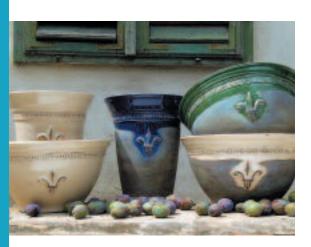
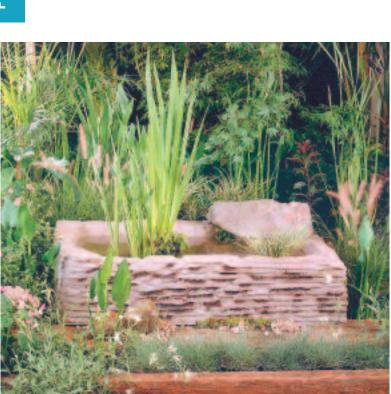
2003-2004 VISUAL SOURCEBOOK

products by category

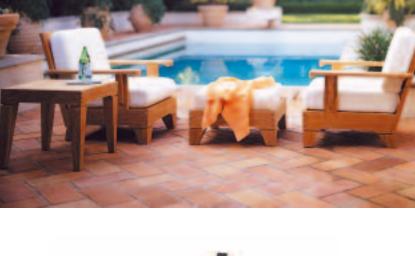
Companies in this directory are listed by product category. Refer to the Vendor Directory on page 44 for company contact information.















GREEN GOODS

ANNUALS

The Flower Fields

AQUATIC PLANTS

Discount Pond Supplies, Inc.

ASTILBE

De Vroomen Holland Garden Products

BEDDING PLANTS

Euro American Propagators

BROMELIAD

Silver Vase

BULBS

De Vroomen Holland Garden Products Horn Canna Farm Netherland Bulb Co., Inc.

CARNATION

California Florida Plant Company

CHRISTMAS TREES

NC Christmas Tree Association Tate's Tree Farm

CHRYSANTHEMUM

The Flower Fields

FLOWERING POTTED PLANTS

Anthony Tesselaar USA El Modeno Gardens

FOLIAGE PLANTS

Bernecker's Hermann Engelmann Greenhouses King's Foliage

GFRANIUM

De Vroomen Holland Garden Products

HEMEROCALLIS

American Daylily & Perennials
De Vroomen Holland Garden Products

HOSTA

De Vroomen Holland Garden Products

LANDSCAPE PLANTS

Monrovia

LINERS

Spring Meadow Nursery

NURSERY STOCK

Zelenka Nursery

ORCHID

Silver Vase

PEONY

De Vroomen Holland Garden Products

PERENNIALS

De Vroomen Holland Garden Products Euro American Propagators Northwest Horticulture Terra Nova Nurseries, Inc. The Flower Fields

PHLOX

De Vroomen Holland Garden Products

ROSE

Ashdown Roses Soil Soup, Inc. The Conard-Pyle Co.

SEEDS, ORNAMENTAL

Park Seed Co.

Sakata Seed America Inc.

SEEDS, VEGETABLE

Renee's Garden

TOPIARY

Schubert Nursery Inc.

VEGETATIVE ANNUALS

Proven Winners

WATERLILIES

Imagine Gold LLC Maryland Aquatic Nurseries Inc.

HARD GOODS

ALGAECIDES

Aquarium Pharmaceuticals, Inc. Maril Products Inc.

ANIMAL CONTROLS

Tree World, Inc.

APPAREL

Sloggers by Principle Plastics The Mountain Corporation

AQUARIUM PRODUCTS

Aquarium Pharmaceuticals, Inc.

ARBORS

Superior Plastic Products Wayside Fence Co.

AWNINGS

Powell & Powell Supply Company

BAMBOO POLES

Bamboo & Rattan Works Inc.

BASKET LINERS

Don Sprague Sales Inc. Pots Company

BASKETS, DECORATIVE

Greenbrier Basket Company Pots Company



Are you cultivating tomorrow's gardeners? Teaching children about gardening is a marketing strategy that your future business can depend on. A children's section full of brightly colored, appropriately sized tools and apparel, paired with easy-to-grow annuals such as morning glories, sunflowers and potatoes and kid-oriented books such as Fun With Gardening: 50 Great Projects Kids Can Plant Themselves or Roots, Shoot, Buckets & Boots: Gardening Together with Children, is a profit center today and tomor-



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Backyard Designs

BELLS

Harmony Hollow Bell Works

BIRD FEED

Audubon Park Co. Birdola Products Chin Ridge Seed Processors Ltd. Cole's Wild Bird Products Co. **D&D** Commodities Morning Song Wild Bird Food Pine Tree Farms

