

# HorticultureWeek

## Top 100 garden centres 2014

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Horticulture Week's exclusive Garden Retail Top 100 report, lists the country's leading 100 garden centres in order of annual turnover. Matthew Appleby reports.



Garden Retail has compiled its sixth listing of the UK's top 100 garden centres by turnover. All of the figures have been updated with additional information from Companies House or the companies themselves.

Figures and rankings from last year's edition (HW, 26 April 2013) are shown in brackets.

### **1. LONGACRES NURSERY - Bagshot, Surrey**

£17m (2013: £16m [1])

Longacres was the Garden Retail Awards best garden centre rebuild in 2012. The owner is Nigel Long, whose father, Peter, bought the site more than 30 years ago. It features a restaurant, food hall, butcher and delicatessen. The company recently bought a second site in Shepperton.

Figures: Longacres Nursery

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## **2. SCOTSDALES GARDEN CENTRE - Cambridge**

£14.92m (2013: £14.88m [2])

Another Garden Retail Award winner. This family garden centre run by Caroline Owen has served Cambridge and district gardeners for more than 40 years. Now has two satellite sites at Horningsea and Fordham.

Figures: Companies House

## **3. BENTS - Glazebury, Cheshire**

£14.1m (2013: £13.899m [4])

Cheshire garden centre run by Matthew Bent along with other members of the Bent family.

Figures: Companies House

## **4. WOODCOTE GREEN NURSERIES - Wallington, Surrey**

£13.7m (2013: £10.75m [9])

Owned by Chris Milan. Phil Barnden is general manager. Latest figures are for the year to the end of August 2014.

Figures: Woodcote Green

## **5. BARTON GRANGE - Preston, Lancashire**

£12.7m (2013: £12m [5])

Owned by the Toppings, this £15m garden centre situated by a canal in Brock, near Preston, was opened by Princess Anne in 2008, replacing a previous store that was 2km further down the road.

Figures: Barton Grange

## **6. VAN HAGE - Great Amwell, Hertfordshire**

£12m (2013: £11.64m [8])

This is Van Hage's flagship site. Chris Roberts runs the company and Martin Taylor is retail director. The three Van Hage centres, including Peterborough and Chenies, turnover £16.2m.

Figures: GR estimate

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## **7. WEBBS - Wychbold, Worcestershire**

£11.7m (2013: £13.6m [3])

The centre is now run by Ed Webb and includes the former Hurrans site in West Hagley (May 2009) but no longer the Garden Organic shop at Ryton. Recalculated figures omit other centres.

Figures: Webbs

## **=8. CADBURY GARDEN & LEISURE - Bristol**

£11m (2013: £11.8m [6])

Taken over by Wyevale in 2014 as part of the purchase of the seven-centre Garden & Leisure group.

Figures: Wyevale

## **=8. BURFORD GARDEN COMPANY - Oxfordshire**

£11m (2013: £10m [10])

Nigel Johnson founded this Cotswolds-based high-end centre in the 1980s.

Paul Gingell is managing director. Up by 14 per cent in 2014.

Figures: Burford Garden Company

## **10. CHESSINGTON GARDEN CENTRE - Surrey**

£10.7m (2013: £8.8m [20])

Surrey outlet run by Jolyon Martin and recently improved with a bigger catering side.

Figures: Chessington Garden Centre

## **11. POLHILL GARDEN CENTRE - Sevenoaks, Kent**

£10.6m (2013: £11.78m [7])

Owned by the Novells and situated in Sevenoaks, Kent, this garden centre has now been established for more than 30 years. The latest available figures are from 2013.

Figures: Companies House

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## **12. DOBBIES GARDEN WORLD - Edinburgh**

£10.14m (2013: £9.6m [13])

Dobbies' annual group sales now stand at some £138m. Andy King is chief executive at the 35-centre chain that was bought by Tesco in 2007.

