

Create landscapes and relationships that

Thrive

2014 PLAN AHEAD GUIDE / PERENNIALS & SHRUBS



**COVER NEW GROUND
WITH PLANTS & PLANS
THAT WORK**

Ball®

BallLandscape.com

SOLID FOUNDATIONS



Solid foundations start with solid planning... and solid planning starts with solid foundational plants! Many areas of the country are seeing an uptick in home building, and momentum is growing for high-margin foundation plantings and enhancements.

But...higher demand means “first come, first served.” At most nurseries, it’s imperative to plan 6 months ahead to get the varieties you spec for your clients. Thrive 2014 is committed to bringing you the best “What’s New” for perennials and shrubs.

Be sure to check out the handy *Lead Time tips* and the *Business/Landscape Planner* in the center of the book, developed to keep YOU aligned with your supplier every season.

Looking forward to partnering with you in 2014!

JEFF

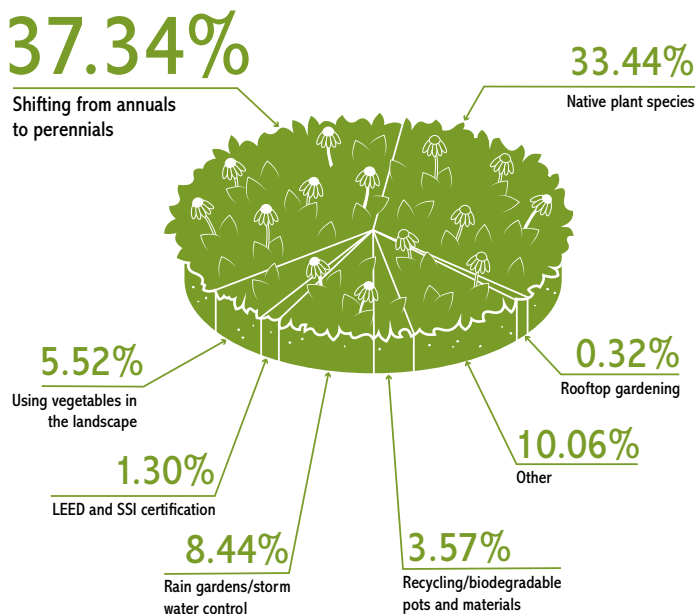
Jeff Gibson
Business Manager – Landscape

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jgibson@ballhort.com
BallLandscape.com

GETTING YOUR PIECE OF THE PIE?

Be prepared — here’s what landscape clients care most about when it comes to sustainability.

(2012 Ball Landscape Contractor Industry Survey)



PERENNIALS & SHRUBS

at your fingertips:

- Find a Finish Grower 1
- SPRING:** Budding Stars 2
- SUMMER/NORTHEAST & MIDWEST:**
- Creative Spark 4
- SUMMER/WEST COAST/SOUTH/SOUTHEAST:**
- Start Smart 6
- FALL:** Go for the BOLD 8
- WINTER:** Timed Right 9
- Business/Landscape Planner 10



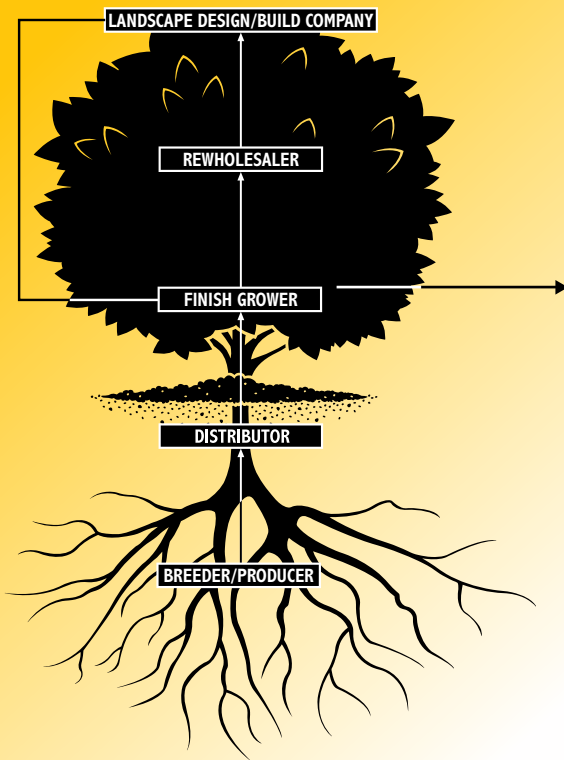
Plan ahead so you have plants on-site, on-time and make the most of crew time.



