

GROWERTALKS

Product Profile

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Ready, Set, Buy!

Ellen C. Wells

The Independent Garden Center (IGC) Show is expecting its largest attendance in its three-year history. Show organizers report early registration among qualified buyers is up 8% over last year's figures, and the numbers will likely rise as the opening date draws closer. The IGC Show returns to its venue at the Navy Pier in Chicago, August 18 to 20.

The IGC Show is popular among independent garden center owners and staff, who've come from all 50 U.S. states and 11 countries to see the show. For 2009, attendees will have the opportunity to visit more than 900 vendor booths, with products and services exclusively available to the independent garden retailer.

In fact, the demand for booth space at this year's show has compelled show organizers to arrange a special "IGC Temps" section. This area will showcase vendors that have been hand-chosen by show staff as products and services of special interest, effectively creating a must-see "what's hot" section for IGC buyers. As a whole, vendors will occupy five acres of exhibit space in the Navy Pier venue.

To help you sort through just a segment of the IGC Show exhibit space, we are including on the following pages 14 products from vendors who will be exhibiting at this year's show. So, take a look at these products, circle the booth number, and start mapping out your time at Chicago's Navy Pier!

For more information about the IGC Show, visit www.igcshow.com.

The IGC Show is produced by Nursery Retailer and Garden Chic magazines. Green Profit is not affiliated in any way with the IGC Show. The show is endorsed by Garden Centers of America (GCA), True Value's Home and Garden Showplace, ECGC Distributors, Master Nursery Garden Centers, The Garden Center Group, the National Interiorscape Network and Gardened.



Crescent Garden

The Mia Hose Bowl is a practical yet elegantly designed product, and is the perfect accompaniment to the Crescent Anti-kink Hose. The beautiful design features circular indentations adding a natural effect to the texture. Available in a variety of colors.

Ethel Gloves

In response to customer requests for a glove that could withstand the rigors of working with thorns and branches, the Ethel Gloves team developed a rose gauntlet glove. Features include snag-resistant fabric, sleek and convenient storage pouch and a rubberized grip. Machine washable.



Four Seasons Container Gardens

Packing Pearls is a lightweight pot filler that allows for better drainage, less soil and healthier plants. Made in the USA, Packing Pearls is safe for all plant and vegetable gardening, and is reusable and recyclable.

Grass Stitcher LLC

The Grass Stitcher landscaping tool allows gardeners to repair damaged lawn areas easily and inexpensively. Ideal for reseeding areas damaged by pet urine or insects and for transforming thin areas into lush lawns. Its angled, spiked wheels create the perfect environment for seed germination. Just spread grass seed and water.



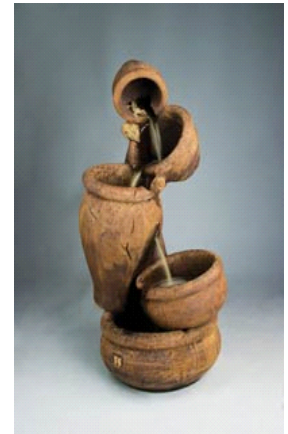


Hanauer's Tree Farms LLP

Contact Hanauer's Tree Farm—award-winning growers of the finest cut Christmas trees—for their 2009 catalog. Hanauer's also offers conifers and shade trees in containers and B & B. Supplier to the finest independent garden centers, and not distributed to box stores.

Henri Studio Ltd.

The Balancing Act Fountain stands almost 4 ft. tall and features superb sound and flow as water gushes from jar to jar. The earthy relic's unique finish accentuates the worn and textured surfaces of this premium cast stone creation. Great for decks, patios, balconies and entryways.



Home Bazaar

The Christmas Wren House is designed to attract house wrens. It features a removable wreath, Western Red Cedar shingles and a window box frame and planter with decorative flowers (remove for outdoor use). The fully functional house has a removable bottom panel for easy annual cleaning.

Kinsman Company

New from Kinsman are Pamela Crawford Basket Stands for large pots. Starter Kit includes base ring, spacer, 3-ft. section pole, 1-ft. extension pole and 9-in. steel disk.

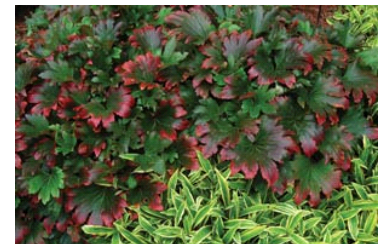


Lechuza USA

The self-watering Cottage Collection planter is designed to let plants take care of themselves, whether they're indoors or out. This shatterproof, UV-resistant, high-quality plastic planter with a sub-irrigation system supplies just the right amount of water for lush growth.

