



**Representing Garden Industry Suppliers**

## Monthly Garden Products Charts and Market Analysis

# May 2009 Report

Featuring April 2009 Top 200 Garden Products  
with Spotlight on Lawncare



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## GTN Garden Centre Bestsellers Charts

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31<sup>st</sup> May 2009

Dear GIMA member and GRID subscriber

Welcome to this first issue of the new GIMA Monthly Garden Products Charts and Market Analysis, produced from the Garden Centre Retail Index Database (GRID), by the Bestsellers team at Garden Trade News.

Over time these reports will point to new opportunities and highlight possible threats which can then be investigated further by accessing deeper detail from the GRID database on a bespoke basis.

To date it has been mainly Garden Centre operators who have benefited from the GTN bestsellers charts, we are now pleased that GIMA members are able to benefit from the most up to date sales information available for our business.

There now follows a brief explanation on the charts and graphs included in this sample pack, but if you have any further questions please speak to Ed Mackie or myself at the GTN offices.

Kindest regards

Trevor Pfeiffer  
Managing Director

The Garden Communication & Media Company Ltd, publishers of Garden Trade News

### **GRID Reports for GIMA explanations**

1. The GRID Database receives weekly EPOS sales data from a panel of Garden Centres who are able to report their sales weekly on a Monday without fail. The combined turnover of the contributing Garden Centres for 2008 was just under £100m per annum. During 2009 it is planned that data from more Garden Centres will be added to the database.
2. The data collected is primarily of sales volumes; hence all of this report is based on volumes sold. RRP and actual sales prices are being added to the database where possible so that changes in market values can be measured in the future.
3. The data is supplied under strictest confidentiality terms. We are unable to divulge the identity of the panel garden centres and any individual garden centre data. We can only rank aggregated data.

## **GRID Chart No 1.**

### **April 2009 – Ranked by Total Volume sold across EPOS panel.**

This chart ranks Garden Products sold by our EPOS panel members in terms of overall popularity, i.e. the No 1 product sold more volume items than the No 2.

Each product is identified by its unique barcode and described based on supplier catalogue information and garden centre information.

The right hand column is the product ranking in the Average sold per garden centre chart, Chart No 2. No entry in this column means the product did not feature in the Top 200 Average sale per garden centre chart.

## **GRID Chart No 2.**

### **April 2009 – Ranked by Average Volume sold per garden centre.**

This chart ranks Garden Products sold by our EPOS panel members in terms of the average sale per garden centre, taking into account only the garden centres that actually sold the product during the month.

The chart therefore allows you to quickly identify products that may well be able to increase overall sales levels by gaining increased distribution, and can be spotted easily as products that have a higher Average ranking than the Total ranking. Indeed in the Average Volume Sold per garden centre chart there are a considerable number of lines that didn't even make it into the Top 200 Total ranking.

If you have any idea what the average sales volume of your product were per garden centre in April 2009, then this chart also allows you to have a stab at how many per garden centre your competitors may be selling.

The right hand column gives the products position in the Top 200 Total sales chart.

## **GRID Graph 1**

### **GRID Garden Centre Database Total Sales Volume**

This graph charts the weekly fluctuations in the grand total of all items sold by the Garden Centres in the panel with the exception of restaurant sales.

So it does include plants, gifts, vouchers, furniture, landscaping materials, wild bird care and pet care sales. Whilst we do not have any proof that there is a direct link, it can be used as a barometer as to the trends relating to the number of people visiting our Garden centres each week.

The 2008 totals are in blue with the 2009 figures added each month.

## **GRID Graph 2**

### **GRID Total Volume sales Percentage Rise and Fall**

This graph charts the weekly % change in the Total sales volumes of our panel.

2008 week on week changes are in blue, 2009 changes in green.

## **GRID Graph 3**

### **GTN Garden Centre Bestsellers Garden Products Top 50 Sales Volume**

This graph charts the weekly total sales volume of products that make up the Garden Products Top 50 as published in GTNXtra and GTN Online every week.

2008 volumes are in green, 2009 volumes in brown.

## **GRID Graph 4**

### **Garden Products Chart Top 50 Percentage Rise and Fall**

This graph charts the weekly % change in the Sales Volumes of the products that make up the Garden Products Top 50 each week.

2008 changes are in green, 2009 changes in brown.

## **GRID Graph 5**

### **GTN Garden Centre Bestsellers Growing Media Top 50 Sales Volume**

This graph charts the weekly total sales volume of products that make up the Growing Media Top 50 as published in GTN Online every week.

2008 volumes are in yellow, 2009 volumes in red.

## **GRID Graph 6**

### **Growing Media Chart Top 50 Percentage Rise and Fall**

This graph charts the weekly % change in the Sales Volumes of the products that make up the Growing Media Top 50 each week.

2008 changes are in yellow, 2009 changes in red.

## **GRID Graph 7**

### **Sales Volume Trend comparisons 2008-2009**

This graph pulls together the weekly trends for Total Sales volumes, Garden Products Top 50 volumes and Garden products Top 50 volumes for 2008 and 2009 to date.

Please note the scales are different for the total volume as opposed to the Top 50 volumes; this chart is intended for trend comparison.

## **GRID Chart 3**

### **Spotlight on Lawncare Top 50**

This is our Lawncare products chart ranked by total volume sales for the 4 weeks that make up April with year on year ranking comparisons and cross reference to the Average sale per garden centre chart to illustrate sales and distribution opportunities.

## **GRID Chart 4**

### **Spotlight on Lawncare Average Sales per garden centre Top 50**

This is our Lawncare products chart ranked by average sales per garden centre that sold the product for the 4 weeks that make up April 2009.

If you have any idea what the average sales volume of your product were per garden centre in April 2009, then this chart also allows you to have a stab at how many per garden centre your competitors may be selling.

The right hand column gives the products position in the Total Volume sales ranking

## Bestsellers data weeks and reporting months

2008	Start date	End date	Month	2009	Start date	End date	Month
Week 1	31-Dec-07	6-Jan-08	January	Week 1	29-Dec-08	4-Jan-09	January
Week 2	7-Jan-08	13-Jan-08	January	Week 2	5-Jan-09	11-Jan-09	January
Week 3	14-Jan-08	20-Jan-08	January	Week 3	12-Jan-09	18-Jan-09	January
Week 4	21-Jan-08	27-Jan-08	January	Week 4	19-Jan-09	25-Jan-09	January
Week 5	28-Jan-08	3-Feb-08	January	Week 5	26-Jan-09	1-Feb-09	January
Week 6	4-Feb-08	10-Feb-08	February	Week 6	2-Feb-09	8-Feb-09	February
Week 7	11-Feb-08	17-Feb-08	February	Week 7	9-Feb-09	15-Feb-09	February
Week 8	18-Feb-08	24-Feb-08	February	Week 8	16-Feb-09	22-Feb-09	February
Week 9	25-Feb-08	2-Mar-08	February	Week 9	23-Feb-09	1-Mar-09	February
Week 10	3-Mar-08	9-Mar-08	March	Week 10	2-Mar-09	8-Mar-09	March
Week 11	10-Mar-08	16-Mar-08	March	Week 11	9-Mar-09	15-Mar-09	March
Week 12	17-Mar-08	23-Mar-08	March	Week 12	16-Mar-09	22-Mar-09	March
Week 13	24-Mar-08	30-Mar-08	March	Week 13	23-Mar-09	29-Mar-09	March
Week 14	31-Mar-08	6-Apr-08	April	Week 14	30-Mar-09	5-Apr-09	April
Week 15	7-Apr-08	13-Apr-08	April	Week 15	6-Apr-09	12-Apr-09	April
Week 16	14-Apr-08	20-Apr-08	April	Week 16	13-Apr-09	19-Apr-09	April
Week 17	21-Apr-08	27-Apr-08	April	Week 17	20-Apr-09	26-Apr-09	April
Week 18	28-Apr-08	4-May-08	May	Week 18	27-Apr-09	3-May-09	May
Week 19	5-May-08	11-May-08	May	Week 19	4-May-09	10-May-09	May
Week 20	12-May-08	18-May-08	May	Week 20	11-May-09	17-May-09	May
Week 21	19-May-08	25-May-08	May	Week 21	18-May-09	24-May-09	May
Week 22	26-May-08	1-Jun-08	May	Week 22	25-May-09	31-May-09	May
Week 23	2-Jun-08	8-Jun-08	June	Week 23	1-Jun-09	7-Jun-09	June
Week 24	9-Jun-08	15-Jun-08	June	Week 24	8-Jun-09	14-Jun-09	June
Week 25	16-Jun-08	22-Jun-08	June	Week 25	15-Jun-09	21-Jun-09	June
Week 26	23-Jun-08	29-Jun-08	June	Week 26	22-Jun-09	28-Jun-09	June
Week 27	30-Jun-08	6-Jul-08	July	Week 27	29-Jun-09	5-Jul-09	July
Week 28	7-Jul-08	13-Jul-08	July	Week 28	6-Jul-09	12-Jul-09	July
Week 29	14-Jul-08	20-Jul-08	July	Week 29	13-Jul-09	19-Jul-09	July
Week 30	21-Jul-08	27-Jul-08	July	Week 30	20-Jul-09	26-Jul-09	July
Week 31	28-Jul-08	3-Aug-08	July	Week 31	27-Jul-09	2-Aug-09	July
Week 32	4-Aug-08	10-Aug-08	August	Week 32	3-Aug-09	9-Aug-09	August
Week 33	11-Aug-08	17-Aug-08	August	Week 33	10-Aug-09	16-Aug-09	August
Week 34	18-Aug-08	24-Aug-08	August	Week 34	17-Aug-09	23-Aug-09	August
Week 35	25-Aug-08	31-Aug-08	August	Week 35	24-Aug-09	30-Aug-09	August
Week 36	1-Sep-08	7-Sep-08	September	Week 36	31-Aug-09	6-Sep-09	September
Week 37	8-Sep-08	14-Sep-08	September	Week 37	7-Sep-09	13-Sep-09	September
Week 38	15-Sep-08	21-Sep-08	September	Week 38	14-Sep-09	20-Sep-09	September
Week 39	22-Sep-08	28-Sep-08	September	Week 39	21-Sep-09	27-Sep-09	September
Week 40	29-Sep-08	5-Oct-08	October	Week 40	28-Sep-09	4-Oct-09	October
Week 41	6-Oct-08	12-Oct-08	October	Week 41	5-Oct-09	11-Oct-09	October
Week 42	13-Oct-08	19-Oct-08	October	Week 42	12-Oct-09	18-Oct-09	October
Week 43	20-Oct-08	26-Oct-08	October	Week 43	19-Oct-09	25-Oct-09	October
Week 44	27-Oct-08	2-Nov-08	October	Week 44	26-Oct-09	1-Nov-09	October
Week 45	3-Nov-08	9-Nov-08	November	Week 45	2-Nov-09	8-Nov-09	November
Week 46	10-Nov-08	16-Nov-08	November	Week 46	9-Nov-09	15-Nov-09	November
Week 47	17-Nov-08	23-Nov-08	November	Week 47	16-Nov-09	22-Nov-09	November
Week 48	24-Nov-08	30-Nov-08	November	Week 48	23-Nov-09	29-Nov-09	November
Week 49	1-Dec-08	7-Dec-08	December	Week 49	30-Nov-09	6-Dec-09	December
Week 50	8-Dec-08	14-Dec-08	December	Week 50	7-Dec-09	13-Dec-09	December
Week 51	15-Dec-08	21-Dec-08	December	Week 51	14-Dec-09	20-Dec-09	December
Week 52	22-Dec-08	28-Dec-08	December	Week 52	21-Dec-09	27-Dec-09	December

