

2014 Tennessee Green Industry Expo Exhibitors

This list represents a partial list of exhibitors at time of printing.

- Anderson Mulch & Soil, LLC
- Bailey Nurseries, Inc.
- Ball Horticultural Company
- Barky Beaver Mulch & Soil, Inc.
- BASF
- Black Fox Farms
- Blankenship Farms and Nursery
- BoShanCee Nursery, Inc.
- Boyd & Boyd Nursery
- BWI of Memphis
- Cam Too Camellia Nursery, Inc.
- Cedarwood Nursery
- Cherokee Manufacturing
- Cherry Springs Nursery
- Classic Groundcovers, Inc.
- Cumberland Tractor & Equipment, LLC
- Day Lily Nursery
- Dayton Bag & Burlap
- Dickens Turf & Landscape Supply
- Don Yancy & Son's Nursery
- Dutchman Tree Spade
- Farm Credit Mid-America
- Faron Green Nursery
- Florida Pine Straw Company
- Flower City Nurseries
- Forest Nursery Co., Inc.
- Freedom Tree Farms, LLC
- General Equipment Co.
- Great Lakes Fastening
- GreenForest Nursery, Inc.
- Greenleaf Nursery Co., Inc.
- Griffin Greenhouse Supplies
- GrowTech, Inc.
- H & H Farm Machine Co., Inc.
- Hans Nelson & Sons Nursery, Inc.
- Harrell's Fertilizer ,LLC
- Haston Farm Nursery
- Hawksmith & Sons Nursery, Inc.
- Heather Farms Nursery, Inc.
- Herd Farms Nursery
- Heritage Farms
- Hidden Valley Nursery, LLC
- Hill's Creek Nursery
- Home Nursery, Inc.
- Hortica Insurance & Employee Benefits
- Imperial Nurseries, Inc.
- Ix Chel Pottery
- John Deere Landscapes
- Jones Nursery Company
- Keith's Nursery
- Lee- Smith Isuzu Commercial Trucks
- Little River Nursery, Co.
- Magness Nursery
- Medley's Nursery
- Mid Tenn Turf, Inc.
- Mid-America Mulch, Inc.
- Middle Tennessee Nursery Association
- Mid-South Nursery
- Mingo Nursery
- Mize Farm & Garden
- Morton's Horticultural Products, Inc.
- Myers Industries Lawn & Garden
- N.Y.P. Corporation
- Nashville Web Design
- National Nursery Products, Inc.
- New Market Agricultural Equipment Co.
- New Market Nursery
- Nursery Supplies, Inc.
- Oak Brook Farms, LLC
- Odom Nursery Company
- Palms Unlimited
- Plantation Tree Company
- Pleasant Cove Nursery, Inc.
- Randall Walker Farms
- Riverbend Nurseries, Inc.
- Samara Farms
- Scenic Hills Nursery
- Senninger Irrigation, Inc.
- SGP Mulch & Soils of America
- Shadow Nursery, Inc.
- Silver Bait
- Southern Agricultural Insecticides, Inc.
- Southern Panel & Decking
- Spring Meadow Nursery
- Stewart's Nursery
- Stover Manufacturing, LLC
- Sturgill Tree Farms
- Swafford Nursery, Inc.
- Tennessee 811
- Tennessee Department of Agriculture
- Tennessee Nursery & Landscape Association, Inc.
- Tennessee State University Research Center
- Tennessee Valley Nursery, Inc.
- Tippah County Growers, Inc.
- Triple B Nursery
- Trivett's Nursery
- Turner & Sons Nursery
- Underwood True Value Hardware & Nursery Supply
- Walker Nursery Company
- Warren County Nursery, Inc.
- Witty Creek Nursery
- Wood Nursery
- Zeager Bros., Inc.



**Tennessee
Green Industry Expo**

Music City Center
201 Fifth Avenue South

DIRECTIONS

From the North on I-65—Take I-65 South toward Nashville. Keep left to continue on I-24 East. Follow signs for I-24/I-40 E/Chattanooga/Knoxville. Take exit 49 for Shelby Avenue. Turn left onto Shelby Avenue. Continue onto Korean Veterans Boulevard. Located on right at 700 Korean Veterans Boulevard.

From the South on I-65—Take I-65 North toward Nashville. Take I-65 North to I-40 East merge, exit 888 towards Knoxville and KEEP RIGHT. Immediately take exit 210C, 4th/2nd Avenue. Stay straight, and in the middle lane. Turn left onto 2nd Avenue South. Continue on 2nd Avenue until Korean Veterans Boulevard, and turn left. Located on right at 700 Korean Veterans Boulevard.

