

## Fruit of the Loam

Tim McGonagle

### Bigger Sizes of Fertilome



Folks talk about going to Las Vegas to go gambling or even closer to home in Dodge City. Anyone who has ever been in business as a retailer doesn't need to go to Las Vegas to gamble. No, we gamble every year when we purchase our merchandise to resell to our customers. In the greenhouse business we also gamble on how many plants we grow. Everything we do is pure speculation.

Some of our *Fertilome* products and other fertilizers we sell like *Colorstar* we initially carry small sizes to see if it is something the customers will like. We may go several years with the small size and see if the customers start buying multiple bottles at one time. When that starts happening we know we usually have a winner and then will carry larger sizes.

This year we started carrying larger sizes in *Fertilome Weed Free Zone* and it has gone over very well.

We also have been selling gallons of *Fertilome Tree and Shrub* soil drench insect killer for borers. We think that will go over very well since many customers have been buying multiple bottles.

*Colorstar* is a slow release fertilizer that we had for the first time last year. This year we have three sizes of *Colorstar*. We are the only Kansas retailer of *Colorstar*. *Colorstar* is a huge success in Texas and I was surprised when the manufacturer told me I was his exclusive Kansas dealer. My family received a jug of *Colorstar* a couple of years ago at a trade show. We brought it home and tried it on our plants that summer. My wife loved it. So we called the manufacturer and became a dealer last year.

So come and get those larger sizes of your favorite *Fertilome* and *Colorstar* products at the The Green Haus. We can save you some money. We grow our own and that's the difference.

To keep up to date on the Green Haus go to  
<http://www.kansasprepfootball.com/Green%20Haus.htm>

**Open Sunday**  
**1:00-5:00 p.m. in May**