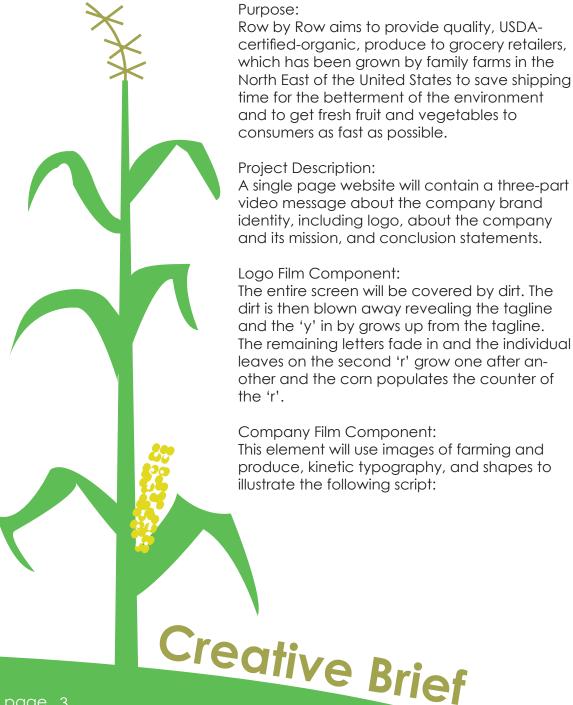




Creative Brief2
Audience4
Wireframe6
Storyboard7
Styles13
Design Comp14
Credits



Primary Audience Script

Row by Row is a co-operative of family farms that have banded together to under one label to provide customers with the freshest organic produce possible. We take care to meet USDAcertified organic standards and to ship the best quality fruits and vegetables to our distribution centers. Row by Row cares about sustainable agriculture and promoting consumption of fruit and vegetables to the public as part of a healthy, balanced diet free from pesticides. If you would like to join our cause, consider selling Row by Row produce at your store or market and together we can make the world a healthier place.

Secondary Audience Script

In the northern US, there are a group of families who are passionate about producing 100% organic fruits and vegetables for your table. We are the farmers who care about the earth, care about our plants, and care about your health. Produce gives you the vitamins, minerals, and fiber you need to stay fit and active and adding extra fruits and vegetables can help you reduce the risk of chronic diseases. Now consider this with fruits and vegetables that have been raised without any chemicals. With Row by Row produce, you do not need to worry about digesting wax and pesticides on your fruit and vegetables. We take care to meet USDA-certified organic standards and our produce is grown in a sustainable environment by people who have been in the farming business for generations. With community, health, and the environment in mind why not support Row by Row as we grow better food for the future?



**

Persona – Primary Target Audience:



Name: East of Eden Business: Grocery Retailer

East of Eden is a new higher-end grocery store chain that is opening up in the Mid-Atlantic region of the East Coast in the United States. While not as extensive in product inventory as Wegmans nor as exclusively-natural as Whole Foods, East of Eden strives to compete with Harris Teeter and Trader Joe's by presenting a range of products that are organic and more

Audience

generally-priced, but still with an air of being a niche market and reliable in producing goodquality organics that people want.

East of Eden decided to purchase from Row by Row after learning about the produce co-op through their website. East of Eden wants to support the attitudes and ideals associated with family farms, but due to the volume of produce needed, they have decided a co-operative of family farms that act under one label is their best choice. With Row by Row they'll get fresh fruit and vegetables from up the coast and they'll be helping "local" (or United States' businesses) grow.

Persona – Secondary Target Audience



Name: Paul Ditherwood

Age: 45

Occupation: Civil Engineer

Paul is a full time civil engineer, married, and has one daughter. Both he and his wife

