

# HorticultureWeek

## Top 100 Garden Centres 2015

Date: 29th May 2015

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Matthew Appleby reveals our seventh annual updated list of the country's leading 100 garden centres in order of turnover



Image: Longacres

Most of the figures in this year's Top 100 garden centre listing have been supplied by the companies themselves. Where information has not been available from the garden centre, we have estimated annual turnover. Last year's edition was published in September 2014 - figures in brackets are from that list.

### 1 LONGACRES NURSERY

Bagshot, Surrey - £18m (2014: £17m)

A multiple Garden Retail Awards winner renowned for value, floristry and range. 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. Longacres bought a second site in Shepperton in late 2013 and that may enter this chart in 2016. Figures to end of December 2014.

### 2 BENTS

Glazebury, Cheshire - £16.294m (2014: £14.1m)

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Cheshire garden centre run by Matthew Bent along with other members of the Bent family. The centre recently expanded with new concessions and is renowned for its home-grown plants, homemade food and department store feel. Figures to end of January 2015.

## **3 WOODCOTE GREEN NURSERIES**

Wallington, Surrey - £14.8m (2014: £13.7m)

Owned by Chris Milan. Phil Barnden is general manager. Garden Retail Awards 2015 large garden centre winner. Annual accounts run to 31 August 2014 but September 2014 to February 2015 up 13 per cent like-for-like, five per cent up on budget, with £14.8m the budgeted forecast.

## **4 BARTON GRANGE**

Preston, Lancashire - £13.6m (2014: £12.7m)

Owned by the Toppings, this 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. Russell Winteridge is manager. Turnover is to 31 January 2015. Barton Grange won Garden Centre Association destination garden centre of the year for the fourth year in a row in January. Plans have been submitted for a leisure development on site including curling rink, tenpin bowling, crazy golf, kayak sale and hire, a cinema and two restaurants.

## **5 SCOTSDALES GARDEN CENTRE**

Cambridge - £12m

Another Garden Retail Awards 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 that turnover £3m each, making a £17.95m overall turnover, which has been adjusted to reflect this. Figures are to end of July 2014 and show an overall 20 per cent increase in turnover on the previous year, of which 11.38 per cent is attributable to Horningsea.

## **6 WEBBS**

Wychbold, Worcestershire - £12.76m (2013: £11.7m)

The centre is now run by Ed Webb and includes the former Hurrans site in West Hagley but no longer the Garden Organic shop at Ryton. Total business turnover for January-December 2014 was £14.64m versus £13.6m in 2013

## **7 VAN HAGE**

Great Amwell, Hertfordshire - £12.7m (2014: £12m)

This is Van Hage's flagship site. Chris Roberts runs the company and Martin Taylor is retail director. To end of July 2014 the Van Hage group of three garden centres in Great Amwell, Chenies (Hertfordshire) and Peterborough had a turnover of £18.168m - sales grew by 5.9 per cent on the previous year.

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## **8 BURFORD GARDEN COMPANY**

Oxfordshire - £12.2m (2014: £11m)

Nigel Johnson founded this Cotswolds-based high-end centre in the 1980s. Paul Gingell is managing director. Annual accounts to 30 January 2015.

## **9 CADBURY GARDEN & LEISURE**

Bristol - £11m (2014: £11m)

Taken over by Wyevale in 2014 as part of the purchase of the seven-centre Garden & Leisure group. Figures are Horticulture Week estimates, pegged at last year's figures, because Wyevale Garden Centres will not release new results until June and declined to provide its forecast.

## **10 HAYES GARDEN WORLD**

Cumbria - £10.81m (2014: £8.9m)

Lake District destination garden centre managed by Keith Laird.

## **11 CHESSINGTON GARDEN CENTRE**

Surrey - £10.7m (2014: £10.7m)

Run by Jolyon Martin in the Surrey green belt. Turnover to end of December 2014.

## **12 DOBBIES GARDEN WORLD**

Edinburgh - £10.7m (2014: £10.14m)

Dobbies' annual group sales are now £142m. Andy King is chief executive at the 35-centre chain bought by Tesco in 2007. Steve Guy is buying director. Turnover to end of March 2015.