BIRD FEEDERS

Arundale Products Backyard Designs Backyard Nature Products Inc. Bertie's Best Brome Direct Inc. Canyon Trading Company **CCFA** Creative Copper Deelite Finch Feeders **Droll Yankees** Duncraft Inc. Exhart Garden Artworks Heath Manufacturing Heritage Farms Homestead Products Homtomi America, Inc. Kettle Moraine Woodworking, Inc. **Looker Products** Menagerie Works/Lindco Products Pipestem Creek Rogers & Kirkwood Stonewood Manufacturing

Sweet Corn Products LLC

The Birding Company Vari-Crafts Vasse Vaught Metalcrafting Wildlife's Choice

BIRD HOUSES

Anthony Stoneware Artistic Creations Unlimited, Inc. Backyard Designs Backyard Nature Products Inc. Caramba Coates Manufacturing Co. Inc. Coveside Conservation Products Creative Lane's Heartwood Lone Star Purple Martin Houses Masterwerkes S&K Manufacturing, Inc.

BIRDBATHS

Athens Stonecasting Inc. Avian Aquatics Blitz USA Cast Art Studios Creative Copper Ecological Laboratories, Inc. K&H Manufacturing NuWarmth Virginia Metalcrafters

BOOKS

Bird Watcher's Digest Press Creative Publishing International

BUTTERFLY BOXES

Backyard Designs

CANDLES

Luminosities, Inc.



A 2002 consumer purchases study indicates that the top selling holidays, in order, for fresh flower and plant purchases are Christmas/Chanukah, Mother's Day, Easter/Passover, Valentine's Day and Thanksgiving. And a 2002 study from the National Retail Federation showed that Halloween home decorating ranks second only to Christmas.

CARDS

Tree Free Greetings

CERAMICS

Ancient Graffiti

CHEMICALS

Wilt-Pruf Products Inc.

CHIMES

Caramba Jacob's Musical Chimes/ByJacob's

CHRISTMAS DECORATIONS

Midwest Nida Lighting **Sheerlund Products** Yard Decor

CONTAINERS, BASKET

Pots Company

CONTAINERS, CERAMIC

Asian Ceramics Inc. Compradores Pots Company

CONTAINERS, DECORATIVE

Anamese Garden Pots Asian Ceramics Inc. Brockseptember Design House Home Leisure Pots Company The Hunt Collection

CONTAINERS, FIBER

Atlantic Pottery

CONTAINERS, METAL

Buquet Supply Inc. Pots Company

CONTAINERS, NOVELTY

Pots Company

CONTAINERS, PLASTIC

Curtis Wagner Plastics Corp. Home Leisure

CONTAINERS, POLY-RESIN

Home Leisure

CONTAINERS, POTTERY

Asian Ceramics Inc.

According to Bernie Erven, an extension specialist at The Ohio State University, three interrelated guidelines will help with employee retention: 1) Design jobs with employees in mind, 2) build a team, and make employees an important part of that team and 3) build a reputation as an outstanding employer.



Flow 'n Grow Products, Inc. Home Leisure MPG International Pots Company

CONTAINERS, SELF-WATERING

Home Leisure

EDGING

Borderscapes Collier Metal Specialties Inc.

FENCING

Bamboo & Rattan Works Inc.

FIREPLACES

Fire Designs

FISH CARE PRODUCTS

Aquarium Pharmaceuticals, Inc.

FISH FOOD

Aquarium Pharmaceuticals, Inc. TetraPond

FOUNTAIN CHEMICALS

McGrayel Company Inc.

FOUNTAINS

Al's Garden Art, Inc. Athens Stonecasting Inc. Cutting Edge Designs, Inc. Dowell Mfg. Inc. **Ecosphere Associates** Fancy This! Inc. J. Marie Home Collection Ladybug Ocean Bridge Stone Forest, Inc. Stonesmith Garden Vessels Stoney Creek The Brass Baron Zoobox

GARDEN & PATIO ACCESSORIES

Ancient Graffiti Andrea by Sadek Asli Arts Inc. Bird Brain Inc. Country Originals, Inc. Creative Copper Danove Corporation Echo Valley Founders Rim Gaines Manufacturing Garden Art, Inc.