Our front cover inset:
Hydrangea Next
Generation Pistachio

FIND A FINISH GROWER

The top Finish Growers in the country are producing the shrubs and perennials pictured on pages 2 to 9, plus many more outstanding varieties from Ball Ornamentals and Darwin Perennials. Call today – remember, get your order in early for the best availability.



GET THE GOODS

Ball Landscape is committed to connecting YOU with the best genetics and the top regional nursery stock suppliers.

NORTHEAST & MIDWEST

IMPERIAL NURSERIES
90 Salmon Brook Street
Granby, CT 06035
860 844-6051

PRIDE'S CORNER FARMS
122 Waterman Rd.
Lebanon, CT 06249
800 437-5168

ROBERT BAKER COMPANY
1700 Mountain Rd.
West Suffield, CT 06093
860 668-7371

HOME NURSERY INC.
PO Box 128
Albers, IL 62215
618 248-5194

MONTALE GARDENS
25865 W. Ivanhoe Road
Wauconda, IL 60084
847 487-8435

LOMA VISTA NURSERY
1107 E 23rd St.
Ottawa, KS 66067
800 993-3352

KAT NURSERIES/UTOPIAN TREES
30050 W. 135th St.
Olathe, KS 66061
913 856-5288

NORTHLAND FARMS LLC
11161 120th Ave.
West Olive, MI 49460
616 846-1477

GERTENS NURSERY
5500 Blaine Ave.
Inver Grove Heights, MN 55076
651 239-1327

CENTERTON NURSERY
345 Centerton Woodruff Rd.
Bridgeton, NJ 08302
800 533-1132

JOHNSON FARMS INC. NURSERY
1633 Route 77
Deerfield, NJ 08313
856 358-1123

OVERDEVEST NURSERY
578 Bowentown Road
Bridgeton, NJ 08302
856 451-3179

RIDGE MANOR NURSERY
7925 North Ridge Rd.
Madison, OH 44057
440 466-5781

WILLOWAY NURSERIES
4534 Center Rd.
Avon, OH 44011
440 934-4435

LANCASTER FARMS INC
5800 Knotts Creek Rd.
Suffolk, VA 23435
757 484-4421

SOUTH & SOUTHEAST

STOKLEY NURSERY
10355 Broughton Rd.
Semmes, AL 36575
251 649-2174

ARIZONA WHOLESALE GROWERS
24032 N. 19th Ave.
Phoenix, AZ 85085
623 581-3100

V & P NURSERIES
14703 E Williams Field Rd.
Gilbert, AZ 85295
480 917-9847

HACKNEY NURSERY COMPANY
3690 Juniper Creek Rd
Quincy, FL 32351
850 442-6115

BRACY'S NURSERY
64624 Dummyline Rd
Amite, LA 70422
800 899-4716

PIEDMONT CAROLINA NURSERY
1867 Sandy Ridge Rd.
Colfax, NC 27235
336 993-4114

GREENLEAF NURSERY COMPANY
2349 Chinquapin Road
Tarboro, NC 27886
877 331-2982

GREENLEAF NURSERY COMPANY
28406 Highway 82
Park Hill, OK 74451
800 331-2982

GREENLEAF NURSERY COMPANY
262 FM 2674 Road
El Campo, TX 77437
800 237-3147

TREES USA
14421 FM 849
Lindale, TX 75771
800 947-0338

J. BERRY NURSERY
201 PR 5180
Grand Saline, TX 75140
800 993-3352

WEST COAST

ARMSTRONG GARDEN CENTERS, INC.*
1492 Wilshire Road
Fallbrook, CA 92028
626 534-4027