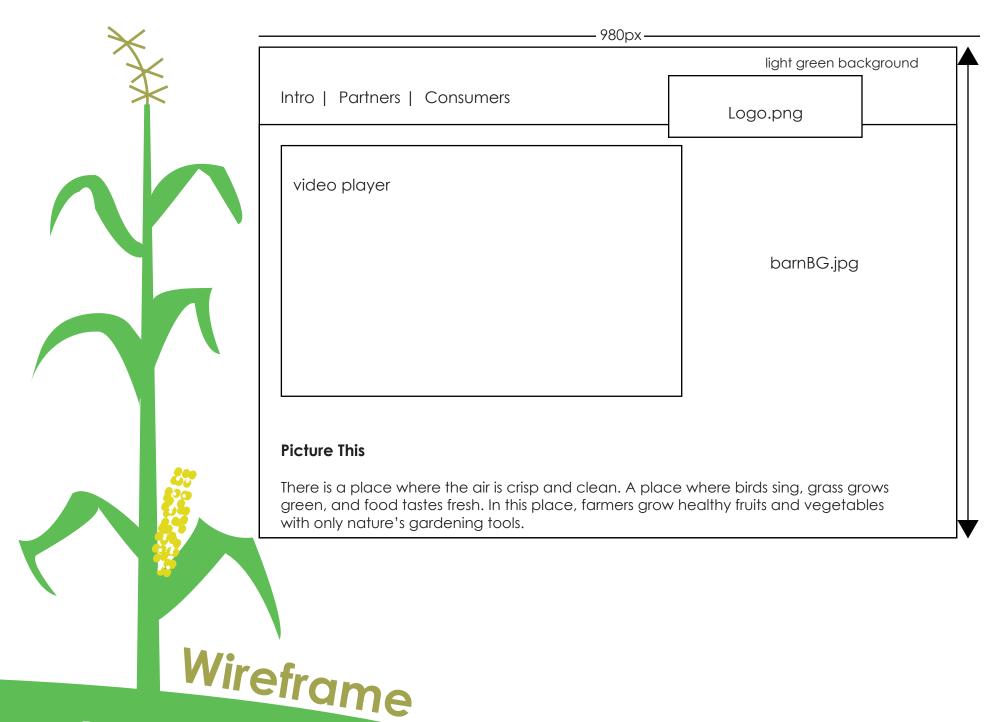
consider themselves part-time

environmentalists. They do want they can when they can. Paul enjoys hiking and

photography. Paul lives in the suburbs of Pittsburg, PA to be closer to his job.

In this area, there aren't as many road-side produce stands as when he was growing up in a more rural area, so Paul looks to grocery stores to get an alternative to the farmers' markets he wishes were available. A fellow-hiker had mentioned a new line of produce that was coming into their local grocery store and had made it into the county newspaper and upon looking into it, Paul learned about Row by Row. As Row by Row was a co-op located in the North East, Paul decided this was a good choice for organic fruit, since it meant the fruit and vegetables weren't shipping across the United States. This was one easy way he could lower his carbon footprint and support family farming, while purchasing produce that was healthy for his daughter.

Audience







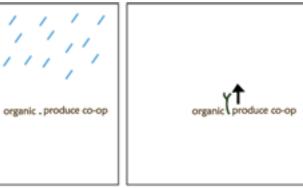
 Puff of wind blows excess "dirt" out of the window



Wind blows away leaving company description.