**Notes:**

The GTN Garden Centre Bestsellers Garden Products Chart

April 2009 - Ranked by Total Volume Sold Across EPOS Panel

April 2009 Rank by Total Volume Sold	April Last Year Rank by Total Volume Sold	Product description	Barcode	Company	Rank in Top 200 Ave per Garden Centre April 2009
1	New	Gardman Post Light, Stainless Steel Solar Light	5024160180704	Gardman Ltd	1
2	2	Scotts Levington Tomorite 1L	5010272064483	The Scotts Company UK Ltd	3
3	New	Gardman Marker Light Stainless Steel, Singles	5024160180957	Gardman Ltd	5
4	New	Apta Pot Toppers	5022413520093	Apta Terracotta Pottery	10
5	New	Westland Organic Chicken Manure Pellets 3kg	5023377852701	Westland Horticulture	12
6	1	Fito Drip Feeder For Orchids 32ml	8006320027705	Spotless UK	23
7	187	Westland Resolva 24H Ready To Use 1L	5023377851544	Westland Horticulture	22
8	8	Growing Success Advanced Slug Killer 750g	5017406328121	Munro Brands	29
9	New	Arthur Bowers Fish Blood and Bone 1kg	5000363274211	W Sinclair Horticulture Ltd	6
10	7	Bayer Bio Slug & Snail Killer 1kg	5000371052023	Bayer Crop Science Ltd	31
11	New	Scotts Miracle-Gro All Purpose Soluble Plant Food 1kg	5000308210700	The Scotts Company UK Ltd	43
12	32	Scotts Evergreen Complete Spreader Pack 100 sq m	5010272067637	The Scotts Company UK Ltd	38
13	27	Scotts Roundup Fast Action Ready To Use 1L	5017676000284	The Scotts Company UK Ltd	46
14	New	Arthur Bowers Growmore 1kg	5000363274204	W Sinclair Horticulture Ltd	8
15	New	Growing Success Droplet Feeders for Orchids	5017406080036	Munro Brands	14
16	4	Gardman Growbag Cane Frame, pack of 3	5024160073761	Gardman Ltd	45
17	New	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377853128	Westland Horticulture	16
18	183	Gardman Growbag Growhouse	5024160611383	Gardman Ltd	52
19	New	Scotts Evergreen Complete 240 sq m	5010272042023	The Scotts Company UK Ltd	11
20	12	Bayer Baby Bio Original 175ml	50371280	Bayer Crop Science Ltd	67
21	24	Bayer Provado Ultimate Bug Killer, Ready To Use 1L	5000371051774	Bayer Crop Science Ltd	68
22	11	Suttons Rapid Green 1kg	5011567205192	Suttons Consumer Products Ltd	44
23	15	Stewart Standard Seed Tray 38cm	5022938390058	Stewart Plastics Ltd	34
24	New	Gardman Growbag Reusable	5024160091192	Gardman Ltd	13
25	38	Gardman Bamboo Canes (Pre-Bulk) 1.8m, pack of 10	5024160080813	Gardman Ltd	83
26	New	Fito Slug Stoppa 1.65L	5060002361238	Spotless UK	7
27	3	Westland Fish Blood & Bone 3.5kg	5023377845895	Westland Horticulture	75
28	6	Westland Growmore 3.5kg	5023377845857	Westland Horticulture	not in top 200
29	104	Gardman 4 Tier Mini Greenhouse	5024160087102	Gardman Ltd	82
30	67	Gardman Solar Lights, Black	5024160183699	Gardman Ltd	18
31	86	Westland Slug Attack+ Mini Pellets 750g	5023377851797	Westland Horticulture	30
32	30	Bayer Baby Bio Orchid Food 175ml	50371341	Bayer Crop Science Ltd	88
33	74	Gardman Hanging Basket Easy Liner 35cm	5024160051103	Gardman Ltd	93
34	23	Stewart Growbag Tray, black	5022938320055	Stewart Plastics Ltd	71
35	28	Gardman WeedGard 8m x1.5m with 33% Extra Free Black	5024160755964	Gardman Ltd	99
36	New	Arthur Bowers Bone Meal 1kg	5000363276048	W Sinclair Horticulture Ltd	20
37	21	Stewart Standard Gravel Tray, Black 38cm	5022938389052	Stewart Plastics Ltd	60
38	New	Gardman Grow It Raised Bed Green	5024160091345	Gardman Ltd	not in top 200
39	48	Scotts Evergreen Complete Refill 100 sq m	5010272041989	The Scotts Company UK Ltd	69
40	130	Scotts Verdona Extra Ready To Use 800ml	5010272070170	The Scotts Company UK Ltd	124
41	87	Gardman Hanging Basket Easy Liner 30cm	5024160051059	Gardman Ltd	126
42	55	Scotts Miracle-Gro Pour & Feed 1L	5000308600983	The Scotts Company UK Ltd	153
43	25	Scotts RoseClear 3 Gun, 800ml	5010272078671	The Scotts Company UK Ltd	112
44	99	Gardman Hanging Basket Coco Liner 35cm	5024160052100	Gardman Ltd	134
45	New	Westland Lawn Feed Weed Moss Killer Box 100 sq m	5023377844003	Westland Horticulture	103
46	New	Stewart Bio Flower Pot Multi Packs 3 inch, pack of 10	5022939830928	Stewart Plastics Ltd	73
47	52	Sankey Slim Water Store 100L	5012859010777	Sankey Home & Garden	54
48	129	Johnsons Quick Lawn 500g	5055040401411	DLF Trifolium	32
49	New	Westland Make Your Own Compost 3.5kg	5023377849794	Westland Horticulture	87
50	44	Bayer Toprose 1kg	5000371050524	Bayer Crop Science Ltd	164
51	57	Growing Success Cat Repellent 500g	5017406322181	Munro Brands	146
52	72	Scotts Miracle-Gro All Purpose Concentrated Plant Food 1L	5000308601362	The Scotts Company UK Ltd	155
53	New	Gardman Bamboo Canes (Pre-Packed) 1.2m, pack of 20	5024160080356	Gardman Ltd	157
54	64	Gardman Bamboo Canes (Pre-Packed) 90cm, pack of 20	5024160080301	Gardman Ltd	135
55	New	Fito Slug Stoppa Tape Foil 4m	5060002361085	Spotless UK	36
56	New	Stewart Bio Flower Pot Multi Packs 4in Pk 5	5022939831925	Stewart Plastics Ltd	96
57	193	Gardman Bamboo Canes (Pre-Bulk) 2.4m, pack of 10	5024160080912	Gardman Ltd	104
58	New	Greenwash Watering Can 10L Green	4000150721110	Greenwash	173
59	54	Scotts Miracle-Gro Slow Release All Purpose Plant Food 1L	5010272076578	The Scotts Company UK Ltd	156
60	56	Gardman Hanging Basket Fibre Liner, 30cm	5024160060105	Gardman Ltd	110
61	New	Town & Country Ladies Gloves 3 Pair Bonus Pack	5020358005392	Town & Country	not in top 200
62	New	Bayer Multirose Ready To Use 1L	5000371053433	Bayer Crop Science Ltd	140
63	New	Gardman Strawberry Planter Green	5024160091161	Gardman Ltd	141
64	66	Gardman Hanging Basket Coco Liner 30cm	5024160052056	Gardman Ltd	166
65	76	Gardman Hanging Basket Fibre Liner 35cm	5024160060150	Gardman Ltd	129
66	47	Algon Organic Algae Remover Patio Cleaner	5060028700011	Algon Ltd	132
67	New	Westland Lawn Feed And Moss Killer Spreader 100 sq m	5023377846069	Westland Horticulture	158
68	New	Gardman Gloves, Small	5024160410283	Gardman Ltd	49
69	10	Scotts Evergreen Complete 360 sq m + 40 sq m Free	5010272081503	The Scotts Company UK Ltd	189
70	98	Gardman Hanging Basket Easy Liner 40cm	5024160051127	Gardman Ltd	not in top 200
71	53	Bayer Toprose 4kg	5000371051156	Bayer Crop Science Ltd	not in top 200
72	105	Scotts Evergreen Feed & Weed 1L	5010272042597	The Scotts Company UK Ltd	not in top 200
73	New	Growing Success Droplet Feeders for Orchids, 4 Pack	5017406080029	Munro Brands	81
74	61	Sankey Slim Water Butt Stand, Black	5012859010562	Sankey Home & Garden	127
75	19	Westland Lawn & Turf Dressing 25L	5023377844881	Westland Horticulture	176

