greenPROFIT

Front Lines

4/30/2026

Border Concepts Acquires EarthWay Products

Ellen C. Wells



We learned in early April that Charlotte, North Carolina-based Border Concepts has acquired EarthWay Products, a manufacturer of precision-engineered lawn application tools based in Bristol, Indiana. The acquisition is a win-win for them both, as it strengthens Border Concepts' capabilities in lawn and garden injection-molded products and expands EarthWay's reach through Border Concepts' extensive warehouse network.

Who is EarthWay? The company was founded in 1965 and has since built a strong reputation for cutting-edge design in lawn applicator space with professional-grade spreaders. Through this acquisition, Border Concepts will integrate EarthWay's engineering expertise into its existing product line.

Chris Bednar, President of Border Concepts, stated in a press release, "We are excited to add the Earthway brand name and product line to our portfolio. The combination strengthens our ability to serve customers with a more complete assortment of functional products. We see immense synergies between our two organizations and look forward to expanding our reach with additional products across the landscape supply industry."

Tim Hildebrand, Chairman of EarthWay and CEO of Monument, said, "The Border Concepts team has built an extremely impressive organization that services national customers across numerous product lines. The EarthWay product offering is a strong complementary fit for their sales team, and we look forward to partnering with the Border Concepts team to pursue additional acquisitions and continue expanding the platform."

With the transaction, Monument Microcap partners receive an equity position in Border Concepts. The partnership will allow for continued organic growth and the opportunity to explore other strategic deals in the lawn and garden space.

The EarthWay lawn application tools will continue to be manufactured in their Bristol, Indiana, facilities. **GP**