



# 2019 Garden Centres Canada Summit

Presented by:



July 10-12, 2019

*DoubleTree by Hilton: Mississauga, ON*

Join independent retail garden centre experts from across Canada at our inaugural tour and workshop!



## Wednesday July 10 – 6:00pm

- Networking reception, drinks and appetizers at the DoubleTree Mississauga Hotel

## Thursday July 11 – 9:00am

- 9:00am tour start, depart from DoubleTree Mississauga Hotel (*Warren Patterson, Landscape Ontario President and Robin Godfrey, Garden Centres Canada Chair, your tour guides*)
- Visiting 5 retail destinations (Canadale Nursery, Farmboy, Centro Garden, Wildhagen Greenhouses, Connon Nurseries)
- Lunch at Farmboy
- 6:00pm Presentation, drinks and dinner under glass at Connon Nursery!

## Friday July 12 – 8:30am to 2:30pm

- Five engaging industry expert speakers (Keynote speaker: Dr. Charles Hall)
- Networking lunch and panel discussion

Tour innovative garden centres and learn about being progressive in a fast changing competitive market!



A block of hotel rooms have been booked at the DoubleTree by Hilton Toronto Airport West. Book by June 10th, 2019 for preferred rates quoting “Canadian Nursery Landscape Association”

P: 1-905-624-1144 or 1-800-445-8667 or [click here](#) for the booking link.





# Thursday July 11 Tour Day (9:00am - 8:00pm)

Join us on a blooming bus ride!



## Canadale Nursery, St. Thomas

A family owned centre with a history dating back to the tobacco farming days. This is an award winning nursery, over with 110 acres of colourful perennials, lush evergreens, and flowering shrubs. It's a location that incorporates all of your growing, planting and designing needs. They have a wholesale division, a garden centre, hands on workshops, and so much more! It is "Ontario's Favourite Garden Centre"!

## Farmboy, Brantford

Farmboy Market started over 36 years ago with the focus on a fresh local farm to table market shopping experience. The perfect place to stop for a yummy lunch and a stroll around to see the freshest products available to the consumer. After all, "It's all about the Food!"



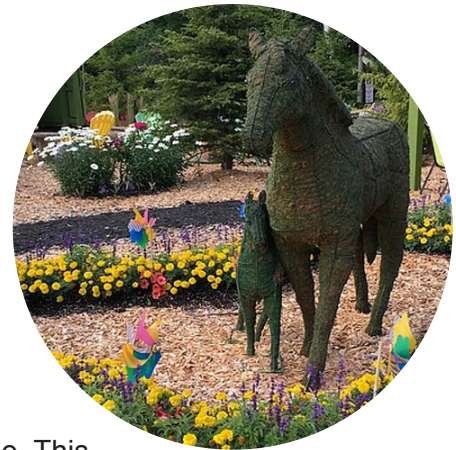
## Centro Garden, Burlington

A little place with a lot of impact. Nestled in an urban setting, Centro offers the garden centre shopper something unique. This store was created by a group of local designers, artists, and individuals who have collaborated together to bring the outdoors inside.

## Wildhagen Greenhouses:

### Garden Centre and Adventure Garden, Milton

Milton's Hidden Gem! A place of adventure, plant shopping and pizza eating! This greenhouse/garden centre specializes in the family experience by having a playland barn and forest trail for kids. They are celebrating their 50th year in business. They started back in 1969 with 10 greenhouses, now they have 50 greenhouses. Yet another successful family story!



## Cannon Nurseries, Waterdown

Go and Explore! 100 years of plant and product knowledge. This nursery is a grower, wholesaler, and retailer. They have everything you need for any type of garden, from water gardening to patio planters. An educational stage within provides the perfect place for workshops and presentations to the homeowner and contractors. As the final stop of the day, a special presentation "**Adapting your business model to stay true to who YOU are**" will be given by Terry Vanderkruk, followed by a reception and dinner under the glass.

Spaces are limited to one coach - spend time sharing and comparing with a small group of Canada's independent garden centres!



# Friday July 12 Conference (8:30am - 2:30pm)

How will tomorrows blossoms bloom - thinking of the future!

**Dr. Charles Hall**

## “What do I need to do today to make sure I am relevant tomorrow”

In a mature green industry marketplace, it is imperative for garden centres in Canada and around the world to be cognizant of historic and current economic trends and market forces to understand how we arrived at where we are today and to not repeat past mistakes! For years, every major consulting firm has been examining the advent of the new retail economy for some time now. For sure, the Canadian retail sector has been, and will continue to be, shaped by housing and development preferences, alternative distribution methods, and shopping behaviors. These are changing at an ever-accelerating pace, so we have to think beyond the typical 3-to-5-year horizon and forecast the Canadian economy and retail environment 10 years from now and the strategies brick and mortar garden centre businesses must make in order to survive and thrive in the changing marketplace.



**Alexandra Grygorczyk**

## “Keeping your customer happy: what they notice, what they don’t and why it matters!”

This presentation will take us into the mind-frame of the consumer to understand the breakdown of who the Canadian plant consumer is and how they view plants. We will discuss physical features of plants that stand out to consumers and those that are hardly noticed as well as long-term plant satisfaction and the factors that are within our control.



**Larry Lee**

## “Buy Direct, Buy Correct”

Direct Garden Source (DGS) is the First platform for garden centres and nurseries to direct buy / group buy from leading factories in China and Vietnam at factory’s cost! Customers can either join our bespoke buying trips to the factories or buy online at [www.DirectGardenSource.com](http://www.DirectGardenSource.com). DGS provides door to door service from product sourcing, ordering, quantity control and inspection to shipping and delivering to your garden centers and is responsible for all the quality issues.



## Panel Discussion

Gain some tips and tricks and head home from this event with some idea’s on how to put some extra money in your pocket at the end of a busy season. Industry leaders from across Canada will head a panel which will carry over into table talk sessions held over lunch - hear from them all and then focus in on a topic and expert of your choice over a bite to eat.



See page four to register, with special pricing for association members.





# Delegate Registration

## Special Pricing for CNLA Members...

### Registration

Members - 25% savings  
Non-Members

### Tour & Speakers

\$399.00 +HST  
\$499.00 +HST

### Speaker Series Only

\$155.00 +HST  
\$195.00 +HST

*Note: Tour & Speakers includes Welcome Reception (July 10), Snacks, lunch and dinner (July 11) and snacks, lunch (July 12). Speaker Series Only includes snacks and lunch (July 12). Accommodations extra. Sorry, no cancellations/refunds - substitutions from the same company will be permitted.*

HST #121444129

## Delegate Information

Company			
First Name		Last Name	
Address		City	
Province		Postal Code	
Email			
Phone (Office)		Phone (Mobile)	
Special diet/ Allergies?			
Credit Card #		Expiry	
Signature		Date	

## Hotel Block Information

Guests may either call the hotel directly at 1-905-624-1144 and choose the option for reservations or by calling our Hilton central reservations directly at 1-800-445-8667. Block reserved from July 10 to July 13, 2019. Please book by June 10, 2019, as the block of rooms will be released on this date.

**Booking Link:** [https://secure3.hilton.com/en\\_US/dt/reservation/book.htm?execution=e1s1](https://secure3.hilton.com/en_US/dt/reservation/book.htm?execution=e1s1)

**Hotel:** DoubleTree by Hilton Toronto Airport West, 5444 Dixie Road, Mississauga, ON, L4W 2L2

**Group Name:** Canadian Nursery Landscape Association

Questions? Contact Anne Kadwell  
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