## **13 POLHILL GARDEN CENTRE**

Sevenoaks, Kent - £10.634m (2014: £10.6m)

Owned by the Novells and situated in Sevenoaks, the garden centre has now been established for more than 30 years. Turnover to end of December 2013 - next accounts due to be filed September 2015.

## **14 OTTER NURSERIES**

Ottery St Mary, Devon - £10.4m (2014: £10m)

Founder Malcolm White and the directors are family members. Other outlets include Plymouth, Torbay, Wincanton and Lymington plant centre. For the full year to end of December 2013, Otter

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Nurseries' five South West centres had a total turnover of £15.604m, an increase of 4.3 per cent on the previous year.

## **15 HASKINS GARDEN CENTRE**

Ferndown, Dorset - £10m (2014: £9.6m)

Chief executive is Julian Winfield. Turnover is around £30m at Haskins four centres. Manager is Matt Hill.

## **16 GARSONS**

Esher, Surrey - £9.564m (2014: £10m)

This is a crossover farm shop/pick your own/garden centre. Development plans costing £3.2m are well underway. Turnover to end of March 2015.

## **=17 HASKINS ROUNDSTONE**

West Sussex - £9.5m (2014: £8.9m)

Newly redeveloped after being bought in 2000. Manager is Nick Joad. Turnover to end of February 2015.

## **=17 GORDALE GARDEN & HOME CENTRE**

Merseyside - £9.5m (2014: £8.41m)

Run by the Nicholson family. Turnover to end of September 2014. Garden centre has undergone improvements to interior with new shop fittings, flooring and till points. Also enlarged and improved its play area in winter 2014.

## **19 RUXLEY MANOR**

Sidcup, Kent - £9.4m (2014: £7.5m)

Run by the Evans family. Correct to end of December 2014. Ruxley Manor had a new car park at the start of 2013, a new food hall at the end of 2013 and a new restaurant at the end of 2012.

## **20 HASKINS WEST END**

Southampton - £9m (2013: £8.3m)

Buying director is Conna Powles. Figures to end of February 2014.

## **21 BLUE DIAMOND TRENTAM**

Staffordshire - £8.981m (2014: £8.65m)

Blue Diamond now runs 15 centres. Alan Roper runs the group. Turnover to end of December 2014.

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## **22 WHITEHALL GARDEN CENTRE**

Wiltshire - £8.633m (2014 £8.4m)

Also has a site at Whitchurch in Bristol with a £2.079m turnover. Owned by the Self family and part of the Tillington buying group.

## **23 ALTON GARDEN CENTRE**

Essex - £8.511m (2014: £7,666,520)

Owner Derek Bunker founded this Essex centre in 1971 and now employs 11 members of his extended family among the staff. Bunker's son, Andy, is a mainstay in the Tillington buying group set-up. Turnover figures for January-December 2014.

## **24 ENDSLEIGH GARDEN & LEISURE**

Ivybridge, Devon - £8.5m (2014: £8.5m)

One of the seven-strong, formerly French-owned Garden & Leisure group. Results are estimated by HW as the same as 2014.

## **25 HUNTINGDON GARDEN & LEISURE**

Cambridgeshire - £8.12m (2014: £8.12m)

Store opened in 2002 and occupies a site covering 8ha. Results pegged at 2014 levels as estimated by HW.

## **26 FROSTS AT WOBURN SANDS**

Milton Keynes - £8m (2014: £7.2m)

Four centres are run by the Frost family - Jeremy, Rupert and James. Turnover to end of March 2015.

## **27 BRIDGEMERE NURSERY & GARDEN WORLD**

Cheshire - £7.5m (2014: £7.96m)

Bridgemere Nursery & Garden World was bought by Wyevale from John Ravenscroft in 2006 for £15m.

## **28 BRIGG GARDEN CENTRE**

Lincolnshire - £7.842m (2014: £8m)

Owned by Charles and Robert Stubbs. The British Garden Centres label now owns Brigg and Woodthorpe in Lincolnshire, Arcadia in Middlesbrough, Spring in Hornsea, Towneley in Lancashire,

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Irton in North Yorkshire, Roxton in Bedfordshire and Gilberdyke in East Yorkshire. Turnover to end of 2014.

