



CHRISTENSEN'S PLANT CENTER

Wholesale Supplier To Landscape Professionals

Keeping up with Hardscape

As Christensen's Hardscape Center's manager, hardscape is all I do... all day... every day. Still even I find it tough to keep up to date with all of the changes and products available. I can only imagine how hard it is for you the contractor to keep this straight.



David Dresselhouse

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We do our best to keep up on things ourselves and talk to our sales reps and manufacturers often. However, we have several paver and wall lines that we sell. Regardless of how dialed-in our staff is, I'm amazed at some of the unknown resources that are out there to help the contractor.

When it comes to Hardscape products, do yourself a favor and talk to the sales rep in your area. These guys want to know you and what would help you sell their products. They know their products better than you or I ever will and are eager to help.

Everybody has a different expectation of the sales rep. Sometimes it's samples, catalogs or technical advice. Other times it's tips to sell a cool new product or maybe you just want to find out what's happening in the market, so you can make sure you don't miss an opportunity. **JUST ASK.**

Take some time and investigate what each manufacturer can offer you. Find out what resources have been developed and determine how you can use them. Call or email me and I will put you in touch with the appropriate person. Ask them how they can help you, what resources are available. Few people will do this, so if you do, you will appear more knowledgeable and professional.

JUST ASK. Don't try do it on your own. Ask for a little help and see what happens.

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