Rain falls on the dirt for 3 seconds before fading into the background



4. Green dot grows into the lowercase 'y'



5. Green dot disappears, remaining letters 6. Little leaves appear on 2nd 'r'



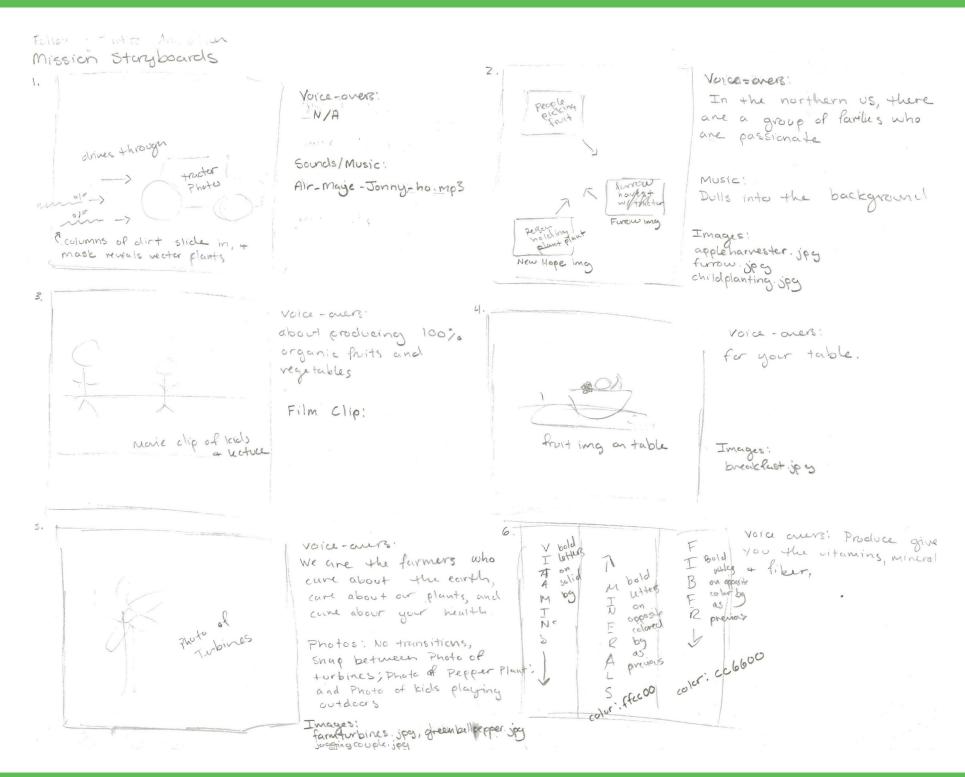


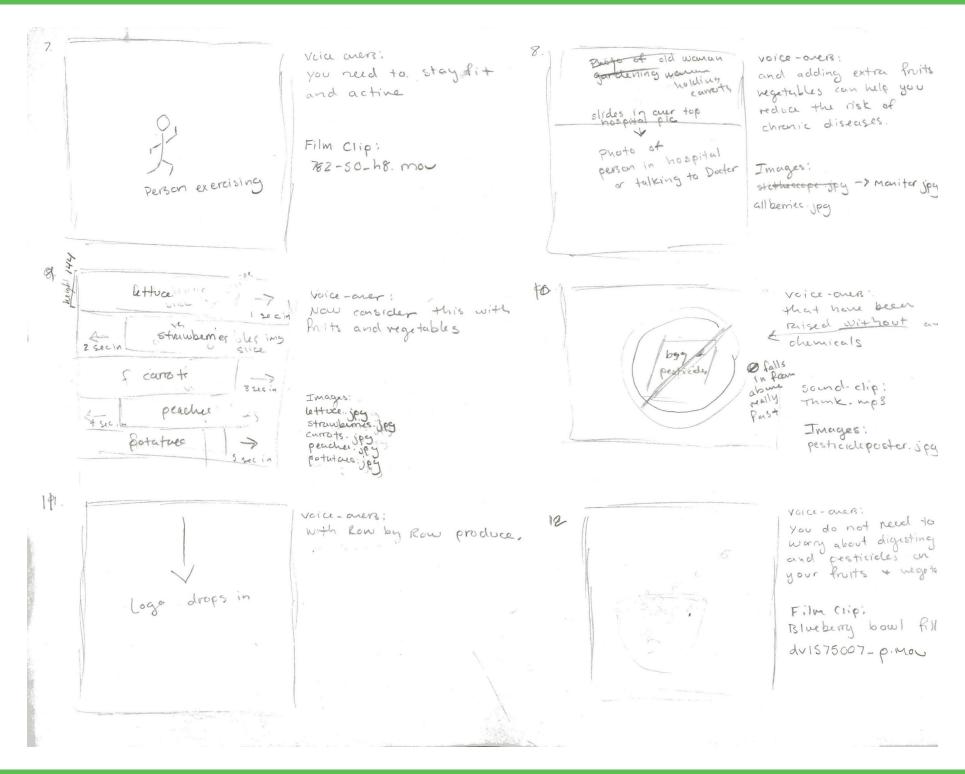
7. Leaves expand into full size



8. The dots of corn appear one by one from bottom left up, then bottom right up.

fade in.







Voice - oners:

We take care to meet USDA-contified organic standards

Film Clip: evollo6-n ma



Voice-oners:

and our produce is grown in a sustainable environment

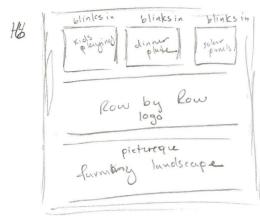
Images: grocer jpg



voice - oners.

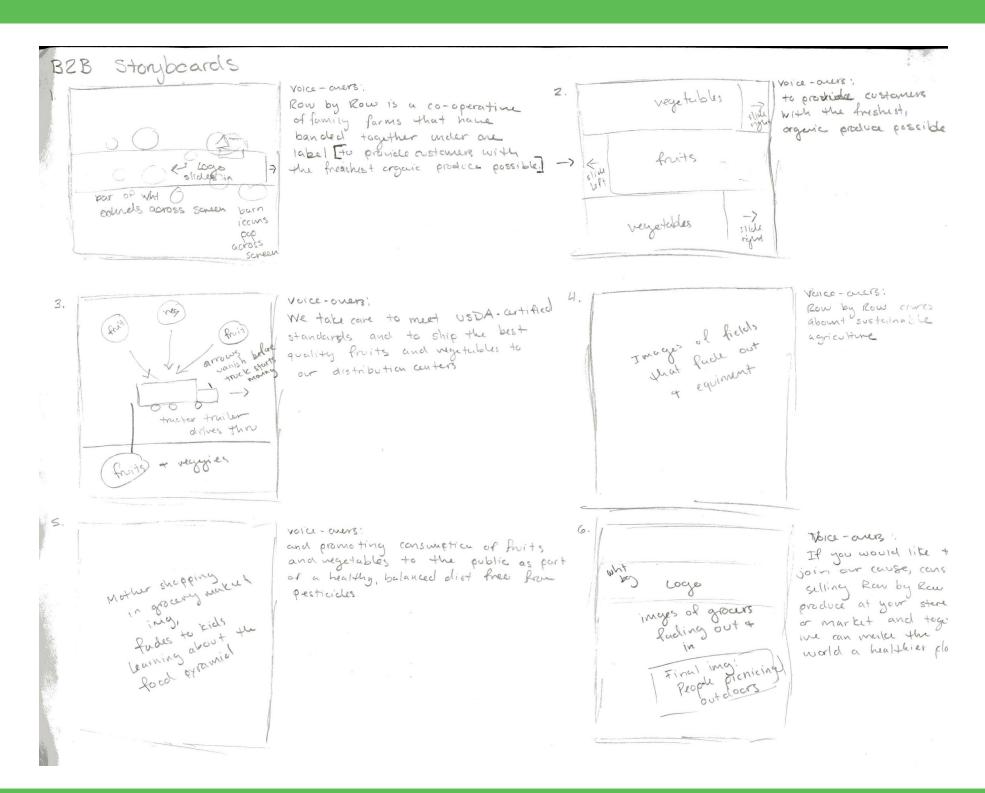
by people who have been in the farming business for generations.