Figures: Dobbies

## **=13. CROCUS - (Online)**

£10m (2013: £9.6m [13])

Dedicated online garden centre run by Mark Fane and Peter Clay. Also provides online plant sales for Waitrose, The Daily Telegraph, the RHS and Next.

Figures: Crocus

## **=13. OTTER NURSERIES - Ottery St Mary, Devon**

£10m (2013: £10m [10])

Group turnover was at £15.279m in December 2011, up from £13.815m. Founder Malcolm White and the group's directors are family members. Other outlets are in Plymouth, Torbay, Wincanton and Lymington plant centre.

Figures: GR estimate

## **=13. GARSONS - Esher, Surrey**

£10m (2013: £9.4m [15])

This is a crossover farm shop/pick your own/garden centre. Development plans costing £3.2m are underway.

Figures: Garsons/GR estimate

## **16. HASKINS GARDEN CENTRE - Ferndown, Dorset**

£9.6m (2013: £9m [18])

Julian Winfield is managing director. Turnover is around £25m across Haskins' four centres. Matt Hill is Manager.

Figures: Haskins

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## **=17. HASKINS ROUNDSTONE - West Sussex**

£8.9m (2013: £8.6m [21])

Figures: Haskins

## **=17. HAYES GARDEN WORLD - Ambleside, Cumbria**

£8.9m (2013: £8.32m [24])

Recently underwent a Malcolm Scott Consultants redevelopment. Managed by Keith Laird.

Figures: Hayes

## **19. BLUE DIAMOND TRENTHAM - Staffordshire**

£8.65m (2013: £8.53m [22])

Blue Diamond now runs 15 centres.

Figures: Blue Diamond

## **20. ENDSLEIGH GARDEN & LEISURE - Ivybridge, Devon**

£8.5m (2013: £9.8m [12])

One of the seven-strong formerly French-owned Garden & Leisure group.

Figures: Wyevale

## **21. GORDALE GARDEN & HOME CENTRE - Merseyside**

£8.41m (2013: £7m [39])

Run by the Nicholson family.

Figures: Gordale Garden & Home Centre

## **=22. WHITEHALL GARDEN CENTRE - Wiltshire**

£8.4m (2013: £8m [26])

Turnover at the Lacock site is around £8m, while Whitchurch (Bristol) is about £1.9m. Peter Self runs the centres. Part of the Tillington buying group. Figures: Whitehall

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## **=22. STEWARTS GARDENLANDS - Christchurch, Dorset**

£8.4m (2013: £8.028m [25])

Stewarts has two south coast centres. Martin Stewart has been managing director since 1982.

Figures: GR estimate

## **24. HASKINS WEST END - Southampton**

£8.3m (2013: £7.5m [28])

Conna Powles is group buying head.

Figures: Haskins

## **25. HUNTINGDON GARDEN & LEISURE - Cambridgeshire**

£8.12m (2013: £8.9m [19])

Store opened in 2002 and occupies a site covering 8ha.

Figures: Wyevale

## **26. BRIGG GARDEN CENTRE - Lincolnshire**

£8m (2013: £7.4m [29])

Owned by Charles and Robert Stubbs. British Garden Centres now owns Brigg and Woodthorpe in Lincolnshire, Arcadia in Middlesbrough, Spring in Hornsea, Towneley in Lancashire, Irton in North Yorkshire, Roxton in Bedfordshire and Gilberdyke in East Yorkshire.

Figures: British Garden Centres

## **27. BRIDGEMERE NURSERY & GARDEN WORLD - Cheshire**

£7.96m (2013: £9.083m [17])

Cheshire store bought by Wyevale from John Ravenscroft in 2006 for £15m.

Figures: Wyevale

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## **28. ALTON GARDEN CENTRE - Essex**

£7.666m (2013: £6.832m [16])

Owner Derek Bunker founded this Essex centre in 1971 and now employs 11 members of his extended family. Bunker's son, Andy, is a mainstay in the Tillington buying group. Figures for the year to 31 March 2014 excluding VAT.