From the East on I-24—Take I-24 West toward Nashville/Birmingham. Keep left to continue on I-40 West, follow signs for Huntsville/Memphis/I-65 South. Take exit 210C for 2nd Avenue toward 4th Avenue South. Keep right at the fork, follow signs for 2nd Avenue and turn right onto 2nd Avenue South. Continue on 2nd Avenue to Korean Veterans Boulevard and turn left. Located on right at 700 Korean Veterans Boulevard.

From the West on I-24—Take I-24 East. Keep left to stay on I-24 East, follow signs for I-24/I-40 East/Chattanooga/Knoxville. Take exit 49 for Shelby Avenue. Turn left onto Shelby Avenue. Continue onto Korean Veterans Boulevard. Located on right 700 Korean Veterans Boulevard.



From the West on I-40—Take I-40 East toward Nashville. Take exit 209B toward Broadway/Demonbreun Street. Merge onto 14th Avenue North. Turn left onto Broadway. Turn right onto Rosa L Parks Boulevard. At the traffic circle, take the second exit onto Lafayette Street. Turn left onto 7th Avenue South. Left on Korean Veterans Boulevard. Located on right at 700 Korean Veterans Boulevard.

From the East on I-40—Take I-40 West toward Nashville. Keep left to stay on I-40 West and follow signs for Huntsville/Memphis/I-65 South. Take exit 210C for 2nd Avenue toward 4th Avenue. Keep right at the fork, follow signs for 2nd Avenue and turn right onto 2nd Avenue South. Continue on 2nd Avenue to Korean Veterans Boulevard and turn left. Located on right at 700 Korean Veterans Boulevard.

P.O. Box 57
McMinnville, TN 37111

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Nashville—Where Music & Business Meet

The Event For All Your Horticulture Needs

January 17-18, 2014

Friday, January 17, 2014
9:00 a.m. to 5:00 p.m.

Saturday, January 18, 2014
10:00 a.m. to 2:00 p.m.

The NEW Music City Center
201 5th Avenue South
Nashville, TN 37203



**Tennessee
Green Industry Expo**



Managed by the Tennessee Nursery & Landscape Association, Inc.

P. O. Box 57 • McMinnville, TN 37111

Phone: 931-473-3951 • Fax: 931-473-5883

Website: www.tngie.com • Email: mail@tnla.com

This project is funded under an agreement with the Tennessee Department of Agriculture www.picktnproducts.org.

Be the first to see the latest products in horticulture and place your orders for the spring season. Exhibitors from across the country will unveil their latest products and services at this premier event which will take place on Friday, January 17 through Saturday, January 18, at the Music City Center.

Easily accessible and affordable – the Tennessee Green Industry Expo is a great alternative to traveling the country searching for the products you need to make your business successful and increase your bottom line! Located within a days drive of more than half of the nation's population, the Tennessee Green Industry Expo connects you with the industry's top producer of plants and related products.

Awards Breakfast – Saturday, January 18, 8:00am, Omni Hotel - Ticket Required

Join us for breakfast and see who will be the recipients of the annual TNLA "Best of the Best" Grower, Landscaper, Garden Center, Young Nursery Professional, Salesperson, Committee Chair, and Scholarship winner and who will be inducted into the TNLA Hall of Fame. **The cost is only \$20.00 and is on the TNGIE registration form. Breakfast tickets must be purchased by January 3, 2014.** No breakfast tickets will be available for purchase onsite.

TNLA Annual Business Meeting – Saturday, January 18, 8:45am, Omni Hotel

After breakfast, TNLA will have the annual business meeting (open to all TNLA members) and the new officers for 2014-2015 will be installed. Please make plans to attend this meeting.

Great Business Management Speakers:



Jim Paluch has been helping sales people for over 20 years to grow as individuals while reaching and exceeding their goals. He understands the habits that drive sales success and makes learning a fun and energizing experience.

**Jim Paluch
Come Alive Outside**

(Keynote presentation open to all exhibitors and attendees)

Come Alive Outside is a battle cry. These three words identify the source of a serious problem in our society and provide a clear, simple solution to making life more healthy and vibrant. The Come Alive Outside EDGE takes the power and importance of the Come Alive Outside message and translates it into a concrete business strategy for the landscape profession. Attendees will leave this session with tools that will help them gain the Come Alive Outside EDGE: Energize Your Team Around a Passion Draw People into the Landscape Grow Sales from the Why Engage Community Outreach Marketing **Education Badge required for all educational sessions except the Keynote**

**Jim Paluch
Selling from the "WHY"**

People are more interested in buying an idea than a product or service. So how do we position ourselves to sell memories and experiences and put the focus on the benefits of your product or service rather than the cost? In this interactive session, every participant will leave prepared to truly connect with every customer on an emotional level and dramatically increase their sales by Selling from the WHY.