## **29 WOODLANDS NURSERY & GARDEN CENTRE**

Leicestershire - £7.6m (2014: £7.6m)

Wyevale bought this destination garden centre and nursery for £9.65m in 2002. Results kept by HW at 2014 levels.

## **30 SQUIRE'S BADSHOT LEA GARDEN CENTRE**

West Sussex - £7.4m (2014: £7.4m)

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

## **31 BLUE DIAMOND ST PETERS GARDEN CENTRE**

Jersey - £7.109m (2014: £6.992m)

Jersey's biggest garden centre, owned by Guernsey-based Blue Diamond. Turnover to end of 2014.

## **=32 BICESTER GARDEN CENTRE**

Oxfordshire - £6.98m (2014: £6.98m)

The centre was revamped in 2013 after beginning in 1976 as a nursery. Bought by Blooms of Bressingham in 2000. Results pegged at 2014 levels under HW estimates.

## **=32 HEIGHLEY GATE NURSERY & GARDEN CENTRE**

Morpeth, Northumberland - £6.98m (2014: £6.98m)

David Lishman established this centre in 1963 and sold it to Wyevale in 2008. HW estimate.

## **34 HOLLYBUSH GARDEN CENTRE**

Wolverhampton - £6.957m (2014: £6.5m)

Steve Hallett is general manager. Turnover to March 2015.

## **=35 AYLETT NURSERIES**

St Albans, Hertfordshire - £6.9m (2014: £6.5m)

Celebrating its 60th anniversary in 2015. Run by Julie Aylett and Adam Wigglesworth. Turnover to end of October 2014.

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## **=35 HASKINS SNOWHILL**

West Sussex - £6.9m (2014: £6.1m)

Garden centre in Southampton with renovation a possibility. Turnover to end of February 2015.

## **37 PERRYWOOD GARDEN CENTRE**

Essex - £6.86m (2014: £6.04m)

Garden centre and nursery run by Alan, Karin and their son Simon Bourne and daughter Hannah Powell. Turnover to end of July 2014.

## **38 SQUIRE'S TWICKENHAM GARDEN CENTRE**

Middlesex - £6.85m (2014: £6.7m)

Head of buying at the group is Darran Oakley.

## **39 GROSVENOR**

Chester - £6.812m (2013: £6.35m)

Run by Blue Diamond since April 2012, with former managing director Iain Wylie now interim chief executive officer at the Garden Centre Association. Owned by the Duke of Westminster. Turnover until end of 2014.

## **40 DOBBIES GARDEN WORLD**

Aberdeen - £6.79m (2014: £6.435m)

Opened in 2010. All Dobbies turnover figures are until end of March 2015.

## **41 WORLD'S END GARDEN CENTRE**

Wendover, Buckinghamshire - £6.65m (2014: £6.65m)

World's End was bought from the Economic Forestry Group in 1995. The late Jim Bone and Len Bone founded the centre in 1970. Wyevale is now owner. Figure is HW estimate.

## **42 BLUE DIAMOND LE FRIQUET**

Guernsey - £6.634m (2014: £6.718m)

A doughnut-shaped garden centre on the Channel Islands that opened in 2009. Turnover to end of 2014.

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## **43 STEWARTS GARDENLANDS**

Christchurch, Dorset - £6.593m (2014: £8.4m)

Stewarts has two south coast centres. Martin Stewart has been managing director since 1982. Adjusted figures to split centres' turnover. Turnover to end of January 2014, during which time sales increased overall by 5.2 per cent. The second centre at Broomhill had a turnover of £2.231m.

## **44 REDFIELDS**

Fleet, Hampshire - £6.395m (2014: £4.475m)

Now fully rebuilt after Blue Diamond bought the centre from the Goater family in 2010. Turnover to end of 2014.

## **45 MELBICKS GARDEN & LEISURE**

Birmingham - £6.37m (2014: £6.37m)

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

## **46 FOREST LODGE**

Farnham, Surrey - £6.335m (2014: £6.2m)

The Forest Lodge garden centre is run by the Head family under the Denys E Head company name. Turnover to end of January 2014 - sales grew by 2.1 per cent on the previous year. Simon Hughes is general manager.

