



**Monday 12th September, 2016**

Retailer	Representative	Supplier Brief	Website
Wilko	<b>Lloyd Taylor</b> (Head of Garden, Summer & Stationery, with responsibility for Garden, Summer and Stationery categories) & <b>Kate McCartney</b> (Senior Buyer - Garden with responsibility for core garden categories)	Wilko is one of the best known names on the high street with over 400 stores. The current buying team are keen to continue that tradition and are hungry for new products. They would like to meet with prospective suppliers with new and innovative products, promotional opportunities and anything that's tried and tested in the market place.	<a href="http://www.wilko.com/">www.wilko.com/</a>
Wilko	<b>Jodie Glew</b> (Buyer - Seasonal responsible for summer ranges plus Decorative Garden and Tools) & <b>Jordan Coe</b> (Buyer - Horticulture, including Grow Your Own and Propagation)		<a href="http://www.wilko.com/">www.wilko.com/</a>
Decco	<b>Chris Gladwin</b> : Supplier Relations Manager	Decco would like to see potential suppliers looking for distribution solutions. Companies must have the right business model and pricing structure to support a distributor relationship.	<a href="http://www.decco.co.uk">www.decco.co.uk</a>
Home Bargains	<b>Andy Brown</b>	Andy is interested in meeting potential new suppliers for the garden and garden related product category. Home Bargains is a volume seller (no niche products) and do not stock extensive ranges. They can deal with big quantities of over production or ranges in old packaging and clearance in general.	<a href="http://www.homebargains.co.uk">www.homebargains.co.uk</a>
Amazon.co.uk	<b>Amirul Islam</b> – Vendor Manager, Lawn & Garden	Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. Customer reviews, 1-Click shopping, personalized recommendations, Prime, Fulfillment by Amazon, AWS, Kindle Direct Publishing, Kindle, Fire tablets, Fire TV, Amazon Echo, and Alexa are some of the products and services pioneered by Amazon.	<a href="http://www.amazon.co.uk/garden">www.amazon.co.uk/garden</a>

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Stax Trade Centres	<b>Simon Wright</b> : Purchasing Director	Looking for any gardening product that can be delivered to their 5 stores. They are not interested in any drop ship offers.	<a href="http://www.staxtradecentres.co.uk">www.staxtradecentres.co.uk</a>
JTF Wholesale	<b>Gerrard Smith</b>	Representing 12 stores in the Midlands and North, JTF Wholesale is a warehouse shopping club with a 'no frills' approach. They are interested in any gardening products both for store and online.	<a href="http://www.jtfstores.co.uk">www.jtfstores.co.uk</a>

