

# BARNES *Reports*

## **Nursery Garden Center & Farm Supply Stores Industry (NAICS 33991)**

- Market Reports
- Industry Trends
- Demographic Data

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# NURSERY, GARDEN CENTER & FARM SUPPLY STORES (NAICS 44422)

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# NURSERY, GARDEN CENTER & FARM SUPPLY STORES (NAICS 44422)

## USERS' GUIDE

The Barnes Reports are the leading publications on U.S. industries and estimates and forecasts on sales and employment demographics. As a way of making the most of this information, we have included a few suggestions and tips to aid you in processing and using this information.

Managers, planners, and market researchers use this information for a variety of activities:

- Sizing markets and segments – You can estimate the size of the regional markets you sell in and your company's market penetration into that market. You can do the same with the market segments in which you participate.
- Sales territory potential – You can estimate your market penetration and also the market potential in any regional area or market segment.
- Sales forecasting – With the estimates on the size of the industry, market researchers supporting a sales force can then estimate and forecast the future size of the industry.
- Advertising strategies – You can use this information for forecasting and estimating sales potential and target advertising campaigns.
- Competitive analysis – You will use the information to locate your possible competitors (if it is not already known), to estimate their size, growth and strengths and weaknesses and to see what market segments in which they participate.

We recognize that many managers today are asked to provide detailed analysis of their markets, sales territories, distribution channels, and product placements. We have organized these reports in a logical format making your market analysis and research tasks easy to accomplish.

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# **NURSERY, GARDEN CENTER & FARM SUPPLY STORES (NAICS 44422)**

## **INDUSTRY DEFINITION AND RELATED INDUSTRIES**

### **NAICS 44422 Nursery, Garden Center & Farm Supply Stores**

This industry comprises establishments primarily engaged in retailing nursery and garden products, such as trees, shrubs, plants, seeds, bulbs, and sod, that are predominantly grown elsewhere. These establishments may sell a limited amount of a product they grow themselves.

### **Related Industries**

- Home Centers
- Hardware Stores
- Warehouse Clubs & Supercenters

### **U.S. Census Categories**

NAICS 44422 Nursery, Garden Center & Farm Supply Stores is:  
67% of SIC 5261 Nursery and garden centers and  
28% of SIC 5191 Farm supplies dealers (retail)

### **Sub-Industries**

- Retail nurseries and garden stores
- Lawn and garden equipment
- Garden tractors and tillers
- Hydroponic equipment and supplies
- Lawnmowers and tractors
- Lawn and garden supplies
- Fertilizer
- Fountains, outdoor
- Garden supplies and tools, nec
- Sod
- Top soil
- Lawn ornaments
- Retail nurseries
- Christmas trees (natural)