Figures: Alton Garden Centre

## **29. WOODLANDS NURSERY & GARDEN CENTRE - Leicestershire**

£7.6m (2013: £7.387m [30])

Wyevale bought this destination garden centre and nursery for £9.65m in 2002.

Figures: Wyevale

## **=30. RUXLEY MANOR - Sidcup, Kent**

£7.5m (2013: £7.3m [33])

Henry Evans founded H Evans & Sons of Longlands Nursery in 1876. In 1960, the business bought Ruxley Manor Farm and opened a garden centre in 1964. Now run by Andrew and James Evans.

Figures: GR estimate

## **=30. DOWNTOWN GARDEN CENTRE - Boston, Lincolnshire**

£7.5m (2013: £7.3m [34])

Founded in 2000 as part of a group of the Isaac family's department and furniture stores. Downtown Garden Centre was originally built to complement the site.

Figures: GR estimate

## **32. SQUIRE'S BADSHOT LEA GARDEN CENTRE - West Sussex**

£7.4m (2013: £7.25m [35])

Squire's took over the centre from the Caffyn Parsons family in 2006. Dennis Espley is group managing director. Squire's now runs 15 centres.

Figures: Squire's

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## **=33. FROSTS AT WOBURN SANDS - Milton Keynes**

£7.2m (2013: £7m [39])

Four centres run by the Frost family - Jeremy, Rupert and James. Latest group turnover was £32.4m.

Figures: GR estimate

## **=33. AYLETT NURSERIES - St Albans, Hertfordshire**

£7.2m (2013: £6.9m [41])

Aylett Nurseries in St Albans is more than 50 years old and the centre is now run by Adam Wigglesworth.

Figures: Companies House

## **=35. BICESTER GARDEN CENTRE - Oxfordshire**

£6.98m (2013: £8.411m [23])

The garden centre was revamped in 2013 after beginning back in 1976 as a nursery. Bought by Blooms of Bressingham in 2000.

Figures: The Garden Centre Group

## **=35. HEIGHLEY GATE NURSERY & GARDEN CENTRE - Morpeth, Northumberland**

£6.98m (2013: £7.669m [27])

David Lishman established this garden centre in Northumberland in 1963 and sold it to Wyevale in 2008.

Figures: Wyevale

## **37. BLUE DIAMOND ST PETERS GARDEN CENTRE -Jersey**

£6.992m (2013: £7.218m [37])

Jersey's biggest garden centre, owned by Guernsey-based Blue Diamond.

Figures: Blue Diamond

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## **38. BLUE DIAMOND LE FRIQUET - Guernsey**

£6.718m (2013: £6.763m [42])

A doughnut-shaped garden centre on the Channel Islands that opened in 2009.

Figures: Blue Diamond

## **39. SQUIRE'S TWICKENHAM GARDEN CENTRE - Middlesex**

£6.7m (2013: £6.55m [46])

Colin Squire still chairs the family-owned 15-centre group and Darran Oakley is head of buying.

Figures: Squire's

## **40. WORLD'S END GARDEN CENTRE - Wendover, Buckinghamshire**

£6.65m (2013: £7.085m [38])

World's End was bought from Economic Forestry Group in 1995. The late Jim Bone and Len Bone founded the centre in 1970.

Figures: Wyevale

## **=41. HOLLYBUSH GARDEN CENTRE - Wolverhampton**

£6.5m (2013: £6.4m [47])

Established in 1982 as an independent garden centre, family owned and run. Employs 50 full-time and 60 part-time staff, with 12 other businesses on site.

Figures: GR estimate

## **=41. NOTCUTTS GARDEN PRIDE - Ditchling, West Sussex**

£6.5m (2013: £6.3m [48])

Sold to Notcutts in December 2013.