Global Village Trading Company Go Fly A Kite Grace Note Chimes Home Leisure In The Breeze Masart Meyer Imports Ltd. New Creative Enterprises Ohio Wholesale Inc. Premier Kites Red Carpet Studios Stone County Ironworks T.M. Hoff Handmade **Toland Enterprises** West Coast Design Studios Whitehall Products

GARDEN & PATIO FURNISHINGS

Cobble Mountain Hammock Co. Eagle Recycled Products Haddonstone Ltd. Innova Hearth & Home Inc. O'Brien Ironworks Pangaea Trading Company Rustic Natural Cedar Furniture Silver Creek Woodwork Ltd. The Windy Willow Trading Co. Whittier Wood Products

GARDEN ART

Ancient Graffiti Bakers Lawn Ornaments Bertocchi Studios Creative Copper Cricket Forge Designs In Copper DiamondCrete Products International Exhart Gallery, Inc.

GSI Home-Styles H. Potter Co. Haw Creek Forge Kay Berry, Inc. Michael Gordon Innovations NuWarmth Sunapple & Company The Bird House of Cape May, LLC

GARDEN ART, KINETIC

Exhart

GARDEN CLOGS

Sloggers by Principle Plastics

GARDEN GLOVES

Foxgloves Little's Good Gloves Midwest Quality Glove, Inc. West County Gardener

GARDEN HOSES

Corporativo Grupo Boro Plastair

GARDEN KITS

Broadway Gardens

GARDEN SCULPTURE

Athens Stonecasting Inc. Carruth Studio Inc. Chase Gifts: Designs from Nature CR II Janus Artifacts Kimmel Gnomes NuWarmth Oak Run Studios United Design Corp. Z Garden Party

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Visscher Specialty Products

GARDEN TOOLS, CHILDRENBear Creek Toys

GARDEN TOOLS, HAND

Barnel International Inc.
Garden Tools Of Maine
Garden Works
Henningsen Circlehoe
Innovations, Inc.
Kenyon Tools
Landmark Innovations
Maine Garden Products
Snow & Nealley
The Rumford Gardener

GATES

Bamboo & Rattan Works Inc.

GAZEBOS

Home Leisure

GAZING GLOBES

Punxsutawney Glass & Tile Co.

GIFTWARE

Amscan, Inc.
Besomworks
Caffco International
Creative Copper
Dorothy Biddle Service
Ibis & Orchid Design, Inc.
Insect Lore

GREENHOUSE KITS

WeatherPort Corp.

GREENHOUSES, HOBBY-TYPE

Poly-Tex, Inc.

HAMMOCKS

Byer of Maine Outback Chair Co/Air Chair The Hammock Source

HATS

Midwest Helmets S.F. Green

HOSES

Coil Solutions

HUMMINGBIRD FEEDERS

Bird Company Schrodt Designs Inc. Valley Glassworks

IRON, ORNAMENTAL

MetalWorks of Gastonia Inc. Suzy's Garden Art The Hookery

KNEEPADS/KNEELERS

Tommyco Knee Pads, Inc.

KOI & POND FISH

 ${\sf TerraPond}$

LANDSCAPE DESIGN AIDS

Carolina Paver Company Ltd.