The GTN Garden Centre Bestsellers Garden Products Chart

April 2009 - Ranked by Total Volume Sold Across EPOS Panel

April 2009 Rank by Total Volume Sold	April Last Year Rank by Total Volume Sold	Product description	Barcode	Company	Rank in Top 200 Ave per Garden Centre April 2009
76	154	Gardman Bamboo Canes (Pre-Packed) 2.1m, pack of 10	5024160080509	Gardman Ltd	94
77	106	Scotts Miracle-Gro Ericaceous Liquid 1L	5010272070743	The Scotts Company UK Ltd	181
78	New	Garden Innovations Growpot	5031970030044	Garden Innovations Ltd	not in top 200
79	New	Bosmere Sweet Pea and Bean Ring	5013554145054	Bosmere Products Limited	41
80	New	Gardman WaterGel 500g	5024160023209	Gardman Ltd	not in top 200
81	63	Westland Fish Blood & Bone 1.5kg	5023377845888	Westland Horticulture	not in top 200
82	New	Scotts Miracle-Gro Organic Fruit and Veg Fertiliser 1L	5010272084702	The Scotts Company UK Ltd	not in top 200
83	9	Johnsons General Purpose Lawn Seed 500g	5055040401251	DLF Trifolium	62
84	New	Westland Aftercut Box 200 sq m	5023377852930	Westland Horticulture	64
85	97	Gardman Fresh Sphagnum Moss Large Pack	5024160041050	Gardman Ltd	191
86	41	Fito Orchid Drip Feeder 5 Pack	5060002360347	Spotless UK	65
87	122	Gardman Gard Stakes 11mm x 120cm	5024160079022	Gardman Ltd	not in top 200
88	New	Gardman Bamboo Canes (Pre-Packed) 1.5m, pack of 10	5024160080400	Gardman Ltd	117
89	New	Gardman Nutrigel Pouch 250g	5024160022172	Gardman Ltd	179
90	93	Suttons 16 x 3 inch Round Peat Pots	5011567211834	Suttons Consumer Products Ltd	154
91	New	Apta Zinc Flared Square Planter, 20cm, Pewter	5022413511732	Apta Terracotta Pottery	119
92	New	Gardman Sphagnum Moss Green Jumbo Pack	5024160041104	Gardman Ltd	120
93	82	Gardman Gard Stakes 8mm x 90cm	5024160079008	Gardman Ltd	not in top 200
94	16	Westland Bonemeal 3.5kg	5023377845918	Westland Horticulture	not in top 200
95	New	Unwins Garden Fertilizer 7kg	5023377853401	Westland Horticulture	194
96	110	Scotts Weedol Gun! Ready To Use 1L	5000308600952	The Scotts Company UK Ltd	not in top 200
97	New	Suttons Rapid Green 500gm	5011567209060	Suttons Consumer Products Ltd	168
98	New	Botanico Let's Grow Tomatoes Upside Down	5016227831063	Solus Garden & Leisure Ltd	not in top 200
99	34	Burgon & Ball Block Paving Brush	5019360005384	Burgon and Ball Ltd	not in top 200
100	New	Apta Zinc Flared Square Planter, 25cm, Pewter	5022413511749	Apta Terracotta Pottery	147
101	114	Gardman Pressure Treated Softwood Tree Stake, Round, 1.2m x 35mm	5024160081667	Gardman Ltd	not in top 200
102	194	Scotts Weedol Max Ready To Use 1L	5010272081039	The Scotts Company UK Ltd	not in top 200
103	88	Westland Lawn Sand 20kg	5023377846939	Westland Horticulture	not in top 200
104	127	Scotts Levington Tomorite 500ml	5010272064469	The Scotts Company UK Ltd	190
105	New	Scotts Pathclear Season Long Ready to Use Gun 1L	5010272078602	The Scotts Company UK Ltd	not in top 200
106	89	Unwins Potato Grow Bag	5000422589140	Unwins Seeds Ltd	not in top 200
107	60	Westland Aftercut Pouch 300 sq m + 1/3 Extra Free	5023377851391	Westland Horticulture	not in top 200
108	192	Gardman Hanging Basket Coco Liner 40cm	5024160052155	Gardman Ltd	not in top 200
109	New	Scotts Slug Clear Advanced Pellets 700g	5010272072655	The Scotts Company UK Ltd	128
110	94	Gardman Pressure Treated Softwood Round Tree Stake 1.5m x 35mm	5024160081681	Gardman Ltd	not in top 200
111	59	Apta Garden Pals - Small Size	5022413513057	Apta Terracotta Pottery	not in top 200
112	New	Apta Terracotta Pot Feet	5022413043264	Apta Terracotta Pottery	not in top 200
113	New	Botanico Moulded Seed Tray	5016227836945	Solus Garden & Leisure Ltd	33
114	New	Scotts Evergreen Complete 360 sq m	5010272078503	The Scotts Company UK Ltd	175
115	58	Yeominis Gripper Gloves	5016227825130	Solus Garden & Leisure Ltd	not in top 200
116	83	Stewart Premium Seed Tray with Holes 38cm Dark Green	5022938375048	Stewart Plastics Ltd	not in top 200
117	113	Westland Growmore 1.5kg	5023377845840	Westland Horticulture	not in top 200
118	33	Scotts Miracle-Gro Slow Release Azalea, Camellia & Rhodo Food 1Kg	5010272076554	The Scotts Company UK Ltd	not in top 200
119	New	Greenwash Watering Can 10L Red	4000150721042	Greenwash	192
120	New	Hozelock Threaded Tap Connector	5010646022804	Hozelock Ltd	not in top 200
121	New	Gardman Groves, medium	5024160410290	Gardman Ltd	97
122	37	Gardman Frostgard 17gsm 8m x 1.5m roll	5024160005229	Gardman Ltd	not in top 200
123	112	Woodlodge Coloured Stones	5021346265170	Woodlodge Products	125
124	153	Stewart Smithy Patio Tub Gun Metal Large	5022938559363	Stewart Plastics Ltd	not in top 200
125	80	Stewart Premium Seed Tray with Holes 20cm Dark Green	5022938302044	Stewart Plastics Ltd	196
126	119	Growing Success Slug Barrier Adhesive Copper Tape	5017406324123	Munro Brands	not in top 200
127	20	Westland Organic Chicken Manure Pellets 7.5kg	5023377848964	Westland Horticulture	not in top 200
128	146	Gardman Gard Stakes 11mm x 150cm	5024160079046	Gardman Ltd	not in top 200
129	90	Yorkshire Flowerpots Medium Ribbed Flowerpot 41cm	5030388533536	Naylor Drainage	40
130	150	Growing Success Advanced Slug Killer 250g	5017406999383	Munro Brands	not in top 200
131	100	Apta Carnival Glazed Egg Pot 28cm	5022413514801	Apta Terracotta Pottery	not in top 200
132	New	Westland Organic Instant Tomato Planter Large	5023377852497	Westland Horticulture	9
133	New	Nortene Tomato Cage	5016227835764	Solus Garden & Leisure Ltd	not in top 200
134	149	Westland Bonemeal 1.5kg	5023377845901	Westland Horticulture	not in top 200
135	26	Gardman Gardedge 1.16m x 0.15m	5024160090270	Gardman Ltd	not in top 200
136	136	Gardman Bamboo Canes (Pre-Bulk) 2.1m - Pack of 10	5024160080868	Gardman Ltd	63
137	75	Town & Country Aqua Sure Ladies Gloves, Orchid	5020358002063	Town & Country	not in top 200
138	117	Apta Zinc Flared Square Planter, 30cm, Pewter	5022413511756	Apta Terracotta Pottery	not in top 200
139	137	Vitax Q4 Fertilizer 2.5kg	5012351090062	Vitax Ltd	not in top 200
140	81	Woodlodge Small Pot Feet	5021346110852	Woodlodge Products	not in top 200
141	123	Bayer Advanced Path Weedkiller 1L	5000371052887	Bayer Crop Science Ltd	not in top 200
142	New	Woodlodge Herb Pot No.2	5021346265408	Woodlodge Products	148
143	New	Gardman Jute Twine 100g Spool	5024160130105	Gardman Ltd	not in top 200
144	New	Phostrogen Plant Food Carton 1 kg	5010273001043	Bayer Crop Science LTD	108
145	143	Oasis Ideal Wet Floral Foam Bricks	5024242700370	Oasis Floral Products	not in top 200
146	New	Town & Country Rigger Gloves, Grey/Orange, 2 Pair Pack	5020358005255	Town & Country	not in top 200
147	84	Tom Chambers Fresh Look Basket Liner, 40cm	5022506012320	Tom Chambers Ltd	118
148	New	Bayer Advanced Lawn Weedkiller 1L	5000371052795	Bayer Crop Science Ltd	not in top 200
149	39	Westland Aftercut Box, 100 sq m	5023377849855	Westland Horticulture	not in top 200
150	New	Town & Country Master Gardener Ladies Gloves	5020358012000	Town & Country	not in top 200

The GTN Garden Centre Bestsellers Garden Products Chart

April 2009 - Ranked by Total Volume Sold Across EPOS Panel

April 2009 Rank by Total Volume Sold	April Last Year Rank by Total Volume Sold	Product description	Barcode	Company	Rank in Top 200 Ave per Garden Centre April 2009
151	148	Stewart Clear Pot 13.5cm	5022938643086	Stewart Plastics Ltd	not in top 200
152	New	Westland Multi Purpose Lawn Seed 20 sq m	5023377851728	Westland Horticulture	95
153	152	Stewart Premium Gravel Tray without Holes 38cm Black	5022938376052	Stewart Plastics Ltd	not in top 200
154	New	Greenwash Watering Can 5L Green	4000150725118	Greenwash	not in top 200
155	91	Bayer Path & Patio Cleaner 2.5L	5000371051224	Bayer Crop Science Ltd	not in top 200
156	5	Scotts Pathclear Season-Long, 6 sachet pack	5010272076660	The Scotts Company UK Ltd	not in top 200
157	New	Scotts Roundup XL Ready To Use 1L	5017676013819	The Scotts Company UK Ltd	not in top 200
158	New	Scotts Miracle-Gro Lawn Feed 1kg	5000308210731	The Scotts Company UK Ltd	not in top 200
159	New	Woodlodge Wildlife Animal Small	5021346275001	Woodlodge Products	174
160	New	Gardman Trough Wall Gothic 75cm	5024160770233	Gardman Ltd	not in top 200
161	New	Gardman Plant Sticks x 25 60cm	5024160080103	Gardman Ltd	not in top 200
162	New	Hozelock Multi Spray Gun with free waterstop	5010646048637	Hozelock Ltd	not in top 200
163	New	Town and Country Ladies Triple Value Pack	5020358005408	Town & Country	not in top 200
164	New	Apta Mixed Malay Pot	5022413511053	Apta Terracotta Pottery	not in top 200
165	78	Westland Growmore 10kg	5023377845864	Westland Horticulture	not in top 200
166	New	Bayer Toprose Stay Fresh 1kg	5000371052412	Bayer Crop Science Ltd	not in top 200
167	New	Apta Malay Mix 26cm	5022413511046	Apta Terracotta Pottery	not in top 200
168	120	Arthur Bowers Growtubes, Pack of 20	5000363967267	W Sinclair Horticulture Ltd	not in top 200
169	96	Tom Chambers Fresh Look Basket Liner, 30cm	5022506012306	Tom Chambers Ltd	144
170	68	Westland Fish Blood & Bone 10kg	5023377846021	Westland Horticulture	not in top 200
171	133	Gardman Heavy Duty Tree Ties 30cm	5024160081926	Gardman Ltd	not in top 200
172	New	Gardman Wall Basket Manger Coco Liner 40cm	5024160052308	Gardman Ltd	not in top 200
173	New	Gardman Bean and Pea Net 6m x 1.7m	5024160660107	Gardman Ltd	not in top 200
174	New	Gardman Bamboo Canes (Pre-Packed) 60cm, pack of 20	5024160080257	Gardman Ltd	195
175	95	Gardman 4 Tier Mini Greenhouse Cover	5024160611345	Gardman Ltd	not in top 200
176	166	Gardman Lawn Edge 9m x 0.9m	5024160090058	Gardman Ltd	not in top 200
177	103	Bayer Glyphosate Ready To Use 1L	5000371050593	Bayer Crop Science Ltd	not in top 200
178	New	Nortene Seed & Cutting Tray	5016227836914	Solus Garden & Leisure Ltd	not in top 200
179	New	Gardman Water Gel Pouch, 125g	5024160023063	Gardman Ltd	not in top 200
180	New	Cuprinol Garden Furniture Teak Oil 1L	5010212476550	ICI	not in top 200
181	71	Tom Chambers Fresh Look Basket Liner, 35cm	5022506012313	Tom Chambers Ltd	159
182	101	Stewart Premium Seed Tray with Holes 22cm Dark Green	5022938333048	Stewart Plastics Ltd	not in top 200
183	New	Gardman Garden Netting 6m x 2m	5024160650108	Gardman Ltd	not in top 200
184	New	Yeoman Carbon Hand Trowel	5016227025011	Solus Garden & Leisure Ltd	not in top 200
185	New	Westland Sulphate of Iron 1.5kg	5023377845925	Westland Horticulture	not in top 200
186	New	Scotts EverGreen Complete Water Smart 80 sq m	5010272084658	The Scotts Company UK Ltd	not in top 200
187	New	Stewart Clear Pot 16cm	5022938644083	Stewart Plastics Ltd	not in top 200
188	New	Gardman Wall Basket Fibre Liner 40cm	5024160060303	Gardman Ltd	not in top 200
189	New	Stewart Clear Saucer 11-18.5cm	5022938647084	Stewart Plastics Ltd	not in top 200
190	161	Stewart Propagator Cover 38cm Clear	5022938377080	Stewart Plastics Ltd	not in top 200
191	New	Gardman Conical Support Rings 26cm x 60cm	5024160074683	Gardman Ltd	not in top 200
192	New	Bayer Phostrogen Tomato Food 2L	5000371052085	Bayer Crop Science LTD	not in top 200
193	New	Scotts Verdona Extra 500ml	5010272070156	The Scotts Company UK Ltd	not in top 200
194	New	Bayer Dithane 945 6 Sachet	5000371001250	Bayer Crop Science Ltd	not in top 200
195	New	Westland Weedbuster 1L	5023377853074	Westland Horticulture	not in top 200
196	New	Scotts Weedol2 6 Sachet	5010272076776	The Scotts Company UK Ltd	not in top 200
197	New	Hozelock Jet Spray Gun	5010646048613	Hozelock Ltd	not in top 200
198	New	Bayer Phostrogen Plant Food 1kg	5010273000152	Bayer Crop Science Ltd	not in top 200
199	New	Bayer Advanced Path Weedkiller Concentrate 6 Sachet	5000371053198	Bayer Crop Science Ltd	not in top 200
200	New	Gardman Multi Liner 0.7m x 0.75m	5024160051165	Gardman Ltd	not in top 200