## **47 GORDON RIGG**

Todmorden - £6.3m (2014: £6.2m)

Tim Bayliss is manager. Turnover to end of July 2014 - a second site at Kingsway in Rochdale had a £3.4m turnover in the 12 months ending July 2014.

## **48 WENTWORTH GARDEN CENTRE**

South Yorkshire - £6.156m (2014: £5.5m)

Occupies a 6.4ha site in an historic conservation village. Tony Airey is owner. Turnover to 30 September 2014.

## **49 DOBBIES GARDEN WORLD**

Stirling - £6.02m (2014: £5.36m)

Garden centre located on Drip Road in Craigforth.



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## **50 SANDERS GARDEN WORLD**

Somerset - £5.91m (2014: £5.91m)

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. HW estimate.

## **51 DOWNTOWN GARDEN CENTRE**

Boston, Lincolnshire - £5.9m (2014: £7.5m)

Founded in 2000 as part of a group of the Isaac family's Oldrids department and furniture stores and built to complement the site. Paul Marsh is store manager.

## **52 DOBBIES GARDEN WORLD**

Ayr - £5.72m (2014: £5.52m)

Dobbies branch opened in March 2004.

## **53 NOTCUTTS WOODFORD PARK**

Cheshire - £5.6m (2014: £5.361m)

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

## **54 MILLETS FARM**

West Oxfordshire - £5.6m (2014: £5m)

Family farm owned by brothers Nigel and Tony Carter before being sold to Frosts. Turnover to end of March 2015.

## **55 HIGHFIELD GARDEN WORLD**

Gloucestershire - £5.455m (2014: £4.785m)

Owned by the Greenway family and recently revamped. Projected figures to end of June 2015.

## **56 DOBBIES GARDEN WORLD**

Cirencester - £5.42m (2014: £5.03m)

## **57 COOLINGS GARDEN CENTRE**

Knockholt, Kent - £5.4m (2014: £5.33m)

Now more than 100 years old. Paul Cooling is chairman. Main site at Rushmore Hill had a core garden centre turnover of £5.4m, while Green & Pleasant branch took £1.15m.

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## **58 DOBBIES GARDEN WORLD**

Livingston - £5.39m (2014: £4.95m)

## **59 DOBBIES GARDEN WORLD**

Chesterfield - £5.34m (2014: £5.2m)

## **60 DOBBIES GARDEN WORLD**

Atherstone - £5.32m (2014: £4.8m)

## **61 DOBBIES GARDEN WORLD**

Dunfermline - £5.27m (2014: £5.2m)

## **62 DOBBIES GARDEN WORLD**

Gillingham - £5.25m (2014: £5.03m)

## **63 DOBBIES GARDEN WORLD**

Braehead - £5.22m (2014: £5.03m)

## **64 NOTCUTTS GARDEN PRIDE**

Ditchling, West Sussex - £5.2m (2014: £5.2m)

Sold to Notcutts in December 2013.

## **=65 TRAGO MILLS**

Newton Abbot, Devon - £5.2m (2014: £4.7m)

Peter Davies is store manager. Figures to end of 2014.

## **=65 RAEMOIR GARDEN CENTRE**

Aberdeenshire - £5.2m (2014: £5.2m)

Founded by Dr Frank Mair 20 years ago. Figures to end of 2014.

## **=65 PARADISE PARK**

Newhaven, East Sussex - £5.2m (2014: £5.2m)

Owned by Tates of Sussex. Figures are HW estimate.

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## **68 DOBBIES Garden World**

LISBURN - £5.16m (2014: £5.03m)

## **69 NOTCUTTS NORWICH**

£5.1m (2014: £4.94m)

Managed by Steve Boom.

## **70 MONKTON ELM**

Taunton, Somerset - £5.097m (2014: £5.028m)

Opened a new restaurant in April. Mike Lind runs the centre.

## **71 HOUGHTON HALL**

Carlisle - £5.04m (2014: £4.965m)

Owned by Klondyke. Bob Hewitt is chief executive.