<b>Great Western Partnership</b>	<b>Steve Searle</b> : Monkton Elm Garden Centre	A group of 9 family owned, independent garden centres who come together as a buying group and share best practice. Great Western Partnership Buying Group represents Monkton Elm Garden Centre, Highfield Garden Centre, Plymouth Garden Centre, Bernaville Garden Centre, three centres in the Gardens Group; Castle, Brimsmore & Poundbury and the recently added Caerphilly Garden Centre and Sunnydale Garden Centre.	<a href="http://www.monktonelmgardencentre.co.uk">www.monktonelmgardencentre.co.uk</a> ; <a href="http://www.plymouthgardencentre.co.uk">www.plymouthgardencentre.co.uk</a> ; <a href="http://www.highfieldgardenworld.co.uk">www.highfieldgardenworld.co.uk</a> ; <a href="http://www.bernaville.co.uk">www.bernaville.co.uk</a> ; <a href="http://www.thegardeneronline.co.uk">www.thegardeneronline.co.uk</a> ; <a href="http://www.caerphillygardencentre.co.uk">www.caerphillygardencentre.co.uk</a> ; <a href="http://www.sunnydalegardencentre.co.uk">www.sunnydalegardencentre.co.uk</a>
<b>Frosts Garden Centres</b>	<b>Heidi Towse</b> , responsible for fertilisers, chemicals, weed control, compost	Frosts Garden Centres are a family run chain of four centres in the Milton Keynes area. Although part of the Tillington buying group, Heidi will be keen to see any potential new suppliers for the Frosts group.	<a href="http://www.frostsgardencentres.co.uk">www.frostsgardencentres.co.uk</a>
<b>Wyevale Garden Centres</b>	<b>Duncan McLean</b> , Buyer for Ferts and Chems/ Compost	Wyevale Garden Centres operates 151 garden centres in England and Wales, the largest chain of centres in the UK	<a href="http://www.wyevalegardencentres.co.uk">www.wyevalegardencentres.co.uk</a>
<b>Wyevale Garden Centres</b>	<b>Daljit Bhogal</b> , with responsibility for Garden hardware and essentials/Propagation/Garden wear/watering	Wyevale Garden Centres operates 151 garden centres in England and Wales, the largest chain of centres in the UK	<a href="http://www.wyevalegardencentres.co.uk">www.wyevalegardencentres.co.uk</a>
<b>Wyevale Garden Centres</b>	<b>Mike Farrants</b> : responsible for Tools/Landscaping and Machinery	Wyevale Garden Centres operates 151 garden centres in England and Wales, the largest chain of centres in the UK	<a href="http://www.wyevalegardencentres.co.uk">www.wyevalegardencentres.co.uk</a>
<b>QD Stores</b>	<b>Chris Moll</b>	Chris has buying responsibility for Garden and Pet products, and would like to see any potential new suppliers in either category. QD Stores are an independently owned chain of discount retail outlets situated throughout the East of England and the Home Counties. Based in many of the region's larger towns and cities, QD Stores represent the very best in 'value retailing' - offering customers constantly changing quality stock at the very lowest prices	<a href="http://www.qdstores.co.uk">www.qdstores.co.uk</a>
<b>Dobbies Garden Centres</b>	<b>James Jackson</b>	Dobbies is one of the UK's largest Garden Centre retailers with 34 Stores across Scotland, England and Northern Ireland. James is happy to meet potential new suppliers of Growing media, Tools, Machinery, Hanging garden, Wildbird, Landscaping, Fencing & DIY products	<a href="http://www.dobbies.com">www.dobbies.com</a>
<b>Mole Valley Farmers</b>	<b>David Herbert</b>	Eleven stores in the south west supplying a vast range of goods to farmers and the public alike. These range from farm requirements to clothing, footwear, garden supplies, pet food and accessories, domestic goods and power tools	<a href="http://www.molevalleyfarmers.com/">www.molevalleyfarmers.com/</a>

<b>Suttons Consumer Products</b>	<b>James Hollingsworth</b>	Part of internationally renowned Suttons Seeds offering flower and vegetable seeds, plants and bulbs. James will be looking for gardening products suitable for amateur gardeners.	<a href="http://www.suttons.co.uk/">http://www.suttons.co.uk/</a>
<b>Home &amp; Garden Group</b>	<b>Andy Schofield, Commercial Trading Manager</b>	Home and Garden Group is an independent group of Garden Centres, that has grown from 2 centres at the start of 2014 and now operates out of 12 Garden Centres. Andy is keen to see any potential suppliers of garden related products, as they are always on the look out for new and innovative lines	<a href="http://www.plowmangardencentre.co.uk/about-h-g">http://www.plowmangardencentre.co.uk/about-h-g</a>
<b>Wednesday 14th September, 2016</b>			
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<b>Ayletts Garden Centre</b>	<b>Adam Wrigglesworth, Director</b>	Aylett Nurseries is an independent family run business in St. Albans. Adam is a hands on director of the business, with specific buying responsibilities, however, he is happy to see all potential suppliers who have new and exciting products to show.	<a href="http://www.aylettnurseries.co.uk/">www.aylettnurseries.co.uk/</a>
<b>Decco</b>	<b>Chris Gladwin : Supplier Relations Manager</b>	Decco would like to see potential suppliers looking for distribution solutions. Companies must have the right business model and pricing structure to support a distributor relationship.	<a href="http://www.decco.co.uk">www.decco.co.uk</a>
<b>Wyevale Garden Centres</b>	<b>Caroline Mann, Buyer for Wild Bird Care &amp; Pet Products</b>	Wyevale Garden Centres operates 151 garden centres in England and Wales, the largest chain of centres in the UK	<a href="http://www.wyevalegardencentres.co.uk">www.wyevalegardencentres.co.uk</a>
<b>Amazon.co.uk</b>	<b>Alain Van den Eynde - Vendor Manager, Lawn &amp; Garden</b>	Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. Customer reviews, 1-Click shopping, personalized recommendations, Prime, Fulfillment by Amazon, AWS, Kindle Direct Publishing, Kindle, Fire tablets, Fire TV, Amazon Echo, and Alexa are some of the products and services pioneered by Amazon.	<a href="http://www.amazon.co.uk/garden">www.amazon.co.uk/garden</a>