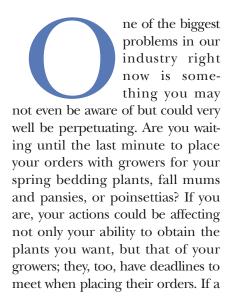
Pack It Up and

Head West

Seize the opportunity to place orders for the newest plant genetics early by spending some time at the California Pack Trials this April.

By Brandi D. McNally

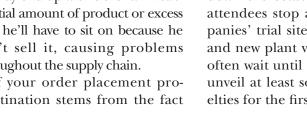


grower waits too long to order from his brokers or other suppliers because you have waited too long to give him your order, the seeds or vegetative cuttings that will become your end product may not be available to him. If he tries to be proactive by predicting which and how many plants you're going to want, he may end up with either an insubstantial amount of product or excess that he'll have to sit on because he can't sell it, causing problems throughout the supply chain.

If your order placement procrastination stems from the fact that you don't yet know what the new varieties are, don't wait for growers to let you know or for breeding company catalogs to arrive in the mail. You can find out for yourself at the very event growers look forward to attending themselves every year — the California Pack Trials. Up and down the coast from April 5-17, attendees stop at breeding companies' trial sites to view existing and new plant varieties; breeders often wait until the Pack Trials to unveil at least some of their novelties for the first time.

All you need to do is contact the companies listed below to make appointments for your visits, and you're all set. The investment you'll be making by getting a leg up on your competition will pay your way when your garden center becomes known to customers as the source for the newest and most innovative plants. And besides all that, your growers will thank you when you go to them with an early order. 🍢

Brandi D. McNally is associate editor of Lawn & Garden Retailer.



1 AMERICAN TAKII

Contact: Nicole Shioya or Bonnie Marquardt Tel: (831) 443-4901; nshioya@ takii.com, bmarquardt@takii.com Trial Dates/Location: 6-15, Salinas

2 BENARY

Contact: Niles Riese Tel: (260) 982-0758; infousa@

Trial Dates/Location: 5-14, Carpinteria

3 BODGER SEEDS/BODGER PLANTS Contact: Janice Seiberling Tel: (626) 442-6161; jseiberling@ bodger.com

Trial Dates/Location: 7-11 and 14-16,

4 DÆHNFELDT

Contact: Kathy Cron Tel: (260) 982-7969: k.cron@daehnfeldt.net Trial Dates/Location: 7-12 and 14-15, Castroville

5 DANZIGER "DAN" PLANT FARMS

Contact: Reese Kiikka Tel: (440) 357-6280: brplants-n-seeds@msn.com Trial Dates/Location: 6-17, Gilrov Also Exhibiting: Oro Farms and Pinnea

10 ECKE RANCH

See The Flower Fields listing

6 EUROAMERICAN PROPAGATORS

See Proven Winners listina

7 FIDES NORTH AMERICA

Contact: Adalberto Rodriguez Tel: 011 506 442 1849; info@ fidesnorthamerica Trial Dates/Location: 5-16, Twyford International, Santa Paula

10 FISCHER USA

See The Flower Fields listing

8 FLORANOVA

See Oglevee listing

10 THE FLOWER FIELDS

Contact: Tina McElroy Tel: (800) 549-0158: ffmarketplace2003@goldsmithseeds.com (15 PROVEN WINNERS Trial Dates/Location: 5-13, Gilroy

9 GOLDEN STATE BULB GROWERS

Contact: Tom Lukens, June Roque or Sandra Cortez Tel: (831) 728-0500; gsbg@cruzio.com Trial Dates/Location: 7-17, Watsonville

(10) GOLDSMITH SEEDS/GOLDSMITH PLANTS

See The Flower Fields listing

11 GROLINK

Contact: Jeanne Grant Tel: (805) 984-7958; info@grolink.com Trial Dates/Location: 7-13, Oxnard

12 KIEFT SEEDS HOLLAND

Contact: Jeff McGrew Tel: (360) 445-2031; jmcgrew@sos.net Trial Dates/Location: 6-15, Gilroy

(B) OGLEVEE LTD.

Contact: Jason Riley or Alan Zaeske Tel: (724) 628-8360; jason@ oglevee.com; alan.zaeske@gte.net Trial Dates/Location: 7-11 and 14-16, Also Exhibiting: Floranova

14 PANAMERICAN SEED

Contact: Mary Long Tel: (630) 588-3187; mlong@panamseed.com Trial Dates/Location: 5-14, Santa Paula

Exhibiting at EuroAmerican Propagators Contact: Kerry Strope Tel: (573) 635-2877: kerry@provenwinners.com Trial Dates/Location: 4-16 (by appointment only), Bonsall

13 ROYAL VAN ZANTEN LLC

Contact: Peter S. Hesse Tel: (805) 929-2858: p.hesse@royalvanzanten.com Trial Dates/Location: 5-16, Nipomo

17 S&G FLOWERS

Contact: Allyson Szafranski Tel: (800) 323-7253, ext. 408; sgpacktrial.usdg@syngenta.com Trial Dates/Location: 6-12 and 14-15,

18 SAKATA SEED AMERICA INC.

Contact: Dotty Arce Tel: (408) 778-7758; marketing@sakata.com Trial Dates/Location: 7-14 (13th by appointment only), Salinas

19 SELECTA (First Class)

Contact: Angela D. Storm Tel: (800) 955-5644; angela@depropagators.com Trial Dates/Location: 5-15, Encinitas

20 SUNTORY COLLECTION

Contact: Lou Aguirre Tel: (800) 877-6737, ext. 6; laquirre@bco.com Trial Dates/Location: 5-17, Somis

21 TWYFORD INTERNATIONAL INC.

Contact: Susan Smith Tel: (800) 905-3263: ssmith@twyford.com Trial Dates/Location: 5-16, Santa Paula

10 YODER BROTHERS

See The Flower Fields listing