## **72 RHS WISLEY**

£5m (2014: £5m)

Ross McEwan heads the plant centre. Figures are HW estimate.

## **73 PETER BARRATT'S STOCKTON**

£4.97m (2014: £4.97m)

Garden centre owned by Wyevale.

## **74 DOBBIES Garden World**

Ashford - £4.9m (2014: £4.95m)

## **75 VAN HAGE PETERBOROUGH**

£4.7m (2014: £4.5m)

Martin Taylor is retail director.

## **76 DOBBIES Garden World**

Milngavie - £4.88m (2014: £4.9m)

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## **=77 DOBBIES Garden World**

Dundee - £4.86m (2014: £4.9m)

## **77= DOBBIES Garden World**

Ponteland - £4.86m (2014: £4.3m)

## **79 BLUE DIAMOND DERBY Garden Centre**

£4.821m (2014: £4.979m)

Located in Little Eaton.

## **80 BLOOMS GLOUCESTER**

£4.8m (2014: £4.8m)

Owned by Wyevale.

## **81 NORTHAMPTON Garden Centre**

£4.78m (2014: £4.78m)

Another Wyevale-owned centre.

## **82 NEWBRIDGE Nurseries**

£4.766m (new entry)

Bought by Blue Diamond in January 2015.

## **83 DOBBIES Garden World**

MILTON KEYNES - £4.73m (2014: £4.8m)

## **84 PETER BARRATT's GOSFORTH**

£4.71m (2014: £4.71m)

Owned by Wyevale.

## **=85 FLOWERLAND Home & Garden, BOURNE END**

Buckinghamshire - £4.7m (2014: £4.7m)

Hugh Evans is managing director.

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## **=85 SWANSEA Garden Centre**

£4.7m (2014: £4.7m)

Owned by Wyevale.

## **=85 FROSTS WILLINGTON**

Bedford - £4.7m (new entry)

## **=85 STEPHEN H SMITH's Garden & Leisure**

Otley, West Yorkshire - £4.7m (2014 £4.7m)

Figures are HW estimate.

## **89 BLUE DIAMOND EVESHAM Garden Centre**

£4.627m (2014: £4.563m)

## **90 BARNETT HILL**

Stourbridge - £4.59m (2014: £4.59m)

Owned by Wyevale.

## **91 BAYTREE**

Lincolnshire - £4.5m (2014: £4.5m)

Turnover to end of August 2014.

## **92 GARSONS TITCHFIELD**

£4.497m (new entry)

Sister centre to Garsons Esher.

## **93 GATES NURSERIES**

Leicestershire - £4.4m (2014: £4.4m)

Figures to end of January 2015.

## **=94 ST PETERS GARDEN CENTRE**

Worcester - £4.3m (2014: £4.02m)

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## =94 NOTCUTTS WHEATCROFT

Nottinghamshire - £4.3m (new entry)

Managed by Steve Cole.

## 96 BLUE DIAMOND Brambridge Park Garden Centre

£4.287m (2014: £4.04m)

## =97 PLANTERS Garden Centre

Tamworth - £4.27m (2014: £4.8m)

## =97 BLOOMS RUGBY

£4.27m (2014: £4.27m)

Owned by Wyevale.

## 99 DOBBIES Garden World

Peterborough - £4.18m (2014: £4.3m)

## 100 DOBBIES Garden World

Liverpool - £4.11m (2014: £4.3m)

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## Non-physical garden retailers

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### Online/catalogue/multimedia only

1	Primrose	<b>£33m</b>
2	J Parkers (includes three garden centres)	<b>£20m</b>
3	Bakker Spalding	<b>£13m</b>
4	Crocus	<b>£10.7m</b>
5	Jersey Choice, Jersey Plants Direct and Gardening Direct	<b>£10m</b>

### Business-to-business and business-to-consumer suppliers

1	Westland/Marshalls/Unwins	<b>£102m</b>
2	Thompson & Morgan/Van Meuwen/Vernons	<b>£31.6m</b>
3	Mr Fothergill's/DT Brown	<b>£22m</b>
4	Suttons/Dobbies	<b>£18.8m</b>

Source : Horticulture Week

[www.hortweek.com](http://www.hortweek.com)