Figures: GR estimate

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## **43. DOBBIES GARDEN WORLD - Aberdeen**

£6.435m (2013: £6.6m [44])

Garden centre opened in 2010.

Figures: Dobbies

## **44. MELBICKS GARDEN & LEISURE - Birmingham**

£6.37m (2013: £7.25m [35])

One of Garden & Leisure's seven centres bought by Wyevale in 2014.

Figures: Wyevale

## **45. GROSVENOR - Chester**

£6.35m (2013: £7.366m [32])

Run by Blue Diamond since April 2012, with former managing director Iain Wylie now chief executive officer at the Garden Centre Association.

Figures: Blue Diamond

## **46. BAYTREE NURSERIES - Lincolnshire**

£6.3m (2013: £6.1m [50])

Baytree was founded and run by plantsman Reinhard Biehler.

Figures: GR estimate

## **=47. FOREST LODGE - Farnham, Surrey**

£6.2m (2013: £7.38m [31])

The Forest Lodge centre is run by the Head family, under the company name Denys E Head. The outlet is currently undergoing redevelopment.

Figures: Companies House

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## **=47. GORDON RIGG - Todmorden**

£6.2m (2013: £6.15m [49])

Gordon Rigg's Todmorden site turns over about twice its Rochdale site.

Figures: GR estimate

## **49. HASKINS SNOWHILL - West Sussex**

£6.1m (2013: £5.9m [51])

Garden centre located on Snowhill Lane, Copthorne.

Figures: Haskins

## **50. PERRYWOOD GARDEN CENTRE - Essex**

£6.04m (2013: £6.66m [43])

Garden centre and nursery run by Alan, Karin and their son Simon Bourne and daughter Hannah Powell. The site was recently redeveloped.

Figures: Perrywood Garden Centre

## **51. SANDERS GARDEN WORLD - Somerset**

£5.91m (2013: £6.59m [45])

Sir Tom Hunter bought the Sanders site for Wyevale in 2007. It was previously owned by Chris and Mike Sanders and Michelle and Kerry Michael.

Figures: Wyevale

## **52. DOBBIES GARDEN WORLD - Ayr**

£5.52m (2013: £5.7m [53])

Dobbies branch that first opened in March 2004.

Figures: Dobbies

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## **53. WENTWORTH GARDEN CENTRE - South Yorkshire**

£5.5m (2013: £5.4m [57])

Occupies a 6.4ha site in an historic conservation village.

Figures: GR estimate

## **54. NOTCUTTS WOODFORD PARK - Cheshire**

£5.361m (2013: £5.338m [59])

Notcutts bought the site in 2008 as part of its £14.5m acquisition of six centres.

Figures: Notcutts

## **55. DOBBIES GARDEN WORLD - Stirling**

£5.36m (2013: £5.7m [53])

Located on Drip Road in Craigforth.

Figures: Dobbies

## **56. COOLINGS GARDEN CENTRE - Knockholt, Kent**

£5.33m (2013: £4.726m [80])

Paul Cooling is chairman. Celebrated its centenary last year.

Figures: Coolings Garden Centre

## **=57. DOBBIES GARDEN WORLD - Dunfermline**

£5.2m (2013: £5.3m [62])

Garden centre in Fife Leisure Park.

Figures: Dobbies

## **=57. DOBBIES GARDEN WORLD - Chesterfield**

£5.2m (2013: £5.2m [63])

This 5,000sq m Dobbies is an anchor for a 9,000sq m retail complex on a 5ha site. Figures: Dobbies

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## **=57. PARADISE PARK - East Sussex**

£5.2m (2013: £5.1m [67])

One of Tates of Sussex's three centres. Jonathan Tate is managing director.

Figures: GR estimate

## **=57. RAEMOIR GARDEN CENTRE - Aberdeenshire**

£5.2m (2013: £5m [68])

Centre with gift shop and restaurant.

