



2003-2004 VISUAL SOURCEBOOK

vendor directory

Welcome to the second annual *Lawn & Garden Retailer* Visual Sourcebook. This guide is designed to help you quickly and easily locate sources for green goods, hard goods, nursery supplies, services or whatever else you need to help you develop inspired solutions for a more profitable business.

Companies in this directory are listed alphabetically by company. Advertising companies are listed in bold type. To find a company by the types of products or services it offers, refer first to the product category listing that begins on page 72.



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2560 W. Orange Blossom Trail, Bldg. H
Apopka, FL 32712
T: (407) 884-0078
F: (407) 886-2838
bob@aaaimports.com
www.aaaimports.com

ABI INC.

P.O. Box 389
Richfield, OH 44286
T: (800) 847-8950
F: (216) 378-1376

ACCENTS OF FRANCE

P.O. Box 15775
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T: (323) 653-4006
F: (323) 653-4133
accentsoffrance@attbi.com
www.accents-of-france.com

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P.O. Box 989
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T: (330) 253-5592
F: (330) 761-6348
sales@po.akro-mils.com
www.akro-mils.com

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6833 Phillips Industrial Blvd.
Jacksonville, FL 32256
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F: (904) 886-9517
algoman1@aol.com
www.algoflash.com

ALGREEN PRODUCTS INC.

30 Wolseley Ct.
Cambridge, ON N1R 6X3, Canada
T: (800) 984-9933
F: (519) 623-7206
customerservice@shirlonplastics.com
www.algreenproducts.com

ALL COVER PORTABLE SYSTEMS

348 Dosco Dr.
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T: (800) 282-1239
F: (905) 563-6367
sales@allcoversystems.com
www.allcoversystems.com

ALLSOP HOME AND GARDEN

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T: (360) 734-9090
F: (360) 734-9858
garden@allsop.com
www.allsop.com/garden

ALPINE CORPORATION

P.O. Box 528/7727 Somerset Blvd.
Paramount, CA 90723
T: (877) 710-0162
F: (562) 529-8955
alpinecorp2@aol.com
www.alpine4u.com

AL'S GARDEN ART INC.

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Colton, CA 92324
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F: (909) 825-6104
info@alsgardenart.com
www.alsgardenart.com

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F: (816) 443-2849
jo@americandaylily.com
www.americandaylily.com

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F: (312) 795-1797
advertising@amerinursery.com
www.amerinursery.com

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ksimmons@americasmart.com

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F: (717) 299-2194
ronstep@amerimax.com
www.amerimax.com

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www.ancientgraffiti.com

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sues@animalsetcinc.com

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paul@anthonystoneware.com
http://anthonystoneware.com

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F: (310) 349-0712
ddavids@tesselaar.com
http://tesselaar.com

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F: (858) 348-2041
nikolina@aquanetics.com
www.aquanetics.com

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aquaplant2002@yahoo.com

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www.pondcare.com

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www.naturalgiftcreations.com

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F: (864) 468-4889
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F: (626) 449-6895
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www.athensstonecasting.com

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sales@atlantichort.com
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lisavogl@aol.com

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http://bakerslawnorn.com

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www.bambooandrattan.com

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F: (604) 574-7773
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www.gardenwise.bc.ca

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rbertocchi@charter.net
www.bertocchistudios.com

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patrick@bestbins.com
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F: (734) 483-9677
christine@birdbrain.com
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Land 'O Lakes, FL 34639
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F: (813) 996-7620
info@birdwatchamerica.com
www.birdwatchamerica.com

BLACK OPAL POTTERY, LLC
12048 US Hwy. 59
Oswego, KS 67356
T: (620) 795-3096
F: (214) 853-9368
dba@blackopalpottery.com

Careful positioning of each department within your garden center is one of the most important aspects of retailing. For A Proper Garden, Delaware, Ohio, it meant a 300-percent-plus increase in sales when they renovated and moved their pottery department. After all, it doesn't matter that you have the best merchandise in town if customers never see it!



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CERAMO COMPANY INC.

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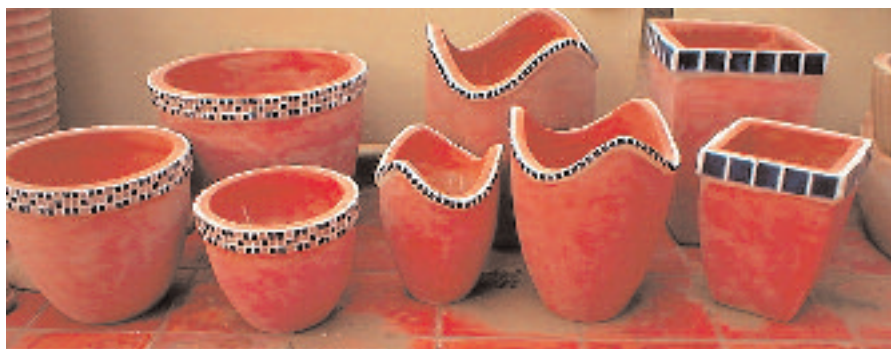
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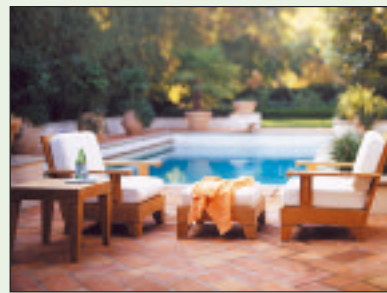
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Good signage has become a must in the lawn and garden industry. Well-designed and displayed signs draw customers to the product and give it a better chance of selling. They function as the "silent sales people" by conveying important information to customers when there is not a sales person around. They help the consumer make an intelligent buying decision. Signs are also a great way for retailers to promote their store brand by accentuating the name of their business on the sign.



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It is pretty obvious that food and gardening go together when it comes to vegetables and herbs. But there are many other add-ons that you might not have considered. Cookbooks, placements, dishes, grills and other items will look great in a display.



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Impulse buying accounts for a large percent of all purchase decisions consumers make. Through the use of attractive displays, visible products, easy access and good signage lawn and garden retailers can take advantage of impulse shoppers and increase their profits.



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