

Features

5/1/2019

Who's Your Source?

Jennifer Polanz

Editor's Note: I tried to get as many listed as I could, but if you know of a buying group or distributor that didn't get listed, please email me at jpolarz@ballpublishing.com and I will run those in an upcoming issue. Also, every company that does not have an email listed does have a contact form on their webpage under a "Contact" or "Contact Us" link.—JP

Associations/Groups

AmericanHort

(614) 487-1117 (Columbus HQ)

(202) 789-2900 (Washington, D.C. office)

hello@americanhort.org

www.americanhort.org

About: Founded in 2014 as a merger between the American Nursery & Landscape Association (founded in 1876) and OFA (founded in 1929). Offers advocacy, market research, collaboration and connection to green industry professionals across multiple disciplines, including retail. Hosts multiple events, including Cultivate trade show and educational conferences.

GCA Association

(800) 721-0024

Cathy@gardencentersofamerica.com (member services)

www.gardencentersofamerica.com

About: Founded in 1972 as a division of the American Association of Nurserymen (later ANLA), GCA parted ways with ANLA in 2002 to operate on its own. Offers member benefits at IGC Show Chicago, award programming, a yearly garden center tour, and connectivity and networking among members.

The Garden Center Group

(678) 909-7770

info@thegardencentergroup.com

www.thegardencentergroup.com

About: Officially formed in 2000 by founder Robert Hendrickson. Today's mission focuses on providing business solutions to improve operations and profitability. The group offers multiple service providers to members, financial sharing programs and a yearly event, among other services.

Buying Groups/Co-Ops

Master Nursery Garden Center

(707) 359-2700

www.masternursery.com

Founded: 1951

Services: Marketing Programs; Master Nursery Branded Products; Professional Support Staff; Business Services; Exclusive Discounts, Dating, Rebates, & Programs

Member Locations: Nationwide

Northwest Nursery Buyers Association

(503) 622-1260

www.nnba.info

Founded: 1983

Services: Networking, Education & Convention; Garden Center Tours; Northwest Best Brand Fertilizers & Soils; Access to Pre-Selected Vendors; Purchasing Discounts

Member Locations: Oregon, Washington, Idaho, Montana & Northern California

United Garden Centers

(314) 422-6363

unitedgardencenters.com

Founded: 1969

Services: Discounts on Hardgoods & Greengoods; Hortica Insurance Rebate Program; Extended Dating; Reduced or Free Freight

Member Locations: Missouri, Illinois, Kansas & Iowa

Distributors

A.M. Leonard

(800) 543-8955

customercare@amleo.com

www.amleo.com

Founded: 1928

Products: Tools; Supports; Fertilizers; Work Wear

Services: Corporate Account Manager Program

Distribution Area: Nationwide

Arett Sales

(800) 257-8220

www.arettsales.com

Founded: 1951

Products: Birding; Containers; Tools & Equipment; Fertilizers; Pest & Disease Controls; Garden Accents; Grills & Accessories; Home Accent & Décor; Holiday; Outdoor Living; Water Gardening; Seed Starting; Grass Seed; Weed Control; Watering; Wearables

Services: Custom Management; E-Commerce Fulfillment; Marketing & Advertising; Good Tidings Private Label & Terra Verde Private Label; Trade Shows; Webinars; Mobile App

Distribution Area: Northeast, Mid-Atlantic & Midwest

BFG Supply

(800) 883-0234

info@bfgsupply.com

www.bfgsupply.com

Founded: 1972

Products: Animal & Pest Management; Apparel; Disease Control; Farm & Pet Supply; Fertilizer; Garden Décor; Gardening Supplies; Holiday & Seasonal; Housewares; Indoor Gardening; Outdoor Living; Planters & Pots; Seed Starting; Soils & Amendments; Tools & Equipment; Ponding Supplies; Watering Supplies; Weed Control; Wild Bird; Grower Products; Plants & Seeds

Services: Stock-Up Inventory Program; Mobile Purchasing; Trade Shows

Distribution Area: 23 States in the Midwest, Mid-Atlantic & Northeast

Bradley-Caldwell, Inc.