Figures: GR estimate

## **=61. DOBBIES LISBURN - Northern Ireland**

£5.03m (2013: £5.4m [57])

Store opened in 2010.

Figures: Dobbies

## **=61 DOBBIES GARDEN WORLD - Gillingham**

£5.03m (2013: £5.9m [51])

A new garden centre in 2012.

Figures: Dobbies

## **=61. DOBBIES GARDEN WORLD - Braehead**

£5.03m (2013: £5.1m [65])

Store opened in 2011.

Figures: Dobbies

## **=61. DOBBIES GARDEN WORLD - Cirencester**

£5.03m (2013: £4.9m [73])

Another branch in the Dobbies chain. Figures: Dobbies

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## **65. MONKTON ELM GARDEN & PET CENTRE - Taunton, Somerset**

£5.028m (2013: £5.018m [68])

Bought by David and Luella Bellman in 1978. Son-in-law Mike Lind is now managing director. Undergoing an extension to the restaurant.

Figures: Monkton Elm Garden & Pet Centre

## **=66. MILLETS FARM - West Oxfordshire**

£5m (2013: £4.9m [73])

Family farm owned by brothers Nigel and Tony Carter before being sold to Frosts.

Figures: GR estimate

## **=66. RHS WISLEY PLANT CENTRE - Surrey**

£5m (2013: £4.9m [73])

RHS retail head is now David Morley. Nigel Eaton runs the centre.

Figures: GR estimate

## **68. BLUE DIAMOND DERBY GARDEN CENTRE - Derbyshire**

£4.979m (2013: £5.45m [55])

Bought as a freehold from Gardens of Excellence Group in April 2008.

Figures: Blue Diamond

## **69 PETER BARRATT'S STOCKTON - Stockton-on-Tees**

£4.97m (2013: £5.309m [60])

Buying this branch of Barratt's took Wyevale's late-2007 spending to £50m. Figures: Wyevale

## **70. HOUGHTON HALL GARDEN CENTRE - Cumbria**

£4.965m (2013: £4.32m [93])

Klondyke runs 26 centres. Bob Hewitt is managing director and David Yardley is operations head. Figures: Klondyke

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## **=71. DOBBIES GARDEN WORLD - Livingston**

£4.95m (2013: £5.1m [65])

Store opened in 2011.

Figures: Dobbies

## **=71. DOBBIES GARDEN WORLD - Ashford**

£4.95m (2013: £5m [68])

Garden centre opened in 2011.

Figures: Dobbies

## **73. NOTCUTTS NORWICH - Norfolk**

£4.94m (2013: £4.42m [91])

Second-biggest Notcutts garden centre by turnover.

Figures: Notcutts

## **=74. DOBBIES GARDEN WORLD - Milngavie**

£4.9m (2013: £5.2m [63])

Garden centre in East Dunbartonshire.

Figures: GR estimate

## **74= DOBBIES GARDEN WORLD - Dundee**

£4.9m (2013: £4.8m [78])

Purpose-built destination centre next to seven-shop outlet Angus Gateway.

Figures: GR estimate

## **=74. POPLARS NURSERY GARDEN CENTRE - Bedfordshire**

£4.9m (2013: £4.788m [79])

Run by David Little. Figures: GR estimate

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## **74= ST PETERS GARDEN CENTRE - Worcester**

£4.9m (2013: £4.5m [88])

Owned by Tony Blake.

Figures: St Peters Garden Centre

## **=78. PLANTERS GARDEN CENTRE - Tamworth, Staffordshire**

£4.8m (2013: £4.2m [96])

Owned by Gerard Ingram, Planters also owns Bretby in the Midlands.