## The GTN Garden Centre Bestsellers Garden Products Chart

# April 2009 - Ranked by Average Volume Sold Per Centre

April 2009 Rank by Ave volume per Garden Centre	Product description	Barcode	Company	Rank in Top 200 Total Volume April 2009
1	Gardman Post Light, Stainless Steel Solar Light	5024160180704	Gardman Ltd	1
2	Bosmere Coco Liner 30cm	5013554065000	Bosmere Products Limited	not in top 200
3	Scotts Levington Tomorite 1L	5010272064483	The Scotts Company UK Ltd	2
4	Bosmere Coco Liner 35cm	5013554065109	Bosmere Products Limited	not in top 200
5	Gardman Marker Light Stainless Steel, Singles	5024160180957	Gardman Ltd	3
6	Arthur Bowers Fish Blood and Bone 1kg	5000363274211	W Sinclair Horticulture Ltd	9
7	Fito Slug Stoppa 1.65L	5060002361238	Spotless UK	26
8	Arthur Bowers Growmore 1kg	5000363274204	W Sinclair Horticulture Ltd	14
9	Westland Organic Instant Tomato Planter Large	5023377852497	Westland Horticulture	132
10	Apta Pot Toppers	5022413520093	Apta Terracotta Pottery	4
11	Scotts Evergreen Complete 240 sq m	5010272042023	The Scotts Company UK Ltd	19
12	Westland Organic Chicken Manure Pellets 3kg	5023377852701	Westland Horticulture	5
13	Gardman Growbag Reusable	5024160091192	Gardman Ltd	24
14	Growing Success Droplet Feeders for Orchids	5017406080036	Munro Brands	15
15	Peacock Standard Stake 100cm	702633091027	Peacock Garden Supports	not in top 200
16	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377853128	Westland Horticulture	17
17	Fito Slug Stopper 3.65L	5060002361245	Spotless UK	not in top 200
18	Gardman Solar Lights, Black	5024160183699	Gardman Ltd	30
19	Arthur Bowers Organic Poultry Manure 7.5kg	5000363265196	W Sinclair Horticulture Ltd	not in top 200
20	Arthur Bowers Bone Meal 1kg	5000363276048	W Sinclair Horticulture Ltd	36
21	Gardman Raised Bed	5024160091345	Gardman Ltd	not in top 200
22	Westland Resolva 24H Ready To Use 1L	5023377851544	Westland Horticulture	7
23	Fito Drip Feeder For Orchids 32ml	8006320027705	Spotless UK	6
24	Bosmere Coco Liner 40cm	5013554065208	Bosmere Products Limited	not in top 200
25	Plantpak Injection Moulded Gravel Tray	5012029410215	Solus Garden & Leisure Ltd	not in top 200
26	Growing Success Advanced Slug Killer 750g	5017406328008	Munro Brands	not in top 200
27	Arthur Bowers Plastic Pot 9cm	5000363980303	W Sinclair Horticulture Ltd	not in top 200
28	Westland Tomato Concentrated Plant Food 1L	5023377844898	Westland Horticulture	not in top 200
29	Growing Success Advanced Slug Killer 750g	5017406328121	Munro Brands	8
30	Westland Slug Attack+ Mini Pellets 750g	5023377851797	Westland Horticulture	31
31	Bayer Bio Slug & Snail Killer 1kg	5000371052023	Bayer Crop Science Ltd	10
32	Johnsons Quick Lawn 500g	5055040401411	DLF Trifolium	48
33	Botanico Moulded Seed Tray	5016227836945	Solus Garden & Leisure Ltd	113
34	Stewart Standard Seed Tray 38cm	5022938390058	Stewart Plastics Ltd	23
35	Phostrogen Slow Release Clusters	5000371052207	Bayer Crop Science LTD	not in top 200
36	Fito Slug Stoppa Tape Foil 4m	5060002361085	Spotless UK	55
37	Peacock Plant Stakes 90cm	702633141029	Peacock Garden Supports	not in top 200
38	Scotts Evergreen Complete Spreader Pack 100 sq m	5010272067637	The Scotts Company UK Ltd	12
39	Scotts Evergreen Multi Purpose Patch Pack 250g	5010272065305	The Scotts Company UK Ltd	not in top 200
40	Yorkshire Flowerpots Medium Ribbed Flowerpot 41cm	5030388533536	Naylor Drainage	129
41	Bosmere Sweet Pea and Bean Ring	5013554145054	Bosmere Products Limited	79
42	Bosmere Designer Plant Stake 91cm	5013554105003	Bosmere Products Limited	not in top 200
43	Scotts Miracle-Gro All Purpose Soluble Plant Food 1kg	5000308210700	The Scotts Company UK Ltd	11
44	Suttons Rapid Green 1kg	5011567205192	Suttons Consumer Products Ltd	22
45	Gardman Growbag Cane Frame, pack of 3	5024160073761	Gardman Ltd	16
46	Scotts Roundup Fast Action Ready To Use 1L	5017676000284	The Scotts Company UK Ltd	13
47	Phostrogen Swellgel 300g for the price of 250g	5024939202507	Bayer Crop Science Ltd	not in top 200
48	Vitax Bonemeal 1.25kg	5012351056105	Vitax Ltd	not in top 200
49	Gardman Gloves, small	5024160410283	Gardman Ltd	68
50	Vitax Growmore 1.25kg	5012351071214	Vitax Ltd	not in top 200
51	Gardman Wicker Hanging Basket	5024160021885	Gardman Ltd	not in top 200
52	Gardman Growbag Growhouse	5024160611383	Gardman Ltd	18
53	Vitax Blood Fish Bone 1.25kg	5012351057102	Vitax Ltd	not in top 200
54	Sankey Slim Water Store 100L	5012859010777	Sankey Home & Garden	47
55	BSH Family Lawn Seed 250g	5027784000304	British Seed Houses	not in top 200
56	Arthur Bowers Fyba Round Peat Pot 6cm	5000363966765	W Sinclair Horticulture Ltd	not in top 200
57	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377852978	Westland Horticulture	not in top 200
58	Nortene Pulp Liner 12 inch	3183640011128	Nortene	not in top 200
59	Scotts Natural Bug Killer Ready To Use 750ml	5010272070781	The Scotts Company UK Ltd	not in top 200
60	Stewart Standard Gravel Tray, Black 38cm	5022938389052	Stewart Plastics Ltd	37
61	Westland Organic Chicken Manure Pellets 10kg	5023377844614	Westland Horticulture	not in top 200
62	Johnsons General Purpose Lawn Seed 500g	5055040401251	DLF Trifolium	83
63	Gardman Bamboo Canes (Pre-Bulk) 2.1m - Pack of 10	5024160080868	Gardman Ltd	136
64	Westland Aftercut Box 200 sq m	5023377852930	Westland Horticulture	84
65	Fito Orchid Drip Feeder 5 Pack	5060002360347	Spotless UK	86
66	Scotts Evergreen Multi Purpose Grass Seed 625gm	5010272071078	The Scotts Company UK Ltd	not in top 200
67	Bayer Baby Bio Original 175ml	50371280	Bayer Crop Science Ltd	20
68	Bayer Provado Ultimate Bug Killer, Ready To Use 1L	5000371051774	Bayer Crop Science Ltd	21
69	Scotts Evergreen Complete Refill 100 sq m	5010272041989	The Scotts Company UK Ltd	39
70	Nortene Moss Look Liner 12 inch Round	5016227836396	Solus Garden & Leisure Ltd	not in top 200
71	Stewart Growbag Tray, Black	5022938320055	Stewart Plastics Ltd	34
72	Westland Multi Purpose Lawn Seed 5 sq m	5023377849923	Westland Horticulture	not in top 200
73	Stewart Bio Flower Pot Multi Packs 3 inch, pack of 10	5022939830928	Stewart Plastics Ltd	46
74	Arthur Bowers Fyba Round Peat Pot 8cm	5000363966727	W Sinclair Horticulture Ltd	not in top 200
75	Westland Fish Blood & Bone 3.5kg	5023377845895	Westland Horticulture	27

