

## NORTHEAST

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Creekside Gardens  
Tunkhannock, PA



## Water Gardening Doesn't Have to Be Hard

➤ In 1997, we began carrying water plants at our retail garden center. We were amazed by the number of customers who already had water gardens. As plant lovers and gardeners ourselves, we were excited to learn more about building and maintaining water gardens and everything that went with it.

We started out by piecing together two small water features in our display gardens, using parts from various sources and trying to put together lots of different ideas – all

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to no great satisfaction. After two seasons of trial and error in this area of our business, we longed for something more complete and low maintenance. “Is water gardening really this hard?”

### Our First Achievement

After selling a large, high-profile landscape installation that included a water feature we didn't know how to build, we knew we had to do something. An invitation to an Aquascape Build-A-Pond Day in Syracuse, New York in August of 1999 was our saving grace. In the nick of time, we obtained the knowledge and technical support that launched our success in the water gardening field. Our first Aquascape pond (built that September) was an achievement, and >

< we were excited to have a resource to help us confidently move on with water gardening in our business. The best part of all was that our Aquascape ponds looked so natural!

Our biggest push toward building many more Aquascape ponds came when we built a pond at an indoor Home and Garden Show in February of 2002. In addition to lots of good pond leads, our biggest find was meeting our invaluable ProPond Distributors, Mike and Patti Gilbert. With their local support and guidance, we gained the power to take our pond building to the next level.

### We Love Building Ponds!

Now much of our total business is directly related to water gardening. Pond installations consume half of our total landscape installations. Our retail water gardening line was expanded with NurseryPro products last spring, and we now have a Pond Room that is dedicated to Aquascape and NurseryPro products. We are happy to be able to embrace all types of water gardeners with different budgets by offering entry-level and professional grade products.

Our team of retail salespeople and installers share our **passion for water gardening** and it is a journey we enjoy together.

We love building Aquascape ponds because at the end of a tough installation (which may often involve a jackhammer and earplugs in our Northeast Pennsylvania “soil”), our staff can still smile and be proud to be a part of such a satisfying and creative project. Our team of retail salespeople and installers share our passion for water gardening and it is a journey we enjoy together.