(800) 257-9100

www.bradleycaldwell.com

Founded: 1996

Products: Fencing; Fertilizer; Pest & Disease Control; Wild Bird; Household; Organic; Garden Décor; Seed; Soil & Amendments; Pond Supplies; Apparel; Tools; Pet Supplies; Farm & Home

Services: Online Ordering; BCI Direct Ship; Trade Shows

Distribution Area: Midwest, Mid-Atlantic & Northeast

BWI

(903) 838-8561

www.bwicompanies.com

Products: Chemicals & Fertilizers; Vegetable, Lawn & Pasture Seed; Grower Supplies; Water Gardening; Landscaping Supplies; Soil; Livestock Supplies; Turf & Landscape Supplies; Professional Grower Supplies; Animal Health; Greenhouse Sales

Services: Sales & Management Advice; Online Purchasing

Distribution Area: Mid-South and Southeastern U.S.

Central Garden & Pet

Garden: (866) 811-1395

Pet: (800) 631-7724

www.centralgarden.com

www.centralpet.com

Garden: ebusiness@centralgarden.com

Pet: ebusiness@centralpet.com

Founded: 1980

Products: Fertilizer & Soil Amendments; Garden Décor; Grass Seed; Live Plants; Outdoor Living; Rooting Hormones; Weed, Insect & Other Pest Controls; Wild Bird; Consumer Pet; Professional Supplies

Services: Category Management, Marketing & Merchandising Advice; Industry Trends; Trade Shows

Distribution Area: Nationwide for Garden; Most Regions for Pet

Down to Earth Distributors, Inc.

(800) 234-5932

sales@downtoearthdistributors.com

www.downtoearthdistributors.com

Founded: 1977

Products: Branded & Private Label Fertilizers; Branded & Private Label Potting Media & Composts; Garden Accessories; Yard & Patio; Pottery; Tools; Watering Supplies; Floral Accessories; Birding; Pest & Weed Control; Kitchen Tools & Accessories; Food Storage & Canning Supplies; Home Décor; Apparel; Clothing; Bath & Body; Books; Kids & Sports; Pet Supplies & Toys;

Services: Down to Earth Branded Fertilizers, Soil Amendments; Potting Soil & Composts; Freight Discount Program; Trade Shows

Distribution Area: Nationwide

Foster's Inc

(800) 747-2756

www.fostersinc.com

Founded: 1930s

Products: Garden Accessories; Patio Accessories; Containers & Pottery; Grass Seed; Fertilizer & Soil Amendments; Weed Control; Pest Controls; Media Mixes & Compost; Green Goods; Wild Bird

Services: Product Knowledge; Trade Shows

Distribution Area: Upper Midwest

Gardner Distributing Co.

(406) 656-5000

www.gardnerdistributing.com

Founded: 1980

Products: Fertilizer; Pest & Disease Control; Containers & Pottery; Garden Décor; Fencing & Edging; Landscape Fabrics; Watering Supplies; Ponding Supplies; Tools; Soils & Amendments; Pet Supplies & Food;

Services: Product Knowledge; Own Fleet of Trucks;

Distribution Area: Colorado, Idaho, Montana, North & South Dakota, Eastern Oregon, Utah, Eastern Washington & Wyoming

Gard'n-Wise Distributors, Inc.

(800) 362-3033

gardnwise@gardnwise.com

www.gardnwise.com

Founded: 1958

Products: Lawn & Garden Fertilizers & Chemicals; Tools; Gardening Containers; Landscape Fabrics; Soil Amendments & Potting Soils; Decorative Mulches; Garden Accessories; Indoor Growing; Pond Supplies; Landscaper, Greenhouse Grower & Professional Turf Supplies

Services: Product Training & Education; Trade Shows

Distribution Area: Parts of Midwest, West & South

Griffin

(800) 888-0054

orders@griffinmail.com

www.griffins.com

Founded: 1947

Products: Plant Care & Food; Lawn & Garden Problem Solvers; Tools; Pots & Planters; Landscape Fabrics; Soil Amendments & Potting Soils; Decorative Mulches; Garden Accessories; Indoor Growing; Watering & Irrigation; Birding; Seeds & Plants; Grower Supplies; Professional Controlled Environment Agriculture Supplies

Services: Growing Tips & Strategies; Retail Product Knowledge & Sales Strategies; Trade Shows

Distribution Area: Nationwide

Gro Group

(978) 692-9102

admin@grogroup.com

GroGroup.com

Products: Consortium of 11 Lawn & Garden Distributors

Services: Access to Full Range of Lawn & Garden Distributors; GroSource Plus Green Goods Buying Program

Distribution Area: Nationwide

GROSouth

(800) 633-8700

www.grosouth.com

Founded: 1945

Products: Seed; Lawn & Garden Supplies; Grower Supplies; Turf

Services: Product Knowledge; Trade Show

Distribution Area: 8 States in the South

H.B. Davis Seed Co.