LANDSCAPE FABRIC

Midwest Geotextile & Horticulture

LAWN EDGING

Oly-Ola Edgings, Inc. Valley View Industries

LAWN FURNITURE

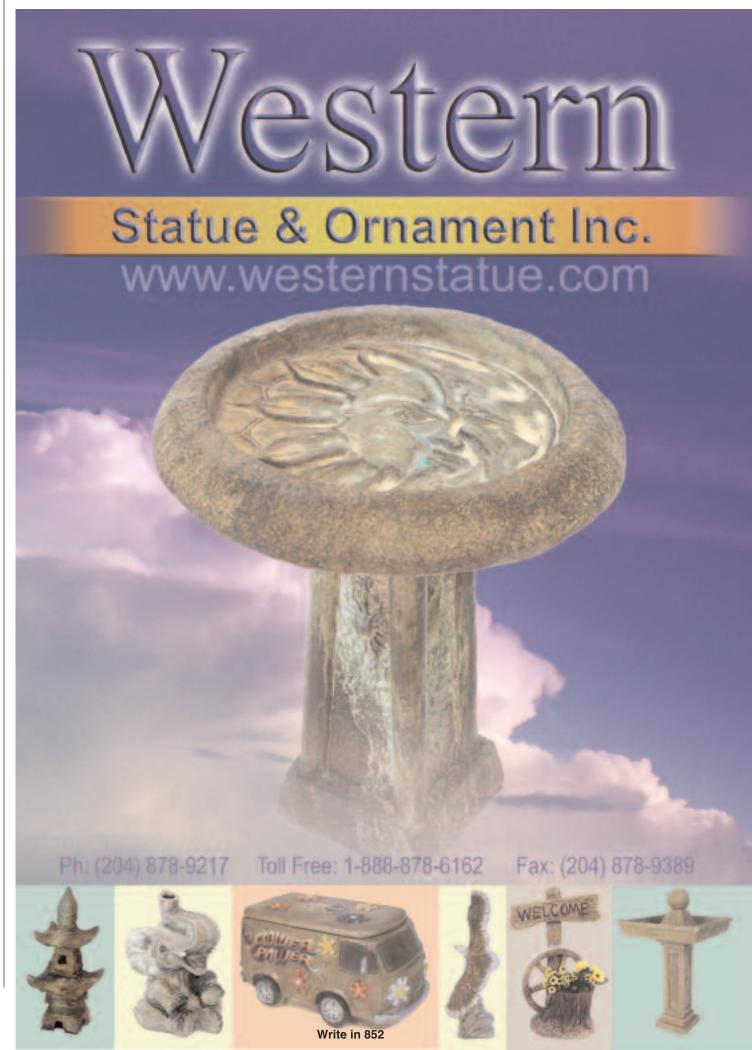
Palmetto Manufacturing Richey Industries, Inc. Tepraco The Bear Chair Co.

LAWN MOWERS

Sunlawn Imports Inc.

LAWN ORNAMENTS





Garden Imagery NuWarmth

LIGHTING, OUTDOOR

Blue Handworks

MAILBOXES
Magnet Works, Ltd.

MARKERS, PLANTS

Ancient Graffiti

MATS, DOOR

Home Leisure

MEXICAN POTTERY

Creekside Casa

MULCHES, BARK

Atlantic Horticultural Products Fafard

NOVELTIES

Milk and Honey Inc.

ORCHID SUPPLIES

Global Garden Imports

PEAT MOSS

Fafard

Southern Importers

PEST CONTROLS, MOSQUITO

Exhart

PEST CONTROLS, NON-CHEMICAL

Bailey & Price, Inc.

The Tanglefoot Company

PLANT COASTERS

Hines Pottery

PLANT LABELS

MasterTag

PLANT SAUCERS

Home Leisure

PLANT STAKES

Bamboo & Rattan Works Inc. DSD International Inc.

Exhart

PLANT STANDS

IWI International Plant Stand, Inc. The Steel Menagerie

PLANT SUPPORT PRODUCTS

Bosmere Inc.

Glamos Wire Products/Donner

Are you the kind of retailer that thrives on being new and different? If so, mark your calendar to visit the California Pack Trials April 4-13, 2004. Stay tuned to future issues of Lawn & Garden Retailer for details and trip reports in case you can't make it.

Industries Hooks & Lattice

PLANTERS, CONCRETE

Athens Stonecasting Inc. C and A Corporation Les Williams & Associates Inc.

PLANTERS, DECORATIVE

Atmosphere Inc.
Benick Brands
BroCars International Trading, Inc.

BroCars International Trading, Inc Brockseptember Design House CBK

Ceramica de Espana Claycraft Green Piece Wire Aart

Home Leisure Pots Company Pottery Collaborative, Inc.

Pro Source Plus

Rainbow Garden Products X Marks The Pot, Inc.

PLANTERS, HANGING

AuroraGardens Home Leisure

PLANTERS, METAL

Barnstorm

Ruibal Topiary Systems

PLANTERS, NOVELTY

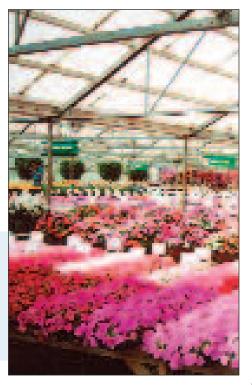
Garden Trends Home Leisure Pots Company

PLANTERS, PLASTIC

Akro-Mils Lawn & Garden Products Home Leisure

PLANTERS, POTTERY

Asian Ceramics Inc.
Blecha Imports Inc.
Home Leisure
New England Pottery
The International Pottery Alliance
Well Traveled Imports Inc.



PLANTERS, RAISED GROUND

Stonewood Manufacturing

PLANTERS, STONE

Paragon Garden Art

PLANTERS, WOODMaine Bucket Company Inc., The

POND FILTERS

OASE

Pentair Aquatics TetraPond

POND KITS

Avian Aquatics Dolphin Fiberglass Products, Inc. OASE Stoney Creek

POND LINERS

OASE Remanoid

Stoney Creek TetraPond

Yunker Plastics, Inc.