BOETHING TREELAND NURSERY*
23475 Long Valley Rd.
Woodland Hills, CA 91367
818 883-1222

EVERGREEN NURSERY LLC
13650 Carmel Valley Rd.
San Diego, CA 92130
858 481-0622

FRANTZ WHOLESALE NURSERY
12161 Delaware Rd.
Hickman, CA 95323
209 874-1459

KRAEMER'S NURSERY INC.
14306 Downs Rd.
Mount Angel, OR 97362
503 845-2283

MATSUDAS NURSERY
10600 Florin Rd.
Sacramento, CA 95826
916 689-8208

MONTEREY BAY NURSERY
748 San Miguel Canyon Rd.
Royal Oaks, CA 95076
831 724-6361

NATIVE SONS INC.
379 W El Campo Rd.
Arroyo Grande, CA 93420
805 481-5996

VILLAGE NURSERY*
1589 N Main St.
Orange, CA 92867
951 657-3940

T & L NURSERY INC.
13245 Woodinville-Redmond Rd. NE
Redmond, WA 98052
425 885-5050

*Multiple locations



Find a supplier at **BallLandscape.com**
Easy searches for growers and rewholesalers that offer Ball varieties.

Budding Stars

SPRING TURN:

Suburban landscapes crave a fresh perspective for Spring. Here are a half dozen standouts that combine drama with durability.



HYDRANGEA MACROPHYLLA WEDDING GOWN ●

Big flower power, Spring to Fall – a superstar in northern gardens.

Height: 2 to 3 ft. (60 to 90 cm),
Zones 5 to 9.

HYDRANGEA MACROPHYLLA NEXT GENERATION PISTACHIO ●

Mind-bending color + compact habit + easy care = Rock Star!

Height: 3 to 4 ft. (90 cm to 1.2 m),
Zones 5 to 9.

12 MONTH LEAD TIME

YOU

Pre-book NEW foundation shrubs early to ensure availability. Varieties like Pistachio sell out fast.

YOUR GROWER

is growing Fall-flowering shrubs and perennials.



SORBARIA 'SEM' ●●

The first cold-hardy woody shrub to color up in Spring. Exotic tricolor foliage.

Height: 4 to 6 ft. (1.2 to 1.8 m),
Zones 4a to 11.



SALVIA LYRICAL™ BLUES ●●

The bedrock of Spring perennial color, this nemorosa loves the heat and keeps its color longer.

Height: 22 to 24 in.
(55 to 60 cm),
Zones 4 to 9.



SAMBUCUS BLACK TOWER ●●●

Fast-growing, early-flowering column makes a stately, upright screen.

Height: 6 to 8 ft. (1.8 to 2.4 m),
Zones 4 to 7.



SALIX 'GOLDEN SUNSHINE' ●●

One of the first small trees to color up, with unique gold color that holds through Summer humidity.

Height: 15 to 18 ft.
(4 to 5 m),
Zones 5a to 10.



↑ **BallLandscape.com connects you**
News and product info at your fingertips. Sign up for Landscape Insider e-newsletter now.

CREATIVE SPARK

SUMMER TURN: Yard space is shrinking and streamlined is in. Urban gardens are hot, massive beds not as much. Power up Summer landscapes with these high-voltage compact shrubs and perennials.



Summer coloring



Fall coloring

12 MONTH LEAD TIME

YOU

Order next year's foundation shrubs now.

YOUR GROWER

needs 12 to 18 months to finish 3 to 7 gallons.

HYDRANGEA SWEET SUMMER ●●

Tons of color-changing flowers on a unique upright *H. paniculata*. Home garden bonus... an almost unending supply to cut for vases!

Height: 4 to 5 ft. (1.2 to 1.5 cm), Zones 3 to 8.



