

Front Lines

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Gardener's Supply Buys Rolling Green

Ellen C. Wells

Vermont-based Gardener's Supply Company, a juggernaut when it comes to quality gardening equipment via e-commerce and catalog sales, is acquiring Rolling Green Nursery in Greenland, New Hampshire. This will be Gardener's Supply's fifth garden center and its second in the Granite State.

I visited Rolling Green and its owners Beth and Rick Simpson several years ago and really enjoyed the store, its layout and its people. It was clear at the time that they all loved what they did and what they provided to their customers. They've been doing it for more than 45 years!

"When we decided it was time to transition our business, it was essential that we found a partner committed to the same values that have sustained us all these years," Beth and Rick wrote in a press release. "We're excited to transition the business to a great company like Gardener's Supply."

"We're proud and grateful to have the opportunity to support Beth and Rick with business succession," said Gardener's Supply CEO Cindy Turcot in that same press release. "They're wonderful folks to work with and passionate, deeply committed business owners. Rolling Green is a beautiful nursery and has a terrific reputation. 'A little bit of Heaven off the beaten path,' as they describe it. We look forward to building on their legacy."

Gardener's Supply being an employee-owned company was a big selling point for Beth and Rick, as they desired to have Rolling Green continue to be a locally owned garden center. That means Rolling Green Nursery employees will become employee-owners of Gardener's Supply Company.

"We felt this was a natural fit for both our team and our community," said Beth and Rick. "Gardener's Supply's giving culture, reputation for quality products and sustainable business practices were right in line with what's important to us. Our goal was to have the garden center continue for the employees who helped build it and the people who have depended on it."

The store closed in late March to complete the transition to Gardener's Supply Company. Beth and Rick will remain at the store to support the transition through the spring and fall.

Gardener's Supply's other retail stores are located in Burlington and Williston, Vermont; Lebanon, New Hampshire; and Hadley, Massachusetts. **GP**