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BFG Offers Pay-By-Scan To IGCs

Jennifer Polanz, *Green Profit*, Vol. 76 No. 7

In July, Green Profit columnist Bill McCurry and editor-at-large Ellen Wells broke the news about a handful of retailers working with BFG Supply Co. on a pay-by-scan program. The program has been such a success that BFG announced in October it opened up the program to qualified independent garden center customers under the name “Stock-Up” at its October trade show in Chantilly, Virginia.

“The idea of consignment inventory and pay-by-scan is nothing new, and although it’s being used today for plants, it has not been adopted in our industry for hard goods,” explains Tim Gallagher, vice president of operations and technology at BFG Supply Co. “We saw an opportunity in the market to offer a service that would not only help our customers manage their inventory more effectively, but create positive cash flow.

“Imagine owning an independent garden center and not paying for the product on your shelves until you’ve already sold it ... this is a game-changer for our customers.”

Currently, there are more than 25 retail customers taking part in Stock-Up since the pilot program started about three years ago. “We haven’t had a single customer leave the program since we started test-driving the concept three years ago,” notes BFG Supply President Rob Glockner. “In fact, some of our customers—like Malmborgs—are actually expanding to other locations because of the flexibility this program creates.”

Van Cooley of Malmborg’s Garden Center in Minnesota talked about being a part of the program during a session at OFA Short Course in July. He told the crowd he was able to take over a vacated garden center in the spring because of BFG’s willingness to provide the Stock-Up option.

*This article is a reprint from Green Profit Magazine - October 26th, 2012 edition