Tutti Fruitti Pink

WATCH THE VIDEO



Blue Heaven

BUDDLEIA FLUTTERBY PETITE® ●●

Durable, drought-tolerant and long-blooming, these non-invasive nectar bushes max out at 3 ft. (90 cm).

TIP FOR SUCCESS: Cut back buddleias only when the leaves start to emerge in March and April.

Height: 2 to 2.5 ft. (60 to 75 cm), Zones 5 to 10.

DROUGHT-DEFYING!

The three varieties below are superior performers under restricted watering.



GAURA 'SPARKLE WHITE' ●●
Long-flowering beauty holds its compact shape in beds and planters.

Height: 12 to 24 in. (30 to 60 cm),
Zones 5b to 9.



PEROVSKIA LACEY BLUE ●
Largest flowers of any Russian sage, yet holds its compact stature year after year.

Height: 12 to 18 in. (30 to 45 cm),
Zones 4 to 9.



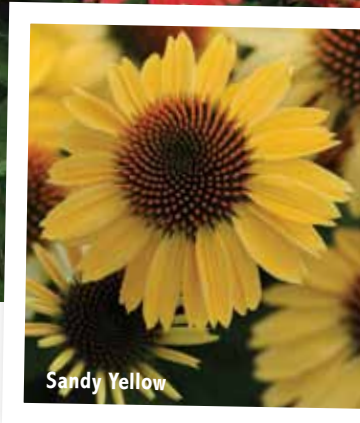
GAILLARDIA MESA™ ●
Puts out lots of fast color on "no flop" plants.

Height: 14 to 16 in. (35 to 40 cm),
Zones 5 to 10.



ECHINACEA 'CHEYENNE SPIRIT' ●
The biggest beds glow with incredibly vibrant color.

Height: 18 to 24 in.
(45 to 60 cm) first year, up to
30 in. (75 cm) second year;
Zones 4 to 10.



ECHINACEA SOMBRERO® ●
Vibrant hues on a perennial favorite! Available in 5 bright colors.

Height: 24 to 26 in.
(60 to 65 cm),
Zones 4 to 9.

CAMPISIS SUMMER JAZZ ●
Half the size and half the vigor – this trumpet vine doesn't overdo it!

Fire height: 2.5 ft. (80 cm)
Sunrise Gold height: 3 ft. (90 cm)
Tangerine height: 6 ft. (1.8 m)
Zones 5 to 9.



Fire

SEE THE FUTURE

Look at the biggest concerns for maintaining landscape color as a great opportunity for your business to grow.

Water restrictions in your area? No problem when you build varieties like the trio above into your designs.

(2012 Ball Landscape Contractor Industry Survey)

1 **WATER**

2 **COST**

3 **LABOR**

4 **PESTS**

5 **DISEASES**

6 **FERTILIZATION**



SMART START

SUMMER TURN: Save space! Save water! These plants give the biggest bang for the buck.

6 MONTH LEAD TIME

YOU

Bring in 1-gallon flowering shrubs like buddleias, hydrangeas and lomandras for fast bursts of color.

YOUR GROWER

is planting perennials that need “bulking” for Spring.

ACACIA COUSIN ITT ●

This “touchable” little plant is ideal for suburban small spaces and containers.

Height: 3 ft. (90 cm),
Zones 9a to 11.

GARDENIA ‘BUTTONS’ ●

Smallest, most compact gardenia on the market!

Height: 1.5 to 2 ft. (45 to 60 cm),
Zones 8 to 10.



ABELIA BELLA DONNA ●

Low profile, high flower power! All-purpose evergreen shrub shows white flowers all Summer.

Height: 28 to 32 in. (70 to 80 cm),
Zones 6 to 9.



WATCH THE VIDEO



HYDRANGEA ‘BOMBSHELL’ ●●

Unbelievably tight and dwarf version of the classic *H. paniculata*. Strong stems support many flowers.

Height: 2.5 to 3 ft. (75 to 90 cm),
Zones 3 to 8.

CALIFORNIA COLOR

The four varieties below are superior performers under restricted watering.