# The GTN Garden Centre Bestsellers Garden Products Chart

## April 2009 - Ranked by Average Volume Sold Per Centre

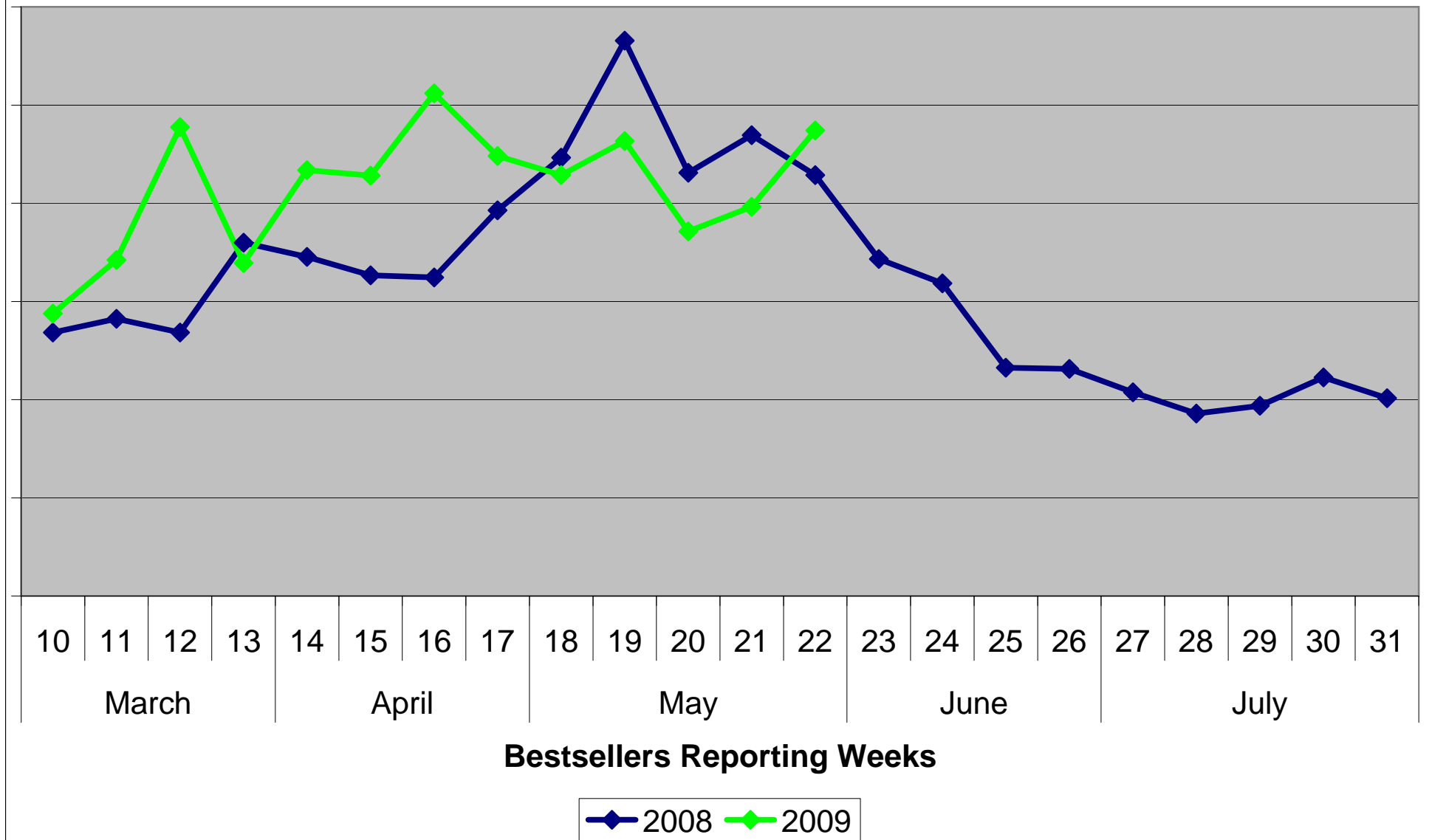
April 2009 Rank by Ave volume per Garden Centre	Product description	Barcode	Company	Rank in Top 200 Total Volume April 2009
76	Bosmere Propagator Lid	5013554143159	Bosmere Products Limited	not in top 200
77	Hozelock Spraymist 550ml Blue	5010646043236	Hozelock Ltd	not in top 200
78	Westland Growmore 3.5kg	5023377845857	Westland Horticulture	not in top 200
79	Scotts Miracle-Gro Ericaceous 500g	50308590	The Scotts Company UK Ltd	not in top 200
80	Peacock Circular Grid Support 50cm	702633092857	Peacock Garden Supports	not in top 200
81	Growing Success Droplet Feeders for Orchids, 4 Pack	5017406080029	Munro Brands	73
82	Gardman 4 Tier Mini Greenhouse	5024160087102	Gardman Ltd	29
83	Gardman Bamboo Canes (Pre-Bulk) 1.8m, pack of 10	5024160080813	Gardman Ltd	25
84	Bosmere Jute Garden Twine 250g	5013554141100	Bosmere Products Limited	not in top 200
85	TSR Plastics B.Line Terrace Planter Terracotta 60cm	5016684093295	TSR Plastics	not in top 200
86	Gardena Adjustable Spray Nozzle	4078500294188	Gardena	not in top 200
87	Westland Make Your Own Compost 3.5kg	5023377849794	Westland Horticulture	49
88	Bayer Baby Bio Orchid Food 175ml	50371341	Bayer Crop Science Ltd	32
89	Bosmere Seed Tray Inserts (24 Cells)	5013554143050	Bosmere Products Limited	not in top 200
90	Peacock Standard Stake 75cm	702633091010	Peacock Garden Supports	not in top 200
91	Nortene Standard Hanging Basket 14 inch Round	3183640010978	Nortene	not in top 200
92	Nortene Pulp Liner 14 inch	3183640011135	Nortene	not in top 200
93	Gardman Hanging Basket Easy Liner 35cm	5024160051103	Gardman Ltd	33
94	Gardman Bamboo Canes (Pre-Packed) 2.1m, pack of 10	5024160080509	Gardman Ltd	76
95	Westland Multi Purpose Lawn Seed (1/3 extra free) 20 sq m	5023377851728	Westland Horticulture	152
96	Stewart Bio Flower Pot Multi Packs 4in Pk 5	5022939831925	Stewart Plastics Ltd	56
97	Gardman Gloves, Medium	5024160410290	Gardman Ltd	121
98	Adorn Scots Pine Clock & Thermometer Pack 20cm	5045300901218	Solus Garden & Leisure Ltd	not in top 200
99	Gardman WeedGard 8m x1.5m with 33% Extra Free Black	5024160755964	Gardman Ltd	35
100	Arthur Bowers Plastic Pots 7cm	5000363980327	W Sinclair Horticulture Ltd	not in top 200
101	Vitax Nippon Puffer 300g	5012042143008	Vitax Ltd	not in top 200
102	Gardman Fibre Pots - 6cm Round Value Pack	5012122001105	Gardman Ltd	not in top 200
103	Westland Lawn Feed Weed Moss Killer Box 100 sq m	5023377844003	Westland Horticulture	45
104	Gardman Bamboo Canes (Pre-Bulk) 2.4m, pack of 10	5024160080912	Gardman Ltd	57
105	Gardman Pre-Bulk Bamboo 2ft	5024160080608	Gardman Ltd	not in top 200
106	Nortene Sun Tunnel Display Box	7290010027415	Solus Garden & Leisure Ltd	not in top 200
107	Sankey Pot Pack 10cm Terracotta	5012859001348	Sankey Home & Garden	not in top 200
108	Phostrogen Plant Food Carton 1 kg	5010273001043	Bayer Crop Science LTD	144
109	Vitax Growmore 2.5kg	5012351072471	Vitax Ltd	not in top 200
110	Gardman Hanging Basket Fibre Liner, 30cm	5024160060105	Gardman Ltd	60
111	Westland Fast Acting Lawn Seed 15 sq m	5023377849909	Westland Horticulture	not in top 200
112	Scotts RoseClear 3 Gun, 800ml	5010272078671	The Scotts Company UK Ltd	43
113	Peacock Plant Stakes 120cm	702633141036	Peacock Garden Supports	not in top 200
114	Bosmere Designer Plant Stake 135cm	5013554105102	Bosmere Products Limited	not in top 200
115	Bosmere Jute Garden Twine 100g	5013554141056	Bosmere Products Limited	not in top 200
116	Gardeco Cushion Tree Tie 45cm	5031599000039	Gardeco Limited	not in top 200
117	Gardman Bamboo Canes (Pre-Packed) 1.5m, pack of 10	5024160080400	Gardman Ltd	88
118	Tom Chambers Fresh Look Basket Liner, 40cm	5022506012320	Tom Chambers Ltd	147
119	Apta Zinc Flared Square Planter, 20cm, Pewter	5022413511732	Apta Terracotta Pottery	91
120	Gardman Sphagnum Moss Green Jumbo Pack	5024160041104	Gardman Ltd	92
121	Arthur Bowers Fyba Round Peat Pot 7cm	5000363966741	W Sinclair Horticulture Ltd	not in top 200
122	BSH Family Lawn Seed 500 gm	5027784000311	British Seed Houses	not in top 200
123	BSH Shaded Lawn Seed 250 gm	5027784000908	British Seed Houses	not in top 200
124	Scotts Verdone Extra Ready To Use 800ml	5010272070170	The Scotts Company UK Ltd	40
125	Woodlodge Coloured Stones	5021346265170	Woodlodge Products	123
126	Gardman Hanging Basket Easy Liner 30cm	5024160051059	Gardman Ltd	41
127	Sankey Slim Water Butt Stand, Black	5012859010562	Sankey Home & Garden	74
128	Scotts Slug Clear Advanced Pellets 700g	5010272072655	The Scotts Company UK Ltd	109
129	Gardman Hanging Basket Fibre Liner 35cm	5024160060150	Gardman Ltd	65
130	Arthur Bowers Lawn Dressing 25L	5000363168275	W Sinclair Horticulture Ltd	not in top 200
131	Nortene Wire Hanging Basket 30cm	3183640010961	Nortene	not in top 200
132	Algon Organic Algae Remover Patio Cleaner	5060028700011	Algon Ltd	66
133	Botanico Cloche Hoop Medium	5016227832299	Solus Garden & Leisure Ltd	not in top 200
134	Gardman Hanging Basket Coco Liner 35cm	5024160052100	Gardman Ltd	44
135	Gardman Bamboo Canes (Pre-Packed) 90cm, pack of 20	5024160080301	Gardman Ltd	54
136	Phostrogen Feed Weed & Mosskiller 2 100 sq m Carton	5000371053051	Bayer Crop Science LTD	not in top 200
137	Sankey Pot Pack 9cm Terracotta	5012859001331	Sankey Home & Garden	not in top 200
138	Botanico Gravel Trays	5016227836907	Solus Garden & Leisure Ltd	not in top 200
139	Town & Country Ladies Gloves 3 Pair Bonus Pack	5020358005392	Town & Country	not in top 200
140	Bayer Multirose Ready To Use 1L	5000371053433	Bayer Crop Science LTD	62
141	Gardman Strawberry Planter Green	5024160091161	Gardman Ltd	63
142	Scotts Miracle-Gro Plant Feed 500g	50308583	The Scotts Company UK Ltd	not in top 200
143	Bosmere Coco Wall Liner 40cm	5013554065307	Bosmere Products Limited	not in top 200
144	Tom Chambers Fresh Look Basket Liner, 30cm	5022506012306	Tom Chambers Ltd	169
145	Scotts Pathclear Gun! Season Long Ready To Use 1L	5000308601140	The Scotts Company UK Ltd	not in top 200
146	Growing Success Cat Repellent 500g	5017406322181	Munro Brands	51
147	Apta Zinc Flared Square Planter, 25cm, Pewter	5022413511749	Apta Terracotta Pottery	100
148	Woodlodge Herb Pot No.2	5021346265408	Woodlodge Products	142
149	Westland Lawn Seed Repair Kit 15 sq m	5023377843457	Westland Horticulture	not in top 200
150	Nortene Mesh Look Liner 14 inch Round	5016227836402	Solus Garden & Leisure Ltd	not in top 200

# The GTN Garden Centre Bestsellers Garden Products Chart

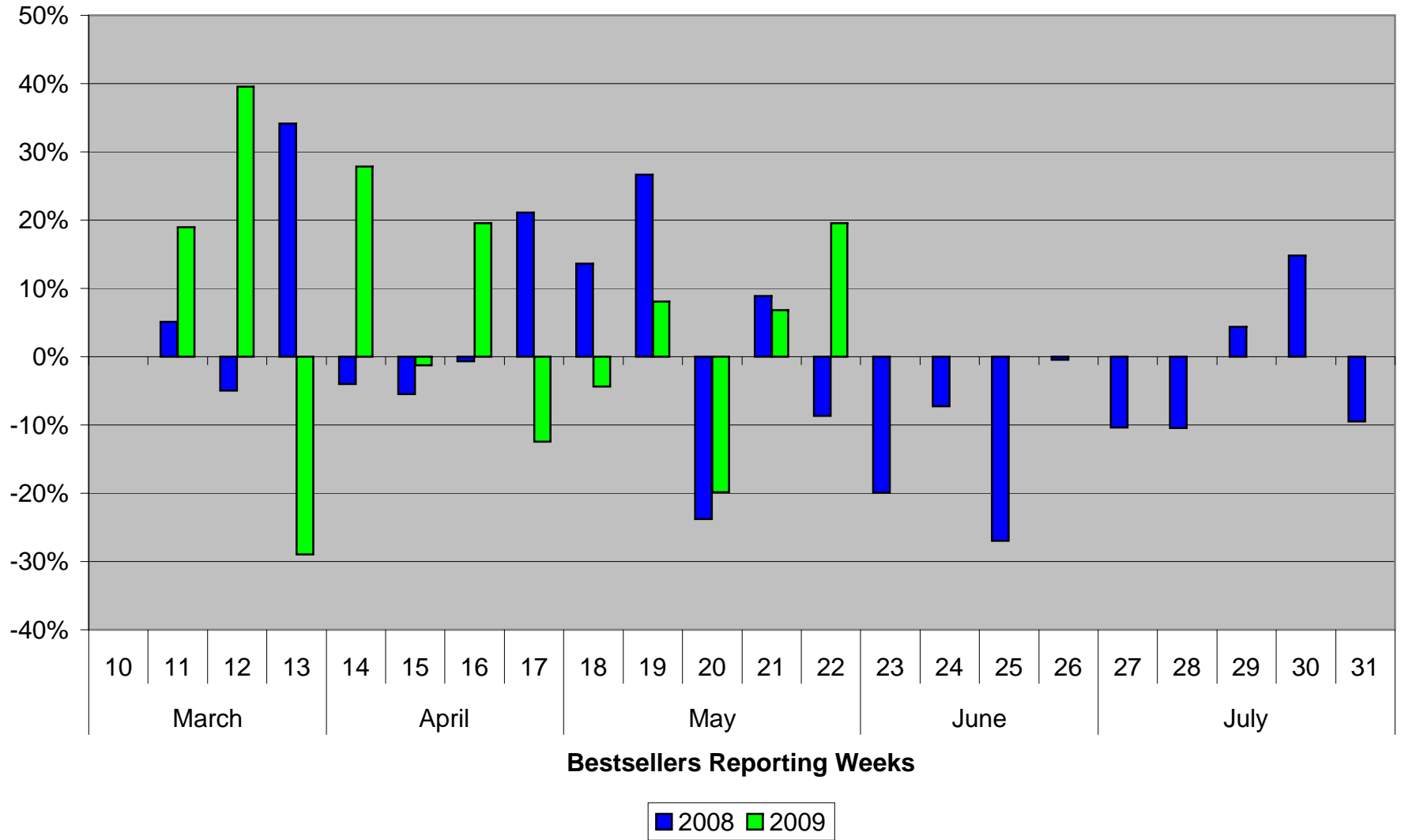
## April 2009 - Ranked by Average Volume Sold Per Centre

