February 'hit and miss' for garden centres says GCA

By Matthew Appleby Tuesday, 04 March 2014

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February was a "hit and miss month" for garden retail, says GCA chief executive Iain Wylie.

He says after a tough start caused by wet weather sales did pick up at times.

He added: "It was typical early spring month. The weather always dictates but the early positive signs are there."

Overall February sales were 2.3 per cent down on February 2013 but are 5.5 per cent up overall so far this year.

Hillier managing director Andy McIndoe said sales of plants such as Hillier's 9cm pot perennials range had replaced fuel, rock salt, sledges and bird food this winter.

JTF Wholesale senior buyer Gerrard Smith said sales were up 27 per cent year on year last week, with best-selling lines a 70 litre compost at £2.99 or four for £10