POND SUPPLIES

Alpine Corporation Aquarium Pharmaceuticals, Inc. Discount Pond Supplies, Inc. Ecological Laboratories, Inc. Hozelock Cyprio

Jungle Laboratories Corporation

K&H Manufacturing KFK Products

OASE

Pond Supplies of America Stoney Creek

POT HANGERS

Home Leisure

POTS, PLASTIC

Home Leisure ITML Horticultural Products Inc.

POTTERY

Summit Plastics

AAA Imports Inc.
Asian Ceramics Inc.
AW Pottery Atlanta, Inc.
British Claymasters
Ceramo Company, Inc.
Christian Enterprise, Inc./Yesteryears
Pottery

Christian Enterprise, Inc./Ye
Pottery
D'Barro Pottery
Global Pottery
Home Leisure
Lotus International Inc.
Napa Home & Garden, Inc.
Pacific Home & Garden

PUMPS, WATER

Pots Company

Rainrock

Aquarium Pharmaceuticals, Inc. Cal Pump OASE TetraPond



RAIN GAUGES

Ancient Graffiti Garner Industries

REPELLANTS, ANIMAL

Dr. T's Nature Products, Inc. Liquid Fence Co. Shake-Away Tree World, Inc.

ROCKS

CK Steckman

ROOTING PRODUCTS

Bamboo & Rattan Works Inc.

SOIL AMENDEMENTS

JRM Chemical, Inc. Rod McLellan

SOIL MIXES

Fafard

Sun Gro Horticulture

SQUIRREL FEEDERS

Backyard Designs

STATUARY

Athens Stonecasting Inc.
Azzurri Statuary Co.
Buzzard Towne
Campania International
Continental Craft, Inc.
Kansas City Art Statuary, Inc.
Patio Accents by Accents Unlimited
Trevi Manufacturing

Western Statue & Ornaments Inc.

STEPPING STONES

Amerimax Home Products Athens Stonecasting Inc. Magnetic Poetry

STONE

Ancient Graffiti

SUNDIALS

Rome Industries, Inc.

THERMOMETERS

Ancient Graffiti Torka, Inc.

TOOLS, HAND

Bahco Pruning Tools

TORCHES, OUTDOOR

Aristo Home & Garden Starlite Garden Torche

TREE GUARDS

Triad Company Products

TRELLISES

Accents of France

TRELLISES, WOOD

LWO Corporation

WATER GARDEN FILTERS

OASF

WATER GARDEN KITS

OASE Pondeco Stoney Creek

WATER GARDEN LINERS

OASE Regal

WATER GARDEN PRODUCTS

ABI, Inc. Ani Mate Aquarium Pharmaceuticals, Inc. Aquatic Systems & Resources, Inc. Clear Pond Products Discount Pond Supplies, Inc. Emperor Aquatics, Inc. Holmes Farm IPS-CareFree Enzymes, Inc. Meridian Aquatic Technology LLC Nycon Products OASE Patio Garden Ponds Pond Filtration Inc. Replications Unlimited

Triton Advantage by Stoller Nursery

WATER PUMPS

OASE Stoney Creek

TetraPond

WATERFALLS

OASF Waterfalls of Nature Waterfalls4u.com

WATERING CANS

Forty Mile Creek Tanks A Lot

WATERING TOOLS

Aquaplant LLC Claber, Inc. Dramm Corporation Drip-it Systems International Inc. The Mibro Group Walter of Wabash

WEATHERVANES

Good Directions Inc.

WEED CONTROLS

UPM Corporation

WHEELBARROWS

Allsop Home and Garden

WIND CHIMES

Artisan Spirit, Ltd. Bali Bay Trading Co. Caramba Exhart Music of the Spheres Spoontiques Whispering Winds

WIND SOCKS

Ganz

WIRE HANGERS

Green Esteem



More than your product mix, merchandising or retail philosophy, your employees set you apart from the competition. Make sure you give them the tools they need for exceptional performance by holding regular training meetings. The *Lawn & Garden Retailer* Training Challenge espouses

weekly 30-minute training sessions that offer creative presentations by varied presenters in a format that teaches people to think for themselves.