April 2009 Rank by Ave volume per Garden Centre	Product description	Barcode	Company	Rank in Top 200 Total Volume April 2009
151	Formoss Sphagnum Moss Large Pack	5023873000125	Formoss	not in top 200
152	Phostrogen Swellgel Carton 500g	5024939501006	Bayer Crop Science LTD	not in top 200
153	Scotts Miracle-Gro Pour & Feed 1L	5000308600983	The Scotts Company UK Ltd	42
154	Suttons 16 x 3 inch Round Peat Pots	5011567211834	Suttons Consumer Products Ltd	90
155	Scotts Miracle-Gro All Purpose Concentrated Plant Food 1L	5000308601362	The Scotts Company UK Ltd	52
156	Scotts Miracle-Gro Slow Release All Purpose Plant Food 1L	5010272076578	The Scotts Company UK Ltd	59
157	Gardman Bamboo Canes (Pre-Packed) 1.2m, pack of 20	5024160080356	Gardman Ltd	53
158	Westland Lawn Feed And Moss Killer Spreader 100 sq m	5023377846069	Westland Horticulture	67
159	Tom Chambers Fresh Look Basket Liner, 35cm	5022506012313	Tom Chambers Ltd	181
160	Garotta Compost Maker 3kg	5000363010086	W Sinclair Horticulture Ltd	not in top 200
161	Bosmere Snip And Twist 3.5mm X 50m	5013554141759	Bosmere Products Limited	not in top 200
162	BSH Lawn Restorer Kit with Ryegrass 1.5 kg	5027784001523	British Seed Houses	not in top 200
163	Bayer Supergreen Feed Weed & Mosskiller 50 sq m	5000371051705	Bayer Crop Science Ltd	not in top 200
164	Bayer Toprose 1kg	5000371050524	Bayer Crop Science Ltd	50
165	Scotts Roseclear Ready To Use 800ml	5000308601225	The Scotts Company UK Ltd	not in top 200
166	Gardman Hanging Basket Coco Liner 30cm	5024160052056	Gardman Ltd	64
167	Nortene Cloche Hoop Large	5016227832305	Solus Garden & Leisure Ltd	not in top 200
168	Suttons Rapid Green 500gm	5011567209060	Suttons Consumer Products Ltd	97
169	Westland Feed All Slow Release 1kg	5023377852718	Westland Horticulture	not in top 200
170	Westland Feed All Slow Release Tablet Pouch 20 Tablets	5023377851377	Westland Horticulture	not in top 200
171	TSR Plastics B.Line Lions Feet Terracotta	5016684094001	TSR Plastics	not in top 200
172	Cadix Wide Flare III Zinc Planter	5055181807103	Cadix (UK) Ltd	not in top 200
173	Greenwash Watering Can 10L Green	4000150721110	Greenwash	58
174	Woodlodge Wildlife Animal Small	5021346275001	Woodlodge Products	159
175	Scotts Evergreen Complete 360 sq m	5010272078503	The Scotts Company UK Ltd	114
176	Westland Lawn & Turf Dressing 25L	5023377844881	Westland Horticulture	75
177	Apta Pot Standard 11cm	5022413029244	Apta Terracotta Pottery	not in top 200
178	Stewart Premium Seed Tray with Holes 38cm Dark Green	5022938375048	Stewart Plastics Ltd	not in top 200
179	Gardman Nutrigel Pouch 250g	5024160022172	Gardman Ltd	89
180	Plantpak Injection Moulded Standard Seed Tray	5012029410017	Solus Garden & Leisure Ltd	not in top 200
181	Scotts Miracle-Gro Ericaceous Liquid 1L	5010272070743	The Scotts Company UK Ltd	77
182	Arthur Bowers New Horizon Slug Barrier 3	5000363001336	W Sinclair Horticulture Ltd	not in top 200
183	Bosmere Galvanised Wire 1.6mm x 30m	5013554141650	Bosmere Products Limited	not in top 200
184	Degrea Large Pot Feet Terracotta Piedino 8cm	8027284001457	Degrea	not in top 200
185	Bosmere Kneeler 38cm x 20cm	5013554071223	Bosmere Products Limited	not in top 200
186	Gardman Potato Tub	5024160091185	Gardman Ltd	not in top 200
187	Bosmere Seed Trays Pack of 5	5013554143005	Bosmere Products Limited	not in top 200
188	Bosmere Windowsill Greenhouse	5013554143258	Bosmere Products Limited	not in top 200
189	Scotts Evergreen Complete 360 sq m + 40 sq m Free	5010272081503	The Scotts Company UK Ltd	69
190	Scotts Levington Tomorite 500ml	5010272064469	The Scotts Company UK Ltd	104
191	Gardman Fresh Sphagnum Moss Large Pack	5024160041050	Gardman Ltd	85
192	Nortene Pulp Liner 16 inch Wall	3183640011166	Nortene	119
193	Mims Spring Pot 32cm x 27cm	5020189341737	Mims Pottery	not in top 200
194	Unwins Garden Fertilizer 7kg	5023377853401	Westland Horticulture	95
195	Gardman Bamboo Canes (Pre-Packed) 60cm, pack of 20	5024160080257	Gardman Ltd	174
196	Stewart Premium Seed Tray with Holes 20cm Dark Green	5022938302044	Stewart Plastics Ltd	125
197	Bayer Mini Slug Pellets 400g	5000371052030	Bayer Crop Science Ltd	not in top 200
198	Westland Lawn Refresh 20 sq m	5023377852947	Westland Horticulture	not in top 200
199	Vitax Growmore 5kg	5012351072488	Vitax Ltd	not in top 200
200	Bosmere Designer Plant Stake 180cm	5013554105201	Bosmere Products Limited	not in top 200

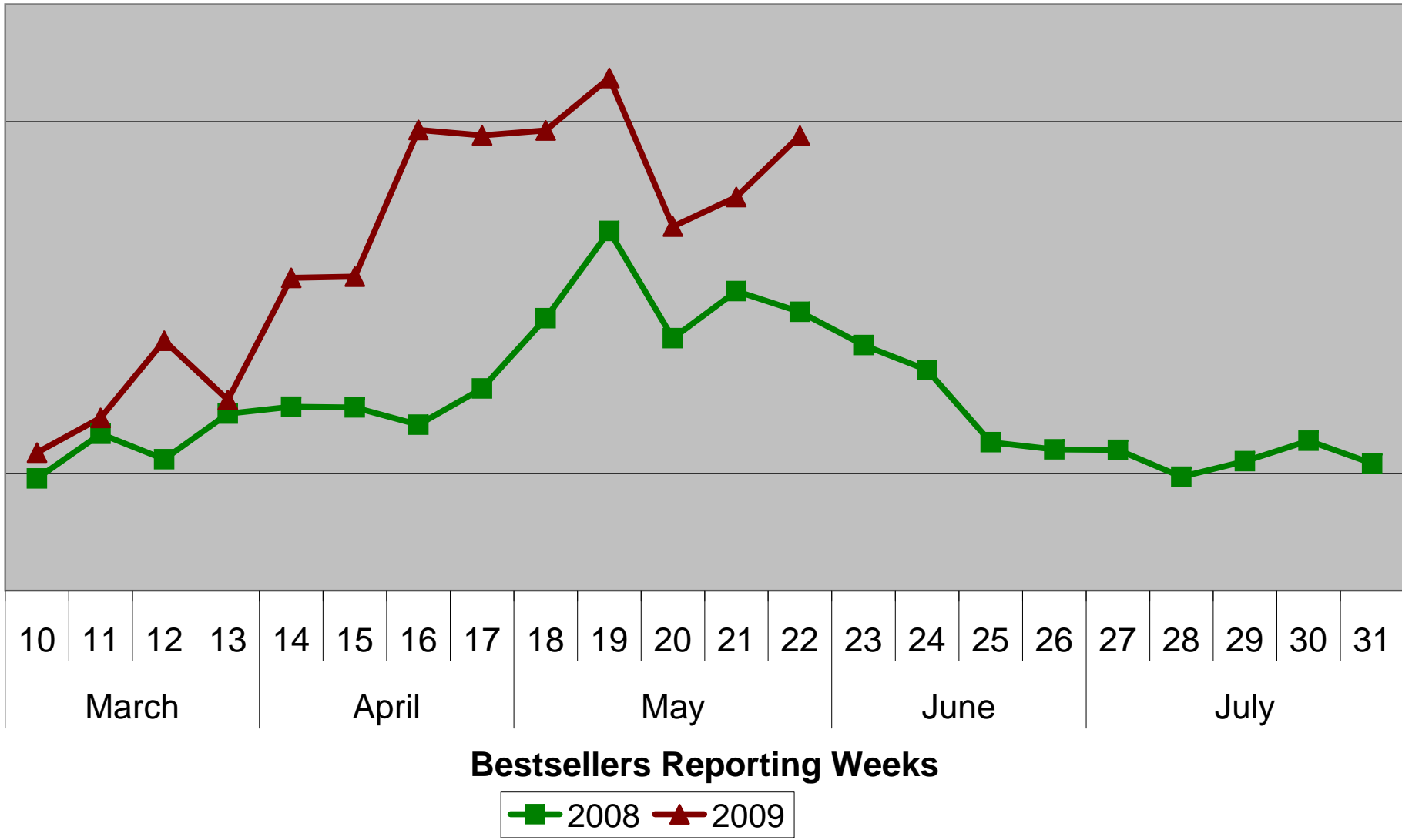
## G.R.I.D Garden Centre Database Total Sales Volume



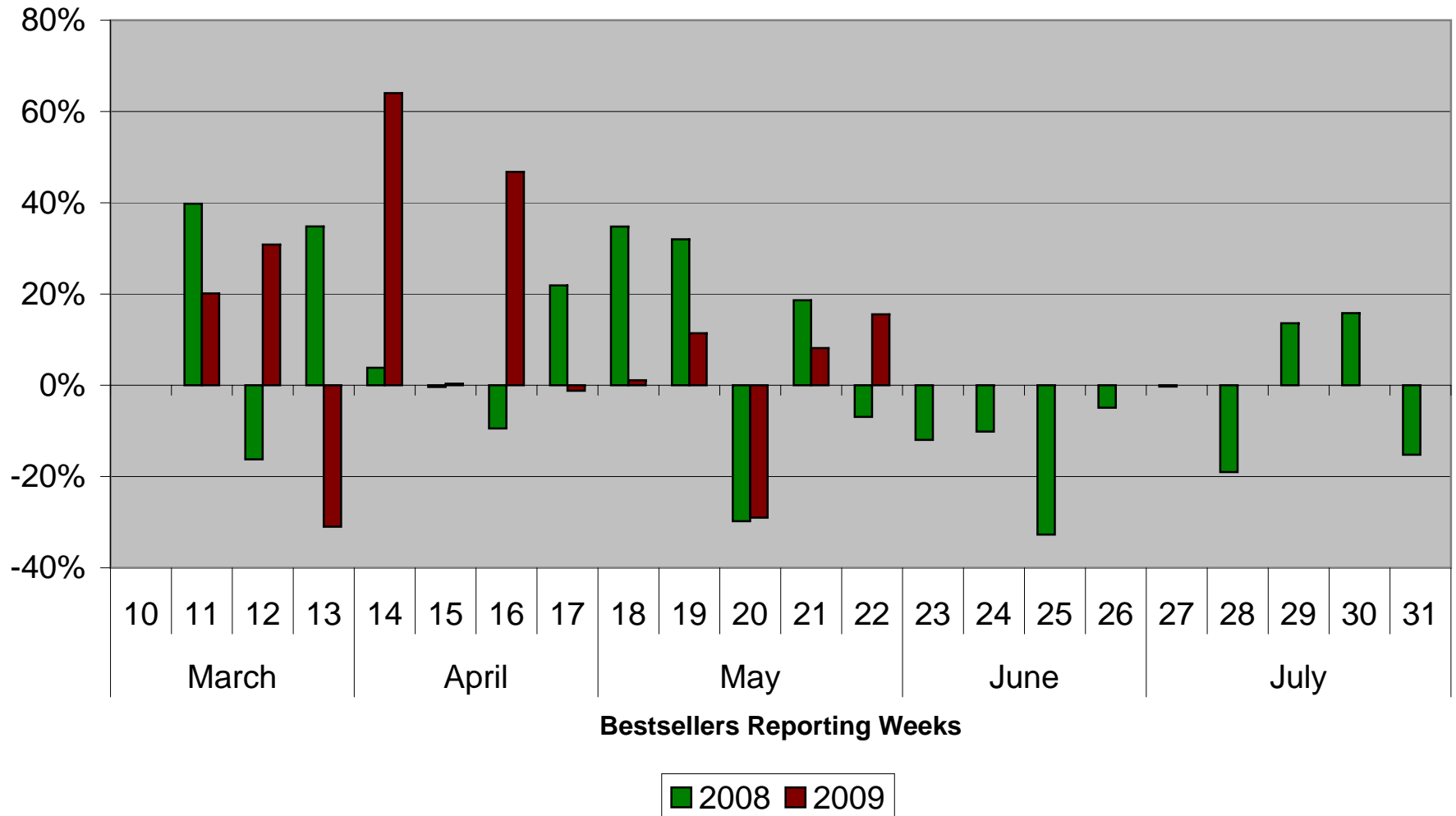
## G.R.I.D Total Volume Sales Percentage Rise and Fall 2008 vs 2009



