

The Holidays in Pennsylvania

The 2018 holiday season may be behind us, but these Pennsylvania garden centers have ideas that will have you bookmarking pages and thinking about the 2019 season already.

By Abby Kleckler

Feeney's Feasterville

1. Feeney's is a winter wonderland, with Christmas preparations starting in late June each year. **2.** Santa visits every day from the Friday after Thanksgiving until Christmas Eve. Customers are asked to donate \$5 per family, and Feeney's raised more than \$15,000 for the Ronald McDonald House last year.



3. Outside, kids could see alpaca, lambs, Nigerian goats, rabbits and chickens. **4.** Inside, there were numerous themes such as the Ski Shoppe, Sweet Shoppe, Irish Shop and more.

Esbenshade's Garden Centers

Lititz

1. Whimsical displays could be found throughout Esbenshade's, including these Candy Land-inspired creations in the poinsettia greenhouse. 2. In the greenhouse next door, wooden Christmas trees lined each of the benches, lighting them up. 3. Snowman cutouts drew attention to the cashiers as well as easy last-minute gifts for shoppers, while 4. squirrel cutouts could be found hidden throughout displays.



Mostardi Nursery & Greenhouses

Newton Square

1. Custom creations reigned supreme at Mostardi's like these birch table accents with corresponding signs letting customers know they're great for winter gift giving like teacher gifts and hostess gifts. 2. Mostardi's wreaths, cemetery pieces, urns and planters all utilized various winter greens and décor items. 3. Merchandising to increase add-on sales is just as important in the winter months like these firestarter kits.



The Rhoads Garden

North Wales

1. Old doors, upright or flipped on their sides, provided a theme throughout The Rhoads Garden that tied the greenhouse together for the holidays. 2. Drop-in planters for customers' already purchased urns were a hot seller during the season, while 3. custom log creations such as "wheelbarrows" and "birdhouses" were not seen elsewhere.



Fairy Garden COLLECTION™

3-D Fairy Garden Plant Collection

Take Fairy Gardening Sales to a whole new level!

Collectible • Fun • Informative

free 3-d app offering the latest in augmented technology
bench cards and bench tape available



Circle 140

Bert R. Hybels, Inc. 1-800-4-HYBELS

FAIRY3-D.COM



Stauffers of Kissel Hill

Lancaster

1. From far away in the parking shoppers could tell that Stauffers of Kissel Hill was a good stop for the holidays. 2. Inside, every artificial tree was decorated with a theme and given a name, while 3. temporary walls helped create a number of spaces in an otherwise open room, with wrapping paper providing faux brick or faux wood looks. 4. Outside, small gift items and informative signs were just a few things that caught the eye.



TURN A LAWN BAG INTO A HUGE DUSTPAN!



ORIGINAL LEAF GULP



LEAF GULP II



COLORFUL SHELF DISPLAY BOXES

THIS BAGGING TOOL IS LIKE NO OTHER!

DESIGNED BY GARDENERS for YARD, GARDEN & STORM CLEAN-UP

- They attach to a lawn bag, stab in the ground, & create sturdy hands-free dustpans for the yard.
- Eliminate bending, lifting, & frustration.
- Save time - Fill a bag in less than a minute.
- And they're ideal for composting, too!



MADE IN THE USA

Leaf Gulp

Lawn & Garden Tools

In stock now for Spring 2019 clean-up. Order direct from the manufacturer.

Contact us at:

Info@leafgulp.com

www.leafgulp.com

Gasper Home & Garden Showplace

Richboro

1. The indoor furniture and décor department greets shoppers as they walk in the door at Gasper, and it was ready for the holiday. 2. Chalkboard-like signs were seen throughout, some more permanent and others clearly just for the season. 3. Transitioning outdoors, Gasper used every inch of space including over the doors and a walkway down to what it calls the lower level.



Three simple steps for lush beautiful grass!



Precision Grass Roll Technology

COMBINATION
SEED, FERTILIZER & MULCH

Precision coverage of seed, fertilizer & mulch for small patches, bare spots or an entire thick, lush lawn.

A Fraction of the Price of Sod

Contractor, DIY, Parks & Golf Courses

Five Varieties & Custom Blends

Extensive 2019 National TV Campaign!