(800) 696-4544

www.hbdavisseed.com

Founded: 1948

Products: Tools; Spreaders & Carts; Household Supplies; Watering Supplies; Gloves; Ponding Supplies; Seed Starting; Fertilizer; Controls; Lawn Care; Soils, Mulch & Stone; Landscape Fabric & Supports; Outdoor Décor; Planters; Repellents; Birding; Gifts; Winter Décor

Services: Online Ordering

Distribution Area: New York, Massachusetts, Connecticut & Vermont

Home & Garden Showplace (True Value Company)

(800) 897-3112

www.truevaluecompany.com/Open-A-Store/More-Opportunities/Garden-Centers

Founded: 1989 (True Value founded in 1948)

Services: Discount Pricing and Terms; Drop-Ship Program; Business Services; Retail-Ready Plan-o-grams

Distribution Area: Nationwide

Hummert International

(800) 325-3055

www.hummert.com

Founded: 1932

Products: Growing Supplies; Greenhouse Equipment; Growing Media & Containers; Irrigation & Hydroponics; Tools & Accessories; Outdoor & Retail

Services: Growing Tips & Export Services

Distribution Area: Nationwide + Cuba, Dominican Republic & Puerto Rico

L&L Nursery Supply

(800) 624-2517

www.llsupply.net

Founded: 1953

Products: Birding Feeders and Seed; Cleaning Household Chemicals; Lawn & Garden Chemicals; Compost;

Fertilizers; Organic Products; Pest Control; Repellents; Grass & Flowers Seeds; Soils; Furniture; Gifts; Grower supplies & Fabrics; Hydroponics & Indoor Gardening; Pottery & Planters; Tools & Spreaders; Trellis, Arbors, Stakes & Plant Supports; Water Gardening Pumps & Ponds; Watering Tools & Sprayers; Wearable & Safety Products

Services: Online Store; Trade Shows

Distribution Area: 12 states in the West

Monterey Lawn & Garden Products

(559) 499-2100

info@montereylawngarden.com

www.montereylawngarden.com

Founded: 1963

Products: Organic Gardening; Lawn Care; Tree & Shrub Controls; Rose & Flower Controls; Fruit & Vegetable Controls; Pest, Disease & Weed Controls; Grow Nutrients

Services: Gardening Tips

Distribution Area: Nationwide

Prince Corp.

(800) 777-2486

service@prince-corp.com

www.prince-corp.com

Founded: 1981

Products: Chemical & Pest Control; Fertilizer, Weed & Seed; Growing Supplies; Landscape Material; Outdoor Accents; Pots & Hangers; Tools; Grilling Products; Food; Birding; Pet Supplies; Agriculture Supplies

Services: Marketing Materials; Online Ordering; Outlet Stores; Wholesale Building Materials Distributor

Distribution Area: Midwest

Vandenberg Hort

(800) 955-3813

www.vandenberghort.com

Products: Annuals; Bulbs; Perennials; Groundcovers; Tropicals; Fruits & Vegetables; Roses; Soils; Gardening Supplies

Distribution Area: Nationwide, with sales reps located in Wisconsin, Illinois, Indiana, Michigan and Ohio

VG Supply Company, Inc.

(800) 589-7800

www.vgsupply.com

Founded: 1917

Products: Books; Patio & Garden Décor; Landscape & Growing Supplies; Gardening Tools; Growing Media; Tree & Plant Care; Lawn Care; Weed Control; Insect, Pest & Disease Control; Animal Control/Repellents; Pond & Water Gardening; Watering Supplies; Bird & Nature Supplies; Homecare

Services: Training Videos; Product Knowledge

Distribution Area: Wisconsin, Illinois, Michigan, Indiana, Ohio

Wyatt Quarles Seed Co.

(877) SOW-SEED

www.wqseeds.com

Founded: 1955

Products: Grass Seed; Vegetable Seed; Garden Supplies

Services: Trade Shows; Product Knowledge

Distribution Area: Virginia, South Carolina, North Carolin