LAVANDULA SUPERBLUE ●

Biggest blooms = strongest impact. Excellent hardiness and heat tolerance, too.

Height: 10 to 12 in. (25 to 30 cm),
Zones 5 to 8.



LOMANDRA 'SEASCAPE' ●

Bullet-proof in hot, dry landscapes, this salt-tolerant California favorite works in large beds, retaining walls and planters.

Height: 1 to 2 ft. (30 to 60 cm),
Zones 8b to 11.



EPILODIUM 'DIAMONDBACK' ●

Maintenance-free California fuchsia makes an all-Summer carpet of color in dry landscapes.

Height: 8 to 12 in. (20 to 30 cm),
Zones 9 to 11, West Coast.

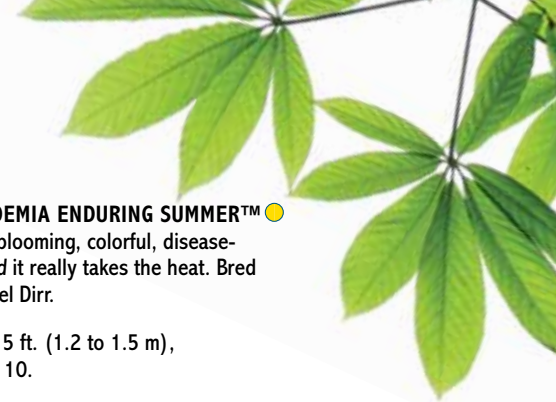


Berry

MIMULUS BURST ●

Big-time bloomer from Spring to Fall, even when the heat is on.

Height: 1.5 to 2 ft. (45 to 60 cm),
Zones 8 to 11.



LAGERSTROEMIA ENDURING SUMMER™ ●

Compact, reblooming, colorful, disease-resistant and it really takes the heat. Bred by Dr. Michael Dirr.

Height: 4 to 5 ft. (1.2 to 1.5 m),
Zones 6b to 10.



Lavender



↑ BallLandscape.com: Your new favorite tool

- View photos of new varieties in the landscape
- Reference product info in our plant database
- Find a supplier
- NEW! Build your own sell sheets

Go for the BOLD

FALL TURN: Fall is famous for its vibrant punches of color – and these stellar landscape performers are no slouches when it comes to shouting “Wow”!

HEUCHERA CARNIVAL ●●

Heat-loving *H. villosa* series covers shade beds with incredible colors and leafy lushness. Mounding plants work in containers, too.

Height: 10 to 12 in. (25 to 30 cm),
Zones 4 to 9.

12 MONTH LEAD TIME

YOU

Fall is prime time for planting...and client planning for 2015!

YOUR GROWER

is allocating large shrub inventory for Fall 2015 pre-books. Late orders subject to availability.

Candy Apple



COPROSMA 'INFERNO' ●

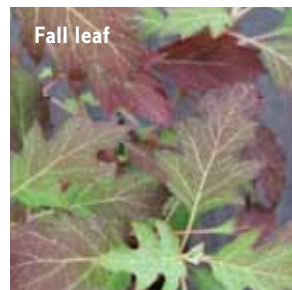
Brightest variegated foliage EVER! Vigorous, upright habit. Wind and salt tolerance is a bonus for coastal areas.

Height: 3 ft. (90 cm),
Zones 9 to 11.

HYPERICUM HARVEST FESTIVAL™ ●●

Nicely compact plants showcase shiny, colorful berries in July.

Height: 1.5 to 2 ft. (45 to 60 cm),
Zones 5 to 10.



HYDRANGEA 'ICE CRYSTAL' ●●

Very compact oakleaf puts on blazing red Fall foliage finale. Good in a range of climates and soils.

Height: 3 to 6 ft. (90 cm to 1.8 m),
Zones 5 to 9.

Timed Right

WINTER TURN: Search out big-appeal color, touchable texture and through-the-season visual interest for your sites. Here are some rugged personalities to consider.