National Hardware Show



Available in four convenient sizes
20, 50, 100 & 200 SQ FT rolls

www.grotrax.com • 833-GTX-TURF (833-489-8873)

Primex Garden Center Glenside

1. Primex took advantage of their current structures by adding lights that provided holiday flair with minimal work. **2.** Holiday picks, berries and pinecones can be a pain to keep in order, but a long wall with multiple baskets made it easy for shoppers to pick exactly what they'd like. **3.** The Holiday Grab + Go Gifts section was in transition from Thanksgiving to Christmas with quick options.

Continued on page 58 ...

1A



1B



2



3



Where do you go to grow?

If you want your business to perform better, grow stronger, and be positioned for whatever the future brings, there's no better place to belong than AmericanHort.

For more than 220 years, we've been the green industry's leading association, answering your questions, representing you in government, and connecting you with other horticultural professionals at our annual trade show, Cultivate.

**Join us today, and see how
we're better together.**



AmericanHort

Get Connected

AmericanHort.org/Join

Circle 145

... Continued from page 54

Bucks Country Gardens

Doylestown

1. From the store's façade to the initial entryway, customers could feel they were in a Christmas destination store, 2. with a large gift and home décor area. 3. Signs throughout the garden center highlighted all the seasons' events, including photos with Santa's reindeer. 4. A holiday banner placed over the normal truck's advertising was an easy billboard for the store's Christmas services.



My Passion. My Journey.

MY RIMOL GREENHOUSE

With three family-run home and garden centers across the Granite State, Osborne's Agway is one small business with an eye for agricultural success. That's why they trust their two Matterhorn Greenhouses from Rimol to provide the space, style, and strength they need to keep growing strong well into the future.

READ THE FULL STORY AT
RIMOL.COM/NEWHAMPSHIRE

Bountiful Acres

Holicong

1. Bountiful Acres is small, but they knew how to use every square foot with garlands and tree skirts on the ceiling to small Fraser firs along the outside of the greenhouse. 2. Signs throughout the garden center let customers know the services they provide such as putting up outdoor lighting and decorating indoor trees, tables and mantles. 3. Shoppers could even stop for a popcorn treat as they were browsing.



Ashcombe Farm & Greenhouses

Mechanicsburg

1. Ashcombe used unconventional fixtures throughout the garden center to give character to its displays such as this old stove and home façade. 2. The garden center was also a hot spot leading up to Thanksgiving because the store has a full-service café and bakery that made turkey dinners and lots of pies. 3. Television monitors atop the checkout counters told of holiday events and promotions.



GARDENWARE®

Use your laser printer to Create Your Own Silent Sales Force

- * Always on duty
- * Information rich
- * Consistent
- * Professional
- * Cost effective

Labeling software
Waterproof signs, tags and labels for the nursery industry
For over 20 years

Call or click for more information:
(503) 717-9295
www.gardenware.com
info@gardenware.com

Circle 149

Geerlings Garden Center

New Hope

One word I kept thinking when walking through Geerlings was “sprawling.” **1.** They, however, did a great job with creating separate rooms with outdoor furniture, faux fireplaces, rugs and décor. **2.** A rotunda inside the greenhouse included two steps up into a coastal Christmas. **3.** Other themes included a White Christmas and a Woodland Christmas. 🌲



Head Online

We saw so much on our trip that we couldn't fit it all within the pages of the magazine! View this article at www.lgrrmag.com/article/holidays-pennsylvania with photos from Achin' Back Garden Center, Farm & Garden Station, Herbein's Garden Center, Ken's Gardens and Perfect Pots. Also, visit www.lgrrmag.com/inspirationbook to see many more images from Lawn & Garden Retailer's travels.

STEEL HEART, LTD.

Metal Garden Decor

See Steel Heart, Ltd's new line of replica vintage sap buckets with assorted cut out designs! Many other new garden, home and holiday decorations available from one of the leaders in the industry.

Each piece is carefully designed and handcrafted.

www.steelheartltd.com

815.943.3465

208 W. Front Street
Harvard, IL 60033



Circle 151

Be sure to visit us at AtlantasMart, Building 2; Floor 10 - 10A09 and 10A15.