**Bob Coulter
Leading Leaders**

Organizations that are winning have effective leaders not only at the top, but at all levels of the company. Learning to coach leaders effectively means both helping them to set and reach their goals, as well as, own the responsibility for the overall success for themselves and those that they lead. In this session participants will learn how to identify and communicate what a WIN really looks like and the steps to take that will help everyone in the organization succeed.

Attendees will leave this session with: The tools to set and achieve SMART Goals with your team to drive Excellent Business Results. Ways to grow key people in your organization so that they can OWN their responsibility. Inspiration to move your contribution from being a Great Player to a Great Coach.

Educational Program Registration In Front Of Exhibit Hall D Meeting Rooms 102 and 103

Friday, January 17, 2014		
8:00 - 8:50 am	Keynote Speaker: Jim Paluch, JP Horizons, Inc. Come Alive Outside (EDGE) Energize Your Team Around a Passion, Draw People Into The Landscape, Grow Sales From The Why, Engage Community Outreach Marketing <i>Open to all exhibitors and attendees</i>	
	Session A	Session B
9:00 - 9:50 am	Dr. Charles Gilliam, Auburn University Weed Control For The Landscape And Nursery <i>Education Badge Required</i>	Mr. Jim Paluch, JP Horizons, Inc. Selling From The "WHY" Attendees will leave this session prepared to truly connect with every customer on an emotional level and dramatically increase their sales by Selling from the WHY. <i>Education Badge Required</i>
10:00 - 10:50 am	Dr. Alan Windham, University of Tennessee Persistent Plant Diseases – Why Do We See Them Each Year? <i>Education Badge Required</i>	Mr. Bob Coulter, JP Horizons, Inc. Leading Leaders Attendees will leave this session with: The tools to set and achieve SMART Goals with your team to drive Excellent Business Results. Ways to grow key people in your organization so that they can OWN their responsibility Inspiration to move your contribution from being a Great Player to a Great Coach <i>Education Badge Required</i>
11:00 am - 2:00 pm	VISIT TRADESHOW	
	Session A	Session B
2:00 - 2:50 pm	Dr. Frank Hale, University of Tennessee Extension Managing Destructive Wood-boring Insects In The Nursery & Landscape <i>Education Badge Required</i>	Mr. Jim Paluch, JP Horizons, Inc. "Wrap Up" <i>Education Badge Required</i>
3:00 - 3:50 pm	Dr. Brian Jackson, North Carolina State University Growing Media - Advances With Alternative New Twists To Traditional Mixes For Optimal Crop Performance <i>Education Badge Required</i>	Ms. Carol Reese, University of Tennessee Mix It Up - New Alternative Plants For The Landscape <i>Education Badge Required</i>
4:00 - 4:50 pm		

A1, A2, A3 and A4 will get pesticide credits. One credit will be given for attendance in each of these sessions in C3, C10 and C12

TNLA has secured lodging at the Omni Hotel across the street from the NEW Music City Center.



The Omni Nashville Hotel
250 Fifth Avenue South

The Omni Nashville Hotel is specifically created to be an authentic expression of Nashville's vibrant music culture. **Across from the new Music City Center**, this luxury hotel is a one-of-a-kind experience, fully integrated with an expansion of the Country Music Hall of Fame and Museum® on three levels.

Located on Fifth Avenue between Demonbreun and Korean Veterans Boulevard, the Omni Nashville Hotel design is a modern expression of the city's distinct character, incorporating natural materials, exposed steel and regional limestone. The multi-story hotel and expanded museum share meeting and entertainment space and bring additional restaurants and retail venues to this dynamic destination in downtown Nashville.

Reservations Must Be Made By December 16 to get Group Rate!



Hotel Highlights

- Rate is \$179 for Single/Double
- Free Wi-Fi
- Valet Parking is \$30 per night. However, the Music City Center has 1800 parking spaces and parking is \$18 per day.

Hotel Reservations can be made online by going to www.tngie.com and selecting Hotel or by calling 800-538-0400 and asking for the Tennessee Nursery & Landscape Association Rate.



PRE-REGISTRATION FORM

To pre-register for TNGIE 2014, please fill out this form or register online at www.tngie.com. Fill in company information (Sections 1-3). Indicate if you are an exhibitor or attendee (Section 4). List each registrant's job code (Section 5). List each registrant's name (Section 6). Copy form as needed for additional registrants. Correct fees must be received to process your registration. Check should be made payable to the Tennessee Green Industry Expo or TNGIE. Credit cards accepted. Forward form to address below. Save time and money by

pre-registering through 1/3/14. Cancellations before 1/3/14 will be refunded in full. No refunds after 1/3/14. Badges will not be mailed.