Monrovia

Mukdenia rossi Crimson Fans has fan-shaped leaves that emerge bright green in spring, gradually changing to bronze-green with bright red. Blooming during the summer months, it produces panicles of white bell-shaped flowers. Prefers full sun to partial shade and will develop a clump 12 in. tall.





PanAmerican Seed

Taishan marigold stands tall at retail with super-strong stems and big, tightly petaled blooms, which combine for longer shelf-life for retailers. Gardeners will love Taishan's high-impact color!

Poly-Tex Inc.

The BH3000 Basket Hanger displays both hanging baskets and holiday wreaths with the optional wreath attachment. The

Basket Hanger holds approximately two dozen hanging baskets or 90 wreaths.



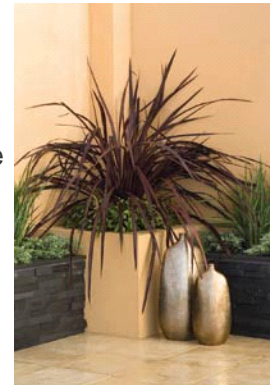
Radius Garden LLC



From leaves to litter, the Gator Grabber's powerful tooth-lined jaws chomp down and hold almost anything. No need to bend and strain—simply grab it, dump it and you're done. Features durable poly-fiber jaws and adjustable heavy-duty powder-coated steel shafts.

Anthony Tesselaar USA Inc.

Color, form and habit all ensure that Festival cordyline is one of the most dramatic new plants available. Striking burgundy strap-like leaves and glossy cascading foliage make the basal branching cordyline stand out in any garden or container.



Goldsmith Seeds



The Primera primula series from Goldsmith is excellent for fall production and sales. With large, long-lasting flowers and plenty of buds, this series is perfect for indoor tabletop décor or for outdoor gardens. Primera is available in 12 colors and a mixture.

Tempest in a Teapot

Taken as a look at Americana, glorified junk or even recycled history, this 7 Strand Teapot Chime makes the perfect gift for any occasion. All of the silver plate used in the chimes is recycled.



Good Ideas Inc.

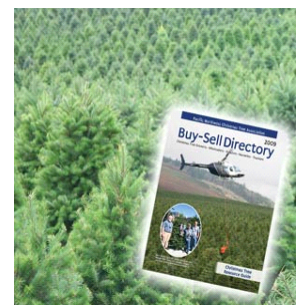


Rain Wizard 50 will save otherwise-wasted rainwater for later use in the lawn or garden. Pest and pet proof, it has an attractive barrel look and a brass spigot. For more capacity, connect to other Rain Wizard 50s using the connector kit. Available in four colors.

Pacific Northwest Christmas Tree Association

Get your free Buyers Guide from the growers of the Pacific Northwest, the world's largest supplier of Christmas trees.

This guide contains the type and quantities of Christmas trees available. You'll also find availability on wreaths, cut greens, swags, tree stands and transportation.



Sit In On a Session

Rest your legs and sit in on any of the IGC Show's educational offerings, which includes more than 35 sessions in six targeted tracks:

- EcoChic

- Store Management
 - International Trends
 - Consumer Trends
 - Displaying Plants
 - Profiting with Plants
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Special Ops

The Independent Garden Center Show offers many other opportunities before the event opens and when the trade show lights dim for the evening.

- **Monday, August 17**

- IGC Show Chicagoland Garden Center Tour. Tour includes Gethsemane Garden Center, Knupper Nursery and Platt Hill Nursery. You'll also tour and have lunch at the display gardens at Ball Horticultural Company's headquarters. Chicago Green Roof Tour. Tour some of Chicago's leading green-roof buildings, including City Hall, Chicago Center for Green Technology and Industry, a three-story, modular, fully green home.
- Online registration for tours closes on Sunday, August 16. www.igcshow.com.

Tuesday, August 18

- Networking Luncheon. Join other garden retailers for topic-by-table discussions led by IGC Show speakers. 12:00 to 1:00 p.m.
- Networking Reception. Join show attendees and vendors for good conversation and great views from Navy Pier as you enjoy a drink and hor d'ouvres. 6:00 to 6:45 p.m.
- IGC Classic Rock Concert Series. Charlie Daniels Band—live in concert! 6:45 to 8 p.m.

Wednesday, August 19

- Summer in the City Rooftop Mixer. Join other garden center professionals for drinks and appetizers atop Navy Pier. Light rock will be performed by The Breakers. 6:00 to 7:30 p.m.