LEYLAND CYPRESS SHORTY ●
Dwarf habit and unusually deep green foliage are well-suited to small-space beds and balcony planters.

Height: 6 to 7 ft. (1.8 to 2.1 m),
Zones 6 to 8b.



LAVANDULA 'SILVER ANOUK' ●
Upright, compact evergreen shrub in Winter...back in Summer with showy dark purple heads.

Height: 20 to 24 in. (50 to 60 cm),
Zones 6 to 9.



LAVANDULA ANOUK SUPREME ●

Minimize loss – withstands weather and humidity better than any other and highly resistant to foliar disease.

Height: 14 to 18 in.
(35 to 45 cm),
Zones 6 to 9.

THUJA FOREVER GOLDY ●
Ever-golden compact conifer won't shed and shows off red stems through the Winter.

Height: 15 to 20 ft. (4.6 to 6 m),
Zones 5a to 8.

6-12 MONTH LEAD TIME

YOU

Confirm your 2015 bookings.

YOUR GROWER

is concentrating on overwintered perennials and bareroot shrubs.



Find a supplier at **BallLandscape.com**

Easy searches for growers and rewholesalers that offer Ball varieties.

YOUR 2014 ALL-YEAR BUSINESS PLANNER

"If you fail to plan, you're planning to fail!" ... Ben Franklin's wise words still ring true today. What's YOUR plan for success? We've lined up your seasonal tasks with what your growers need to do to get YOU the goods. **Tip: Plan 6 months ahead for best availability!** We suggest you use this handy feature as a guideline – add your notes and tweak it to make your own Planner for Success.



BallLandscape.com
Top picks for your region
are at your fingertips.

	NORTHEAST & MIDWEST	WEST COAST	SOUTH & SOUTHEAST	2014																																										
JANUARY	PRE-BOOK 2014 Fall mums now for best availability.	PRE-BOOK 2014 Fall cyclamen, poinsettias and mums now for best availability.	PRE-BOOK 2014 Fall cyclamen and mums now for best availability.	<table border="1"> <thead> <tr> <th>Sun</th> <th>Mon</th> <th>Tue</th> <th>Wed</th> <th>Thu</th> <th>Fri</th> <th>Sat</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td></td> </tr> <tr> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11</td> </tr> <tr> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18</td> </tr> <tr> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> <td>25</td> </tr> <tr> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td>31</td> <td></td> </tr> </tbody> </table>	Sun	Mon	Tue	Wed	Thu	Fri	Sat			1	2	3	4		5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
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FEBRUARY	ORDER 2014 Spring and Summer seasonal color.	ORDER 2014 Spring and warm season color and 2014 Fall perennials and flowering shrubs.	ORDER 2014 Spring and Summer seasonal color and 2014 Fall perennials and flowering shrubs.	<table border="1"> <thead> <tr> <th>Sun</th> <th>Mon</th> <th>Tue</th> <th>Wed</th> <th>Thu</th> <th>Fri</th> <th>Sat</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>6</td> </tr> <tr> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11</td> <td>12</td> <td>13</td> </tr> <tr> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18</td> <td>19</td> <td>20</td> </tr> <tr> <td>21</td> <td>22</td> <td>23</td> <td>24</td> <td>25</td> <td>26</td> <td>27</td> </tr> <tr> <td>28</td> <td>29</td> <td>30</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Sun	Mon	Tue	Wed	Thu	Fri	Sat			2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30				
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JUNE	ORDER 2014 Fall pansies, accents, cabbage and kale.						
JULY	ORDER 2014 Fall pansies, poinsettias, cyclamen and other cool season color.						
AUGUST	ORDER 2014 Fall pansies and other seasonal color.						
SEPTEMBER	ORDER 2015 Spring seasonal color.						
OCTOBER	PRE-BOOK 2015 Spring perennials and flowering shrubs now for best availability.						
NOVEMBER	ORDER 2015 Spring and warm season color.						
DECEMBER	PRE-BOOK 2015 Spring and Summer seasonal color and 2015 Fall pansies now for best availability.						

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