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Eco-Ponds USA

APPAREL

Earth Sun & Moon Trading Co. Inc. Little's Good Gloves

APRONS

Earthly Things

BASKETS, FLORAL

Enthuse Design

BENCH SYSTEMS

A-V International, Inc.
Bartlett Bench & Wire, Inc.
Nexus Corporation
Rough Brothers
Val Environmental and
Greenhouse Systems

BENCHES, EXPANDED METAL

Poly-Tex, Inc.

BENCHES, WOOD

Oxford Garden Designs Rough Brothers

BULK DISPENSING BINS

BestBins Corporation

CANDLE HOLDERS

Primitives by Kathy

CARTS, FLOWER

VRE Systems

CARTS, NURSERY

Nexus Corporation Wellmaster Carts

CASH REGISTER SUPPLIES,

P.O.S. SYSTEMS

Nexus Corporation

COMPUTER SOFTWARE

Horticopia Synchronics

COMPUTER SOFTWARE, P.O.S.

Retail Professional Software

DISPLAY FIXTURES

Custom Surroundings

Nexus Corporation Poly-Tex, Inc.

Structural Plastics Corporation

DISPLAY RACKS

Creative Displays

DISPLAYS, P.O.P.

The Flower Fields

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Nexus Corporation

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Oregon Grower And Garden Supply, Inc.

FERTILIZERS

Algoflash America Inc. J.R. Peters, Inc.

FERTILIZERS, LIQUID

DTM Group

FERTILIZERS, ORGANIC

Neptune's Harvest Organic Fertilizer Pecos Agricultural Corp. The Espoma Company

FIXTURING

Bench Systems, LLC

GREENHOUSE COOLING

SYSTEMS

Wetworks Misting Systems

GREENHOUSE COVERINGS

Corrugated Plas-Tech, Inc.

GREENHOUSE STRUCTURES

Glasgow Imports
Gronhaus
Nexus Corporation
Poly-Tex, Inc.
Private Garden Greenhouse Systems
Rough Brothers
Waldo & Associates, Inc.

GREENHOUSES

Hoop House LLC Jaderloon Co., Inc. Poly-Tex, Inc. Rough Brothers

HEATERS

NuWarmth

HOSES

Coil Solutions

INSECTICIDES

Bonide Products, Inc. Dr. T's Nature Products, Inc. Egis Agricultural Green Light Company

LABELING, COMPUTERIZED

Gardenware

LABELS, CUSTOM PRINTED

Macore Company, Inc.

LANDSCAPE FABRICS

Dalen Products, Inc.
DeWitt Company, Inc.

LIGHTING

National Garden Wholesale

LIGHTING FIXTURES

Sunlight Supply

MATERIAL HANDLING PRODUCTS

Nexus Corporation

MATS, FLOOR

Home Leisure

PEST CONTROL, NATURAL

Becker Underwood Woodstream Corporation

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Home Leisure

POT COVERS

Pots Company

SEED STARTING SUPPLIES

Grower's Supply Company Hydrofarm Inc.

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All Cover Portable Systems Home Leisure Poly-Tex, Inc.

SHADING CLOTH

Home Leisure

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Collier Metal Specialties Inc.

SIGNS

Parker Davis Co.

SPRAYERS

Coil Solutions

TAGS, PICTURE

De Vroomen Holland Garden Products

WATERING EQUIPMENT

Coil Solutions Hy Plant Watering Systems

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Impact Marketing

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Independent Nursery Group

GREENHOUSE CONSULTING SERVICES

Nexus Corporation

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American Nurseryman GPN Lawn & Garden Retailer

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BC Landscape & Nursery Association Oregon Association of Nurseries

PRINTING, CATALOGUES

Horticultural Printers

PUBLICITY

Isser & Associates

RETAIL CONSULTINGPohmer Consulting Group

Ponmer Consulting Grou

TRADE ASSOCIATIONS

New England Grows SNA - Southern Nursery Association Texas Nursery & Landscape Association

TRADE MAGAZINES

Birdwatch America GPN Lawn & Garden Retailer

TRADE SHOWS

America's Mart Atlanta
Birdwatch America
Florida Nursery and Allied Trades Show
(FNATS)
George Little Management, LLC
Heritage Markets
MANTS
Mid-America Trade Show
Middle Tennessee Nursery Assoc.
PANTS
Philadelphia Lights
Tropical Plant Industry Exhibition (TPIE)

WEB SERVICES

PlantAmerica Inc. Scranton Gillette Communications

Western Nursery & Garden Expo

WHOLESALE DISTRIBUTOR

Dallas Market Center Home & Garden Showplace International Pond Supply Inc. WagonWheelCo.