



Leader in Green Industry Distribution

BFG is truly your single source supplier!

Grower

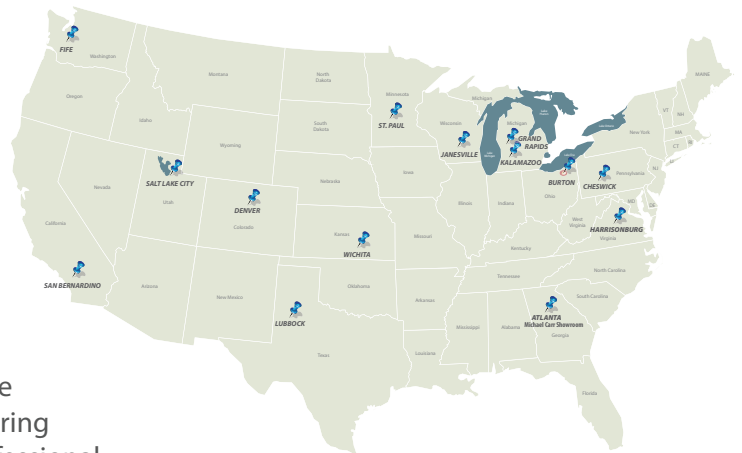
Lawn and
Garden

Plants and
Seeds

Indoor
Growing

About BFG Supply Co

Founded in 1972, BFG Supply has a long history of serving the Green Industry including professional growers, lawn & garden centers, landscapers, and indoor growing stores. As an established industry leader, BFG provides the highest levels of customer service, the broadest product range, and innovative technology solutions. BFG is a true single source supplier for all of your Green Industry needs from watering tools and control solutions to multi-acre fully integrated professional greenhouse structures.



In a world full of change you can take comfort in knowing that BFG Supply is focused on caring for your business needs. We look forward to providing the best customer service in the industry and supporting the growth of our customers.

- In business for 45+ years with Industry leading customer service
- Focus on the Professional Grower, Independent Lawn & Garden, Landscape and Indoor Growing industries
- Professional field sales force dedicated to customer success
- Broad product selection with 15,000+ skus in stock and 100,000+ skus available to order
- Thirteen modern distribution facilities to efficiently serve customers
- Leading technology to improve ordering and delivery efficiency

Today

BFG Supply Co. is the best it has ever been and continues to grow with a strong vision for the future.

Welcome
to the family

We look forward to helping
grow your business!

Company Timeline



1972

BFG Supply Co. was founded by John Gander after seeing the need for a horticultural distributor in the Great Lakes region. Starting small, business was managed out of a local barn, distributing to area greenhouse growers. Staffing with friends and family, the business began to grow. Soon a warehouse was built and additional employees added. Gradually expanding and developing in new territories.

2000

BFG welcomed Cardinal Ventures LLC onboard as principal owner. Cardinal, a private equity firm based in Indianapolis, IN, shared our commitment to providing unparalleled service and quality products to our customers. Their resources and expertise have enabled us to continue to grow and exceed even our own expectations.

2002

BFG's first geographic expansion by way of acquisition took place. The purchase of J.G. Smith & Co. in Batavia, IL, extended our existing service area to the Illinois, Wisconsin, Iowa, and Missouri markets.

2003

Our acquisition of Brighton By-Products in Brighton, PA, occurred, broadening our ability to serve growers in Western Pennsylvania.

2004

We expanded yet again by opening a brand new service center in De Forest, WI, to better serve our customer base in Wisconsin.

2006

Our acquisition of MDM Horticultural Supplies in Minneapolis, MN, occurred, expanding BFG's territory out as far as the Dakotas.

2007

We acquired the Kalamazoo Co-op in Kalamazoo, Michigan. The facilities within this location became the third hub within our warehouse chain and allowed us to more efficiently serve customers within this region.

2008

We opened our newest service center in Louisville, KY to more fully serve an expanding customer base.

2010

In September, BFG Supply Co. was acquired by Tricor Pacific Capital, Inc., a Vancouver private equity firm with offices in Vancouver, B.C. and Lake Forest (Chicago), IL. Tricor's strategic and capital resources will enable BFG to continue to grow while still providing top-notch products and service to our customers.

2011

Our acquisition of Wetsel Inc., a company with a 100 year history in the industry, allowed us to expand our coverage to a total of 23 states within the Midwest, expand our product line and add Lawn and Garden and Turf to the markets BFG Supply Co. serves. Wetsel has a rich history within our industry, starting with Daniel M. Wetsel's decision to grow and sell seeds via a small portable cart and grew to a business which touted 17,000 stocked items from 275 manufacturers. Further into 2011, BFG expanded again by acquiring JR Johnson. With this addition, we gained a stronger customer base in Minneapolis and surrounding areas, plus added product lines.

2013

In January, we expanded our footprint in the lawn and garden industry by securing a 200,000 sq. ft. warehouse facility formerly owned by Commerce Corp, in Grand Rapids, Michigan. In addition to the facility, new lawn and garden product lines have been added and over 50 key employees hired to support this effort. During this time, we also implemented new technology that improved our efficiency and reduced costs, allowing us to pass savings on to our customers.

2020

In January, BFG Supply Co. was acquired by Incline Equity Partners, headquartered in Pittsburgh, Pennsylvania, a private equity firm investing in manufacturing, distribution and business services companies. Incline's expertise was the perfect overlap with our strategic needs, and their approach to partnership aligned well with us culturally. In December, we acquired Gard'N-Wise Distributors, Inc. The acquisition of Gard'N-Wise significantly expands the Company's geographic footprint and ability to serve customers in the Midwest, Southwest and Mountain West regions.

2021

In April, we acquired L&L Nursery Supply. The acquisition of L&L significantly expands our capabilities across the Western United States and strengthens our product offering. L&L provides high levels of service and has an excellent reputation in the industry. The acquisition expands BFG's reach and allows us to provide more value to customers of both companies.



Service Center LOCATIONS



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