### **MERCHANDISING**

Holiday season 2015 is in the books, but we visited these North Carolina garden centers who have some great ideas for your 2016 Christmas plans.

By Abby Kleckler

## DeWayne's

#### Selma

The Christmas Pavilion at DeWayne's garden center is surely a sight to see. After the 2015 holiday season, the pavilion will move to the other side of the garden center, where it will be a year-round holiday shop. Signage makes a statement from the street, carries through on the floors of the garden center and directs customers to the different areas of the pavilion.





















## Homewood Nursery & Garden Center

#### Raleigh

The greenhouse is king at Homewood with 30,000 poinsettias grown annually. Also in the retail greenhouse, a second counter for potting and bows complements the indoor wrapping station, which is also Christmas-ready.

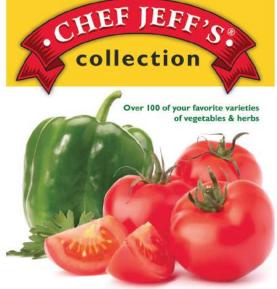
## THE ONE THEY ASK FOR BY NAME!

# CHEF JEFF'S collection





- · Over 100 Varieties!
- · Exclusive to Independent Garden Centers
- · Higher margins, better sell thru
- · Point of purchase materials available



Higher Yield • Fresh Tasting • Easy to Grow Heirloom & Salsa Varieties FOR GROWING TIPS & EASY RECIPES VISIT... ChefJeff.com

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

or email ChefJeffs@hybels.com







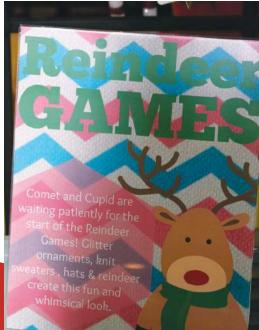
### Fifth Season Gardening Co.

#### Carrboro

Fifth Season is a one-stop-shop for the urban DIYer interested in hydroponics, homebrewing and organic gardening. From food fermenting kits to air plants and terrariums to beekeeping supplies, they have it all, including great holiday ideas for small spaces.









## Fairview Garden Center

#### Raleigh

Creative, easy-to-make signage directs customers to various collections throughout Fairview Garden Center. With each vignette in its own area of the store, customers can get everything they need to recreate the theme at home.







#### Atlantic Avenue Orchid & Garden

#### Raleigh

The holidays aren't all green and red at Atlantic Avenue. A "Coastal Christmas" display is prominent as soon as a customer walks in the door, fitting for many of this garden center's target customers.



























For nearly 20 years, TDI Brands has been your nationwide resource for innovative, distinctive and timeless garden products, providing you with the best tools, the right accessories and unique, exclusive brands. Visit us at AmericasMart Atlanta (Showroom #9-A-18) to see our broad selection of tools, gloves, accessories, birding products, carts, trunk liners, and more or shop online at www.tdibrands.com.

1000 S. Saint Charles Street, Jasper, IN 47546

p. 800.992.1220

f. 888.491.9255

sales@tdibrands.com

www.tdibrands.com

## Garden Supply Company

Cary

Garden Supply Co. started decorating for the holidays in September. With both outdoor stakes to draw attention to green goods and intricate indoor displays to sell hard goods, Garden Supply Co. has it all covered. A large chalkboard at the front of the store highlights upcoming events year-round, including Breakfast with Mrs. Claus for the holidays.











Write in 823

Want some year-round merchandising ideas? These North Carolina garden centers (and a few more) had lots of others ideas too!
Visit Lawn & Garden Retailer's Facebook page at www.facebook.com/LGRmag to see more.

#### For Garden's Sake

#### **Durham**

Located on 20 acres, most of For Garden's Sake's retail space is outdoors with customers often exploring the property, which is complete with three ponds and alpaca and goats for guests to feed. Holiday displays focus on green goods outside with an emphasis on locally made gift items inside.













## Logan's One Stop Garden Shop

#### Raleigh

Located in an old train station, Logan's has a lot of history and character in its building. For the holidays customers can shop from numerous displays, get a customized arrangement in their new floral department or head outside for the green goods.





Enjoy your garden without worrying about the chemicals you spray



For use on fruits, vegetables, hops, herbs, ornamentals, trees and turf.

Proven effective against powdery mildew, downy mildew, blackspot, blights and more.









#### **MERCHANDISING**

# Kiefer Landscaping and Nursery

Durham

Kiefer sells a lot of live trees in the garden center as well as holiday gift items inside at the attached Miss Lily's Pad gift shop.









## The Garden Hut

Fuquay-Varina

At Nelsa's Garden Hut, the holiday displays are centered around the trees. Nearly a dozen trees each have a different theme: bird lovers, woodland and seaside Christmas to name a few.