Figures: Planters Garden Centre

## **=78. BLOOMS GLOUCESTER GARDEN CENTRE - Gloucestershire**

£4.8m (2013: £4.891m [76])

Figures: Wyevale

## **=78. DOBBIES GARDEN WORLD - Milton Keynes**

£4.8m (2013: £4.7m [81])

Figures: GR estimate

## **=78. DOBBIES GARDEN WORLD - Atherstone**

£4.8m (2013: £4.7m [81])

Figures: GR estimate

## **78= BURSTON GARDEN CENTRE - St Albans**

£4.8m (2013: £4.7m [81])

Independent garden centre in St Albans. Carole Goodchild is managing director.

Figures: GR estimate

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## **83. HIGHFIELD GARDEN WORLD - Gloucestershire**

£4.785m (new)

Latest figures show a 12 per cent increase for the garden centre on last year and 83 per cent for the restaurant, to £1.2m.

Figures: Highfield Garden World

## **84. NORTHAMPTON GARDEN CENTRE - Northamptonshire**

£4.78m (2013: £4.699m [86])

One of the original 13 Wyevalles.

Figures: Wyevale

## **85. PETER BARRATT'S GOSFORTH - Newcastle upon Tyne**

£4.71m (2013: £5.302m [61])

Bought by Wyevale in September 2007.

Figures: Wyevale.

## **=86. TRAGO MILLS - Newton Abbot, Devon**

£4.7m (2013: £4.7m [81])

Part of a huge retail destination in Devon.

Figures: Trago Mills

## **=86. WYEVALE SWANSEA GARDEN CENTRE - West Glamorgan**

£4.7m (2013: £4.533m [87])

Located in Llamsamlet Enterprise Park.

Figures: Wyevale

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## **=86. VAN HAGE - Peterborough**

£4.7m (2013: £4.5m [88])

State-of-the-art centre from Garden Park Investments anchoring other retail units.

Figures: GR estimate

## **=86. BOURNE END GARDEN CENTRE (FLOWERLAND) - Buckinghamshire**

£4.7m (2013: £4.5m [88])

Sister site to Iver Flowerland.

Figures: GR estimate

## **=86. STEPHEN H SMITH - Otley, West Yorkshire**

£4.7m (2013: £4.7m [81])

Figures: Stephen H Smith

## **91. BARNETT HILL - Stourbridge**

£4.59m (new)

Bought by Wyevale from Garden & Leisure.

Figures: Wyevale

## **92. BLUE DIAMOND EVESHAM GARDEN CENTRE - Worcestershire**

£4.563m (2013: £5.453m [56])

Centre set in Evesham Country Park.

Figures: Blue Diamond

## **93. REDFIELDS - Fleet, Hampshire**

£4.475m (2013: £4.9m [72])

Recently rebuilt.

Figures: Blue Diamond

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## **94. GATES NURSERIES - Leicestershire**

£4.4m (2013: £4.2m [96])

Up 4.5 per cent on 2013.

Figures: Gates

## **=95. DOBBIES GARDEN WORLD - Ponteland**

£4.3m (2013: £4.2m [96])

Increased to 4,500sq m in 2005 rebuild.

Figures: GR estimate

## **=95. DOBBIES GARDEN WORLD - Peterborough**

£4.3m (2013: £4.2m [96])

Garden centre opened in 2011.

Figures: GR estimate

## **=95. DOBBIES GARDEN WORLD - Liverpool**

Store opened in 2011.

£4.3m (2013: £4.2m [96])

Figures: GR estimate

## **=95. BURLEYDAM - Merseyside**

£4.3m (2013: £4.2m [96])

Part of the EH Williams group.

Figures: GR estimate

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## **99. BLOOMS RUGBY GARDEN CENTRE - Warwickshire**

£4.27m (2013: £4.275m [95])

Managed by Huw Williams.

Figures: Wyevale

## **100. BLUE DIAMOND BRAMBRIDGE PARK GARDEN CENTRE - Eastleigh, Hampshire**

£4.04m (2013: £4.811 [77])

Set among themed gardens.

Figures: Blue Diamond

NB: GR estimates based on last year's figures. Dobbies supplied figures over £5m.