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Scotts Announces Distribution Change

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As of October 1, 2015, The Scotts Company will service independent retailers through an exclusive distribution arrangement with National PrimeSource, a distribution and logistics company with 21 distribution centers throughout the U.S. National PrimeSource uses Arett Sales Corp., BWI Companies Inc., L&L Nursery Supply Inc. and V-G Supply Company for its distribution services in the lawn and garden channel. Also, National PrimeSource is currently identifying the need for additional distributors with a target date of July 1, 2015 set for final selection.

The announcement does not affect Scotts' relationship with Ace, True Value, Do it Best, United Hardware or Southern States cooperatives. Jim Sullivan, director of independent sales for Scotts, wrote in the announcement: "Decisions like these are never undertaken lightly and we realize that such change may present some challenges as we strive to grow our mutual success. We believe that 2015 promises to be an outstanding year for the lawn and garden category and Scotts is committed to do its part to minimize the impacts of these changes on you, our independent retailer. During the coming months, Scotts will continue to facilitate any needed transition to this new distribution model."

For more information on National PrimeSource, an email of sales@nationalprimesource.com was provided.

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