cat Repellent** and even dried blood.

Some gardeners even prefer to dip or spray using a repellent containing Bitrex to prevent animals from eating a planted discovery. Bitrex was first used in a product called Ropel years ago and it's still popular today. Bulb dust contains an added ingredient, Thiram, which is also considered a repellent.

Rodent Control

It's an ugly topic, but an important one: Rodents are diligent in finding openings in and around the home to escape cold weather. Now is the best time to bait and/or trap these varmints. Many of today's traps have been overhauled to ensure that pets, especially dogs and cats, can't be lured into eating a lethal dose of chemical or tripping a trap and causing injury. **Woodstream Victor** traps come in many types and styles. Encourage your customers to choose their methods wisely to prevent exposing poisons to your pets.

Good Selling!

John



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Featured Products



REPELS-ALL® GRANULES - ORGANIC

A convenient granular formulation of the all-natural and popular Repels-All® liquid. Triggers genetically and biologically ingrained fear and flight responses in a multitude of animal intruders – without harm. Lasts up to 2 months. Protects plants and property – year round. Organic and biodegradable.



Item #	UPC	Vendor	Case	UOS	Retail
1 ¼ lb - Granular					
80100014 - 707	037321023609	2360	12	12	\$10.99
3 lb - Granular					
80100015 - 1157	037321023616	2361	12	12	\$17.99
6 lb - Granular					
80100016 - 1929	037321023623	2362	4	4	\$29.99

REPELS-ALL® - ORGANIC

All natural ingredients. Repels three ways: by sense of touch, taste and smell. Protects plants and property including structures for up to 2 months per application. Rain fast after 6 hours. Most comprehensive animal repellent available. Contains garlic, dried blood, whole egg solids, clove, fish oil, onion and wintergreen. Not Available In these U.S. States: DC, IN, NM.



Item #	UPC	Vendor	Case	UOS	Retail
1 qt RTU					
80100017 - 836	037321002383	238	12	12	\$12.99
1 gal RTU					
80100018 - 2191	037321002390	239	4	4	\$32.99



EVERGUARD™ DEER & RABBIT REPELLENT

Dual action formula dries odorless and clear. Deer, family and pet friendly. Long lasting – up to 8 weeks! Spray any time on new growth. For use on bushes, flowers, shrubs and trees. Designed to be used year round.



Item #	UPC	Vendor	Case	UOS	Retail
32 oz concentrate					
81030003 - 2327	793573862631	ADPC032	6	6	\$34.99
1 gal Concentrate					
81030005 - 7760	793573862617	ADPC128	1	1	\$109.99
32 oz RTU					
81030001 - 967	793573862648	ADPR032	12	12	\$13.99
1 gal RTU with Sprayer					
81030002 - 2133	793573862655	ADPR128	4	4	\$29.99



QUICK SET MOUSE TRAPS

Quick Set is the easiest mouse trap to set and bait – sets and releases with one simple click. Contains a unique covered design. Safe for use around children and pets. 2 pack.



Item #	UPC	Vendor	Case	UOS	Retail
80190022 - 215	072868131301	M130	6	6	\$3.99

DEER SCRAM™ - ORGANIC

Deer Scram™ stimulates a strong fear response by emitting an odor that deer and rabbits associate with their dead kin. It repels the animal before they nibble on plants. Deer Scram™ does not have an unpleasant odor to humans, but discourages unwanted animals from returning to the protected area. It contains no synthetic additives, is non-toxic, biodegradable and will not harm animals or the environment. Deer Scram™ biodegrades into high nitrogen organic nutrients. It should be applied every 30 to 45 days depending on weather conditions. This granular product is easy to apply and is rain and snow resistant.



Item #	UPC	Vendor	Case	UOS	Retail
2 ½ lb Shaker Can					
80580001 - 1185	186955000033	1003	12	12	\$19.75
6 lb Pail					
80580002 - 2310	186955000064	1006	8	8	\$38.50
25 lb Pail					
80580003 - 7197	186955000255	1025	1	1	\$119.95



2.5 LB DOG & CAT REPELLENT

Keeps dogs and cats out of the garden. Easy to use, repels by scent and taste. Not harmful to animals when used as directed. Odor is not objectionable to people.



Item #	UPC	Vendor	Case	UOS	Retail
80070082 - 548	071605401035	40103	12	12	\$8.99



SQUIRRELS, CHIPMUNKS, RATS, WEASELS

Dimensions: 18" x 5" x 5"



Item #	UPC	Vendor	Case	UOS	Retail
80190034 - 2400	036348010258	1025	1	1	\$39.99