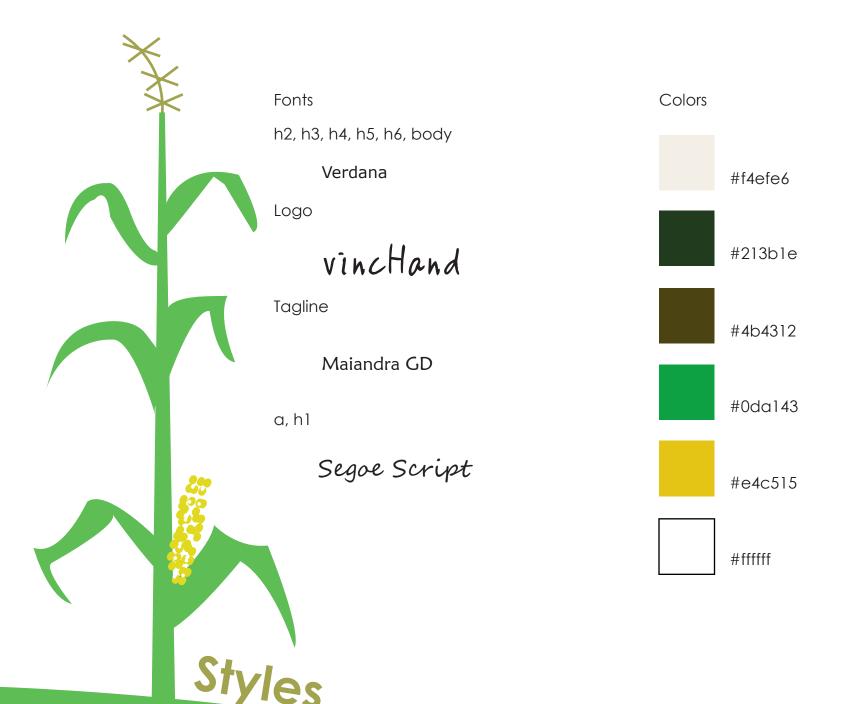
Images: communching.



solar with community, health, and the environment in mind, why not support row by row as me grow better food for the later?

Images:
community jeg
kidandcomber jeg
rowsolcom jeg
farmscape jeg















Design Comp



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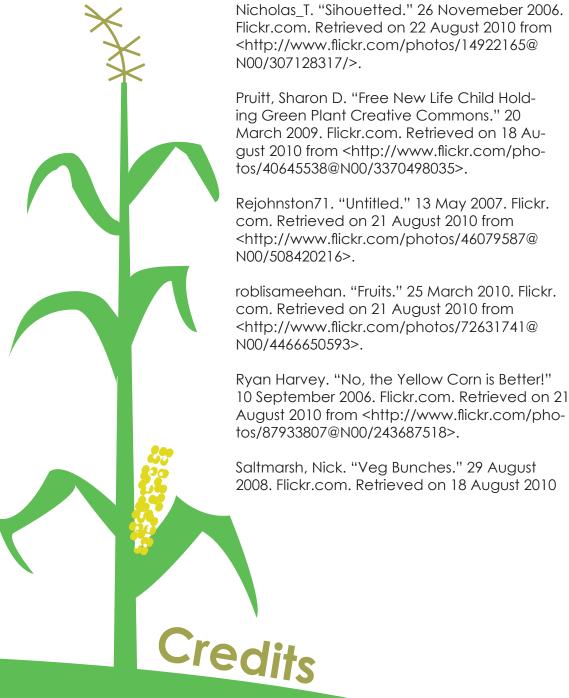
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