SECTION 1 – Company Information

Firm Name: _____ Contact: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____
 Email: _____ Website: _____

Number of Employees: 1-5 6-10 11-15 16-20 21-50 51+
 How did you hear about TNGIE? Email Brochure TNLA/TNLA Website Other

SECTION 2 – Business Category

Please check **ONE** business category that best describes your company.

- | | | |
|--|---|--|
| (A) <input type="checkbox"/> Wholesale Grower | (I) <input type="checkbox"/> Retailer/Independent | (Q) <input type="checkbox"/> Golf Course |
| (B) <input type="checkbox"/> Distributor/Green Goods | (J) <input type="checkbox"/> Retailer/Mass Merchandiser | (R) <input type="checkbox"/> Gov't/Parks/Institutional |
| (C) <input type="checkbox"/> Distributor/Allied | (K) <input type="checkbox"/> Landscape Architect | (S) <input type="checkbox"/> Research/Education |
| (D) <input type="checkbox"/> Greenhouse | (L) <input type="checkbox"/> Landscape Contractor | (T) <input type="checkbox"/> Student/Teacher |
| (E) <input type="checkbox"/> Manufacturer | (M) <input type="checkbox"/> Landscape Maintenance | (U) <input type="checkbox"/> Press |
| (F) <input type="checkbox"/> Manufacturer's Rep. | (N) <input type="checkbox"/> Landscape Designer | (V) <input type="checkbox"/> Other |
| (G) <input type="checkbox"/> Mail Order | (O) <input type="checkbox"/> Interiorscaper | |
| (H) <input type="checkbox"/> Business Service | (P) <input type="checkbox"/> Interior Maintenance | |

SECTION 3 – Product Category

Please check **ALL** product categories your company provides.

- | | | |
|---|--|--|
| (A) <input type="checkbox"/> Aquatics | (F) <input type="checkbox"/> Turf | (K) <input type="checkbox"/> Greenhouse Supplies |
| (B) <input type="checkbox"/> Container Plants | (G) <input type="checkbox"/> Irrigation | (L) <input type="checkbox"/> Allied Products |
| (C) <input type="checkbox"/> Field-Grown Plants | (H) <input type="checkbox"/> Equipment/Tools | (M) <input type="checkbox"/> Computer Related |
| (D) <input type="checkbox"/> Greenhouse Plants | (I) <input type="checkbox"/> Fertilizers/Chemicals | (N) <input type="checkbox"/> Retail Sales |
| (E) <input type="checkbox"/> Tropicals/Foliage | (J) <input type="checkbox"/> Florist/Supplies | (O) <input type="checkbox"/> Other |

SECTION 4 – Badge Type

Please choose **EITHER** (A) Attendee, (E) Education or (X) Exhibitor for each person registered and place in Section 6.

- (A) Attendee (E) Education
 (X) Exhibitor

SECTION 5 – Job/Position Category

Please choose a **JOB CODE** and place in Section 6.

- | | |
|---|---|
| (A) <input type="checkbox"/> Pres/Owner | (F) <input type="checkbox"/> Staff/Employee |
| (B) <input type="checkbox"/> Corp Off/Gen Mgr | (G) <input type="checkbox"/> Guest/Non-Industry |
| (C) <input type="checkbox"/> Manager/Foreman | (H) <input type="checkbox"/> Student/Educator |
| (D) <input type="checkbox"/> Buyer | (I) <input type="checkbox"/> Child (6-17) |
| (E) <input type="checkbox"/> Sales | (J) <input type="checkbox"/> Child (<6) |

NOTE: Exhibitors may receive (2) **FREE** Trade Show Badges per booth rented.

Badge Options / Fees:

	Pre-Reg	On-Site		Pre-Reg	On-Site
A. ADULT Trade Show Badge (Ages 18+)	\$10	\$15	D. Education - Friday only*	\$100	\$125
B. YOUTH Trade Show Badge (Ages 6-17)	\$5	\$10	E. Awards Breakfast - Saturday	\$20	NA
C. CHILD Trade Show Badge (Ages <6)	FREE	FREE			

*Must Purchase by 1/3/14
 *Includes Admission to Trade Show

SECTION 6 – Registrant Information

REGISTRANT NAME	ATTENDEE(A) EDUCATION (E) EXHIBITOR (X)	JOB CODE	FEE
1			\$
2			\$
3			\$
4			\$
Total Due:			\$

Check No: _____ Enclosed for \$ _____
 Credit Card \$ _____ to Visa MC AmEx Discover
 Account #: _____
 Card Verification Value#: _____ Exp. Date: _____
 Name on Card: _____ Signature: _____

Tennessee Green Industry Expo
 P.O. Box 57 • McMinnville, TN 37111 • Phone: 931-473-3951 • Fax: 931-473-5883