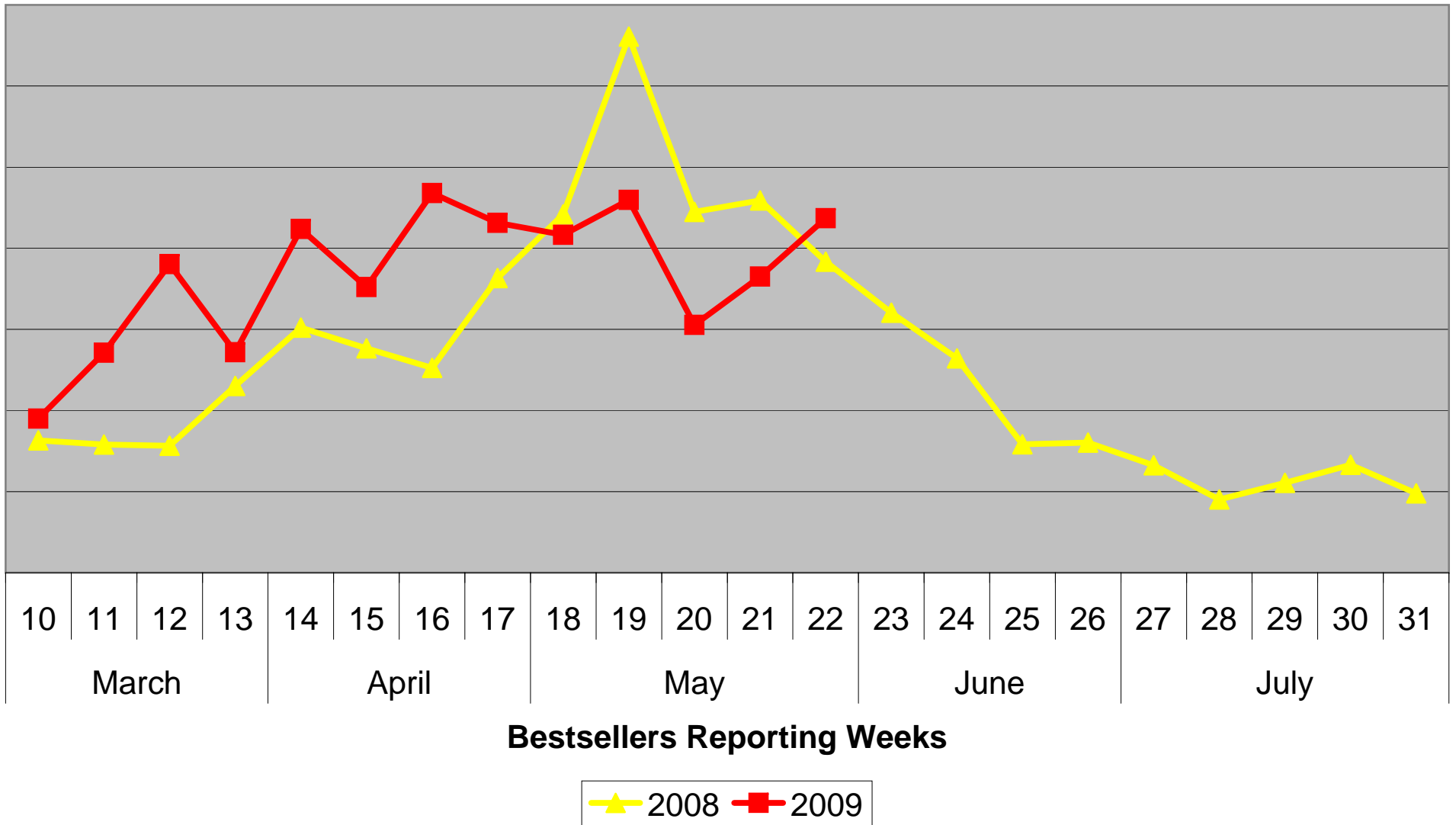
## GTN Garden Centre Bestsellers Garden Products Top 50 Sales Volume



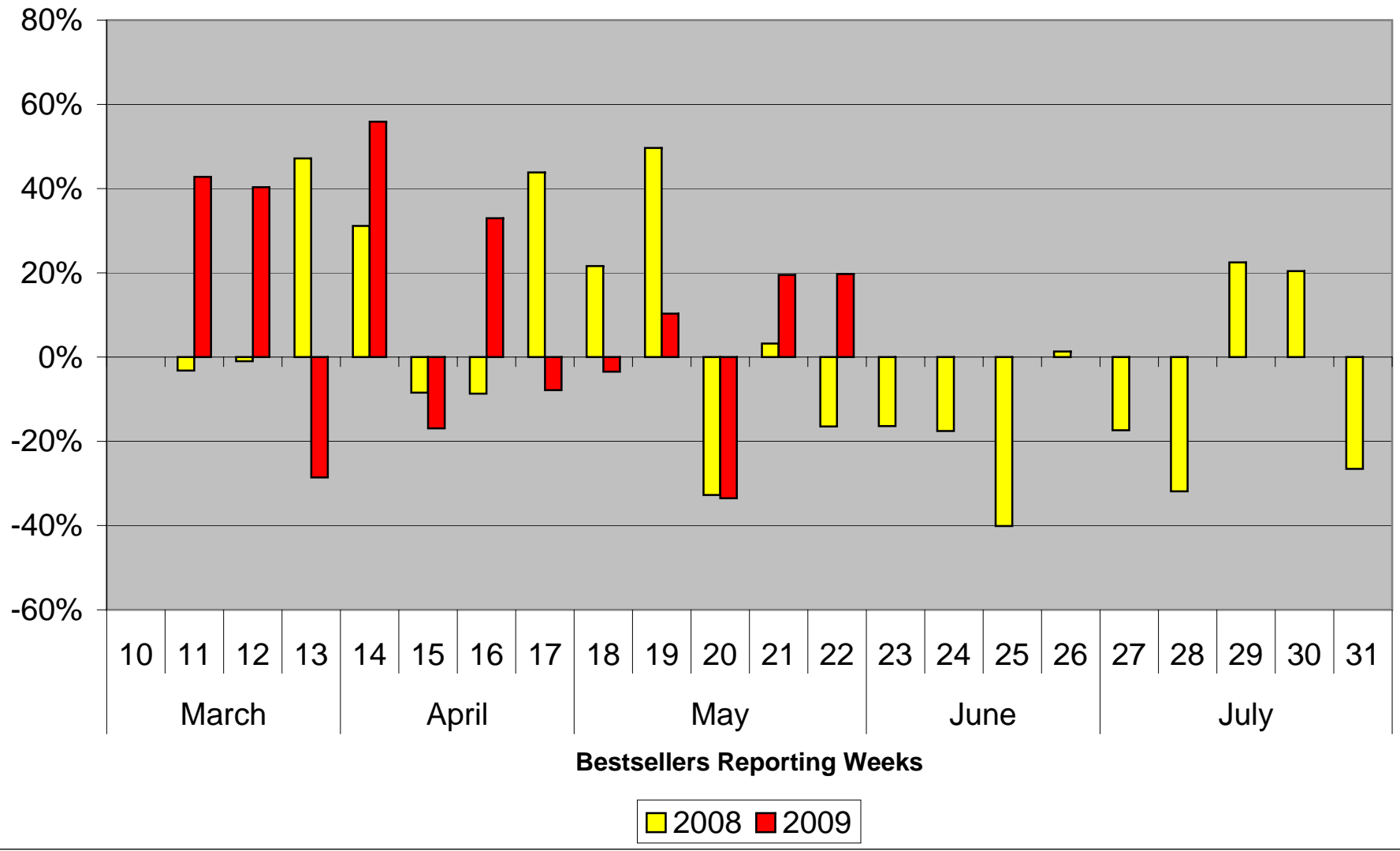
## Garden Products Chart Top 50 Percentage Rise and Fall 2008 vs 2009



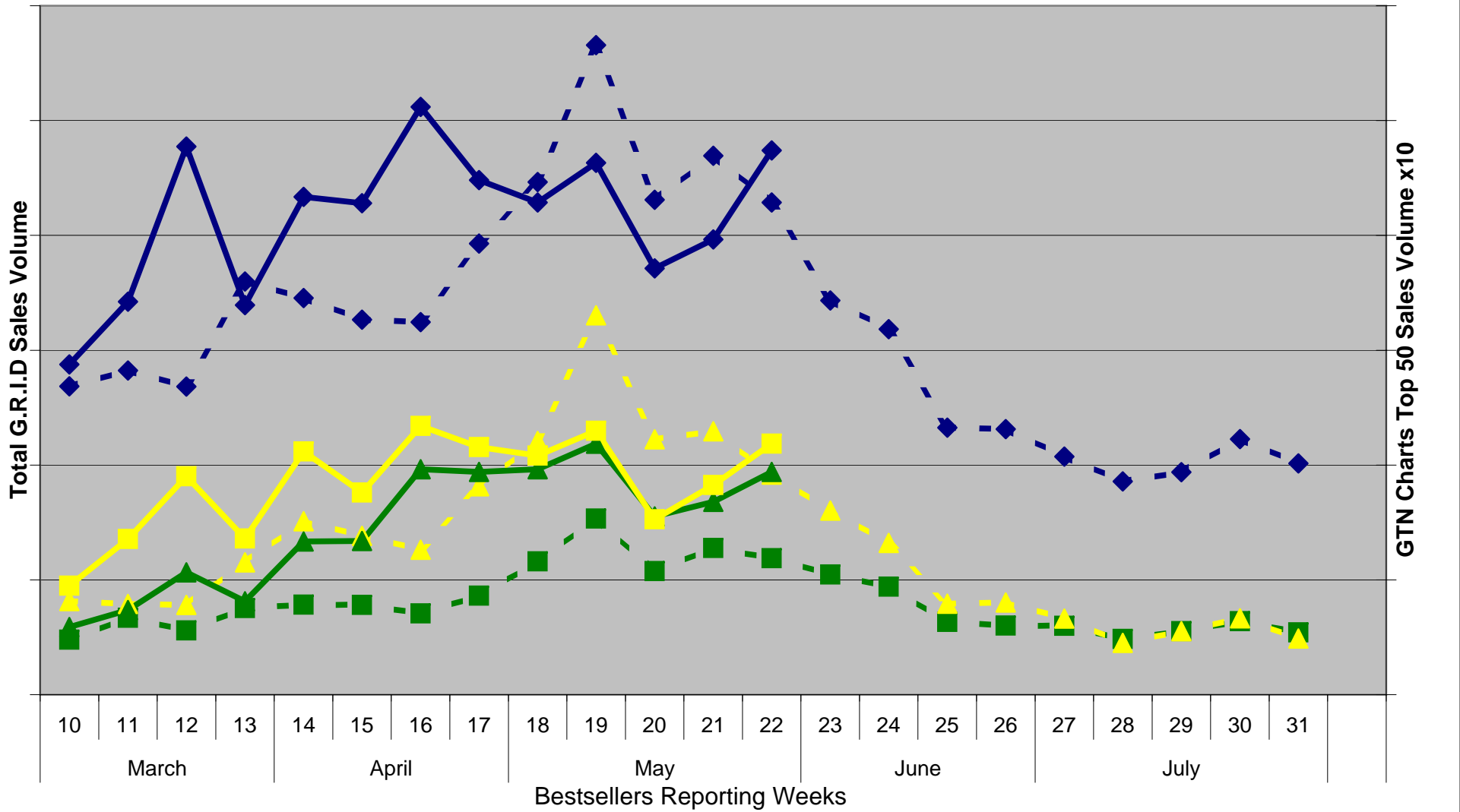
## GTN Garden Centre Bestsellers Growing Media Top 50 Sales Volume



## Growing Media Chart Top 50 Percentage Rise and Fall 2008 vs 2009



# Sales Volume Trend Comparisons 2008-2009



## The GTN Garden Centre Bestsellers Lawncare Chart

### April 2009 - Ranked by Total Volume Sold Across EPOS Panel

April 2009 Rank by Total Volume Sold	April Last Year Rank by Total Volume Sold	Product description	Barcode	Company	Ave per Garden Centre Ranking April 2009
1	7	Scotts Evergreen Complete Spreader Pack 100 sq m	5010272067637	The Scotts Company UK Ltd	4
2	47	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377853128	Westland Horticulture	2
3	34	Scotts Evergreen Complete 240 sq m	5010272042023	The Scotts Company UK Ltd	1
4	3	Suttons Rapid Green 1kg	5011567205192	Suttons Consumer Products Ltd	6
5	11	Scotts Evergreen Complete Refill 100 sq m	5010272041989	The Scotts Company UK Ltd	11
6	New	Westland Lawn Feed Weed Moss Killer Box 100 sq m	5023377844003	Westland Horticulture	14
7	18	Johnsons Quick Lawn 500g	5055040401411	DLF Trifolium	3
8	33	Westland Lawn Feed And Moss Killer Spreader 100 sq m	5023377846069	Westland Horticulture	21
9	2	Scotts Evergreen Complete 360 sq m + 40 sq m Free	5010272081503	The Scotts Company UK Ltd	26
10	16	Scotts Evergreen Feed & Weed 1L	5010272042597	The Scotts Company UK Ltd	27
11	5	Westland Lawn & Turf Dressing 25L	5023377844881	Westland Horticulture	25
12	1	Johnsons General Purpose Lawn Seed 500g	5055040401251	DLF Trifolium	9
13	28	Suttons Rapid Green 500gm	5011567209060	Suttons Consumer Products Ltd	23
14	15	Westland Lawn Sand 20kg	5023377846939	Westland Horticulture	34
15	13	Westland Aftercut Pouch 300 sq m + 1/3 Extra Free	5023377851391	Westland Horticulture	35
16	New	Scotts Evergreen Complete 360 sq m	5010272078503	The Scotts Company UK Ltd	24
17	25	Bayer Advanced Lawn Weedkiller 1L	5000371052795	Bayer Crop Science Ltd	28
18	9	Westland Aftercut Box, 100 sq m	5023377849855	Westland Horticulture	38
19	44	Westland Multi Purpose Lawn Seed 20 sq m	5023377851728	Westland Horticulture	13
20	24	Scotts Miracle-Gro Lawn Feed 1kg	5000308210731	The Scotts Company UK Ltd	46
21	New	Scotts EverGreen Complete Water Smart 80 sq m	5010272084658	The Scotts Company UK Ltd	37
22	12	Westland Aftercut Super Spreader 100 sq m	5023377848643	Westland Horticulture	49
23	36	Johnsons General Purpose 625g +25% Free	5055040400674	DLF Trifolium	32
24	17	Johnsons General Purpose PatchPack 250g	5055040400469	DLF Trifolium	33
25	23	Scotts Evergreen Complete Soluble 40 sq m	5010272070880	The Scotts Company UK Ltd	45
26	39	Westland Multi Purpose Lawn Seed 5 sq m	5023377849923	Westland Horticulture	12
27	14	Westland Lawn Feed Weed Moss Killer 220 sq m	5023377849893	Westland Horticulture	56
28	19	Bayer Mosskiller Ready To Use 1L	5000371053150	Solus Garden & Leisure Ltd	68
29	29	Westland Lawn Seed Repair Kit 15 sq m	5023377843457	Westland Horticulture	20
30	32	Johnsons Tuffgrass Patch-Pack 250g	5055040400520	DLF Trifolium	47
31	26	Suttons Rapid Green Lawn Seed Dry Spell 1kg	5011567211940	Suttons Consumer Products Ltd	52
32	New	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377852978	Westland Horticulture	8
33	31	Johnsons Shady Lawn Patch-Pack 250g	5055040400490	DLF Trifolium	55
34	38	Westland Fast Acting Lawn Seed 15 sq m	5023377849909	Westland Horticulture	15
35	30	Arthur Bowers Lawn Dressing 25L	5000363168275	W Sinclair Horticulture Ltd	18
36	22	Johnsons Quick Lawn 500g	5055040400551	DLF Trifolium	57
37	35	Phostrogen Feed Weed & Mosskiller 2 100 sq m Carton	5000371053051	Bayer Crop Science LTD	19
38	40	Johnsons Shady Lawn 500g	5055040400506	DLF Trifolium	61
39	8	Scotts Evergreen Complete Tub, 200 sq m	5010272081657	The Scotts Company UK Ltd	59
40	50	Scotts Lawnbuilder 100 sq m	5010272081718	The Scotts Company UK Ltd	82
41	New	Scotts Evergreen Handy Spreader	5010272083873	The Scotts Company UK Ltd	77
42	42	Scotts Evergreen Mosskill Soluble 40 sq m	5010272072051	The Scotts Company UK Ltd	70
43	New	Scotts Evergreen Lawn Food Spreader 100 sq m	5010272079432	The Scotts Company UK Ltd	71
44	New	Johnsons Feed & Seed 250g	5055040401497	DLF Trifolium	66
45	New	Westland Shade Tolerant Lawn Seed 15 sq m	5023377849985	Westland Horticulture	48
46	New	Bayer Soluable Mosskiller + Tonic 20 sq m	5000371053044	Bayer Crop Science LTD	87
47	37	Scotts Evergreen Multi Purpose Patch Pack 250g	5010272065305	The Scotts Company UK Ltd	5
48	41	Scotts Evengreen Drop Spreader	5010272070941	The Scotts Company UK Ltd	107
49	10	Westland Lawn Feed Weed & Moss Killer 500 sq m	5023377844034	Westland Horticulture	76
50	New	Scotts Evergreen Lawn Food Refill 100 sq m	5010272066975	The Scotts Company UK Ltd	81

## The GTN Garden Centre Bestsellers Lawncare Chart

### April 2009 - Ranked by Average Volume Sold Per Centre

April 2009 Rank by Ave volume per Garden Centre	Product description	Barcode	Company	Total Volume Ranking April 2009
1	Scotts Evergreen Complete 240 sq m	5010272042023	The Scotts Company UK Ltd	3
2	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377853128	Westland Horticulture	2
3	Johnsons Quick Lawn 500g	5055040401411	DLF Trifolium	7
4	Scotts Evergreen Complete Spreader Pack 100 sq m	5010272067637	The Scotts Company UK Ltd	1
5	Scotts Evergreen Multi Purpose Patch Pack 250g	5010272065305	The Scotts Company UK Ltd	47
6	Suttons Rapid Green 1kg	5011567205192	Suttons Consumer Products Ltd	4
7	BSH Family Lawn Seed 250g	5027784000304	British Seed Houses	54
8	Westland Lawn Feed Weed Moss Killer 400 sq m	5023377852978	Westland Horticulture	32
9	Johnsons General Purpose Lawn Seed 500g	5055040401251	DLF Trifolium	12
10	Scotts Evergreen Multi Purpose Grass Seed 625g	5010272071078	The Scotts Company UK Ltd	56
11	Scotts Evergreen Complete Refill 100 sq m	5010272041989	The Scotts Company UK Ltd	5
12	Westland Multi Purpose Lawn Seed 5 sq m	5023377849923	Westland Horticulture	26
13	Westland Multi Purpose Lawn Seed 20 sq m	5023377851728	Westland Horticulture	19
14	Westland Lawn Feed Weed Moss Killer Box 100 sq m	5023377844003	Westland Horticulture	6
15	Westland Fast Acting Lawn Seed 15 sq m	5023377849909	Westland Horticulture	34
16	BSH Family Lawn Seed 500g	5027784000311	British Seed Houses	85
17	BSH Shaded Lawn Seed 250g	5027784000908	British Seed Houses	86
18	Arthur Bowers Lawn Dressing 25L	5000363168275	W Sinclair Horticulture Ltd	35
19	Phostrogen Feed Weed & Mosskiller 2 100 sq m Carton	5000371053051	Bayer Crop Science LTD	37
20	Westland Lawn Seed Repair Kit 15 sq m	5023377843457	Westland Horticulture	29
21	Westland Lawn Feed And Moss Killer Spreader 100 sq m	5023377846069	Westland Horticulture	8
22	BSH Lawn restorer Kit with Ryegrass 1.5kg	5027784001523	British Seed Houses	90
23	Suttons Rapid Green 500g	5011567209060	Suttons Consumer Products Ltd	13
24	Scotts Evergreen Complete 360 sq m	5010272078503	The Scotts Company UK Ltd	16
25	Westland Lawn & Turf Dressing 25L	5023377844881	Westland Horticulture	11
26	Scotts Evergreen Complete 360 sq m + 40 sq m Free	5010272081503	The Scotts Company UK Ltd	9
27	Scotts Evergreen Feed & Weed 1L	5010272042597	The Scotts Company UK Ltd	10
28	Bayer Advanced Lawn Weedkiller 1L	5000371052795	Bayer Crop Science Ltd	17
29	Scotts Evergreen Multipurpose Grass Seed 500g	5010272065282	The Scotts Company UK Ltd	62
30	Westland Fast Acting Lawn Seed 15 sq m	5023377844935	Westland Horticulture	63
31	BSH Shaded Lawn Seed 500g	5027784000915	British Seed Houses	103
32	Johnsons General Purpose 625g +25% Free	5055040400674	DLF Trifolium	23
33	Johnsons General Purpose Patch Pack 250g	5055040400469	DLF Trifolium	24
34	Westland Lawn Sand 20kg	5023377846939	Westland Horticulture	14
35	Westland Aftercut Pouch 300 sq m + 1/3 Extra Free	5023377851391	Westland Horticulture	15
36	Scotts Evergreen Complete 100 sq m	5010272081558	The Scotts Company UK Ltd	78
37	Scotts EverGreen Complete Water Smart 80 sq m	5010272084658	The Scotts Company UK Ltd	21
38	Westland Aftercut Box 100 sq m	5023377849855	Westland Horticulture	18
39	BSH Family Lawn Seed 2kg	5027784000335	British Seed Houses	118
40	BSH Low Maintenance Lawn Seed 250g	5027784001905	British Seed Houses	119
41	BSH Luxury Lawn Seed 250g	5027784000014	British Seed Houses	121
42	BSH Family Lawn Seed 1kg	5027784000328	British Seed Houses	124
43	BSH Lawn restorer Kit without Ryegrass 1.5 kg	5027784001530	British Seed Houses	125
44	Scotts Evergreen Complete Watersmart 200 sq m	5010272082661	Solus Garden & Leisure Ltd	70
45	Scotts Evergreen Complete Soluble 40 sq m	5010272070880	The Scotts Company UK Ltd	25
46	Scotts Miracle-Gro Lawn Feed 1kg	5000308210731	The Scotts Company UK Ltd	20
47	Johnsons Tuffgrass Patch-Pack 250g	5055040400520	DLF Trifolium	30
48	Westland Shade Tolerant Lawn Seed 15 sq m	5023377849985	Westland Horticulture	45
49	Westland Aftercut Super Spreader 100 sq m	5023377848643	Westland Horticulture	22
50	Arthur Bowers Lawn Sand 185 sq m	5000363955356	W Sinclair Horticulture Ltd	100

# Garden Centre Retail Index Database



Getting to the roots of the industry

## *Who are we?*

We are part of The Garden Communication and Media Company.

## *What do we do?*

Using our in depth knowledge of the industry and working closely with garden centres and suppliers we have put together a database of sales data through Garden Centres.

## *What can we do for you?*

### *Where am I in the market?*

It's always good to know where you stand and how much market share you have. Yearly, Quarterly, Monthly and Weekly information can give you a great indication of where you are gaining and where you are losing ground in your market.

### *Where are my strengths?*

Use our data to highlight the areas in which your product lines excel. Do you have a strong product in terms of average sale per store that could benefit from increased distribution?

### *What are my weaknesses?*

Sudden drops in orders for your products? Can't find a reason why? Using our up to the week data could help you through.

### *How are my new products doing?*

Have you just released a new product? It's all very well knowing how many have been ordered, but do you know how many have sold in store? Using up to the moment data can show you from the front line how your product is doing. No more expensive surveys, just a weekly report on your desk.

### ***Where does the data come from?***

Thanks to our close working with garden centres we receive their weekly EPOS data for processing. We currently consolidate data every week from a panel of garden centres that combine to have an annual turnover value of just under £100 million.

### ***Are we impartial?***

We are as impartial as the garden centres we have on our panel are. All we do each week is consolidate their full store data to enable us to publish bestsellers charts. We do not make any assumptions as to the size of the market, we create our charts just using the pure EPOS data. As we have now collected over 18 months of data we are now able to help your company. If you are not doing as well as you think, our data is there to help you plan how to change. If you are doing well you can use that as part of your sales and marketing activity.

### ***Adding more Garden Centres***

In the background we are constantly talking to more garden centres about contributing to GRID. The key requirements are that they have an EPOS system and that they can deliver us full store data EVERY week to an agreed schedule.

### ***Confidentiality***

Our agreement with participating garden centres is that we keep their identity confidential. They all agree that it is only on this basis that data will be supplied and the charts made available to the market.

### ***What do we need from Suppliers?***

Firstly, we need all the information they can send us about their products so we can correctly identify products using barcode data. Then we require regular updates of information to ensure a data source of up to the minute data.

### ***Can suppliers access GRID for more information?***

Now that we have a track record of compiling the data every week for over 18 months we can now offer bespoke analysis of the consolidated data for individual GIMA companies. We can help with rankings in smaller subsets of the market, rankings in other sectors away from Garden Products and we can analyse week-by-week sell through performance. All the services will be competitively priced for GIMA members. We can offer multitudes of possibilities to help your business grow in the right direction using sales information from the root of our industry.