

Create landscapes and relationships that

# Thrive

**2016 LANDSCAPE PERFORMERS**

QUALITY SOLUTIONS  
TO SATISFY CUSTOMERS

Ball®

BallLandscape.com

# It's Personal

You sell landscape services, right? Wrong! You're selling your clients the "vision" they see in their heads for their yard, their office park, their condo or their H.O.A. No two clients are alike, and they DEFINITELY don't want what the "property down the street" has. They have more opinions about their landscape plantings than just about any other part of the landscape. So pairing plant ideas with your clients' is no small task. In the pages of *THRIVE* 2016 you'll find a plant for most types of clients you're likely to work with: whether it's the tried-and-truers, low-maintenance requirers, water-wise worriers, or weird-and-wackys! Your job, as a trained landscape professional, is to turn their vision into a reality. . .within the budget and timeframe they demand. **Your growers stand ready to help, but you need to let them know now** to ensure best availability. So dig deeper in your client interviews and listen. . .really listen. They are telling you all you need to know, and yes, it's personal!

***"Know your customer, know your product and follow up fast!"***

*Ball Seeds of Success*



**JEFF**

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BallLandscape.com

On the cover: Spring planting, Chicago, IL



## WHO DO YOU NEED TO WOW?



**MASTER GARDENER P. 4**



**WATER-RESTRICTED PROPERTY OWNER P. 6**



**COMMERCIAL PROPERTY MANAGER P. 8**



**RECENTLY RETIRED HOMEOWNERS P. 10**



**CONDO ASSOCIATION PRESIDENT P. 12**



**HEALTHCARE ORGANIZATION PROPERTY MANAGER P. 14**



**THEME PARK AND ASSOCIATED CONDO COMPLEX MANAGER P. 16**



**URBAN RESIDENTIAL LANDSCAPE MANAGER P. 18**

## UNIQUE & TRIED-N-TRUE ANNUALS

# Make Her Voice Heard

Carol is involved with her **Home Owners Association** board. She has a million suggestions for what to use and what to plant. She's a Master Gardener who runs the local garden outreach program for the nearby assisted-living facility. She is a challenge for most landscape companies, as she is very influential and vocal! A clever landscaper will learn how to appeal to Carol. Once convinced, Carol will sell the rest of the HOA board on your varieties. Here are **a few unique products that Carol can take credit for "discovering,"** as well as **"bulletproof" landscape performers** to satisfy the board.



COMING FOR 2017:

### PURPLE PRINCE ALTERNANTHERA

Cool new burgundy accent annual groundcover takes the heat and humidity with very little need for water.

### PURPLE PRINCE ALTERNANTHERA

First compact seed alternanthera is an easy-to-grow pack alternative to vegetative.

**Height:** 14 to 16 in.  
(35 to 40 cm)

**Spread:** 18 to 20 in.  
(45 to 50 cm)



### SOMBRERO® ECHINACEA

Perennial series with unique colors – reds, oranges and yellows! Matched habit and timing in the bed. Blooms from June to October.

**Height:** 24 to 26 in.  
(60 to 66 cm)

**Spread:** 16 to 18 in.  
(40 to 45 cm)

**Perennial Zone:** 4 to 9



Sombrero Flamenco Orange Echinacea



Bounce Pink Flame Impatiens

**BOUNCE™  
INTERSPECIFIC  
IMPATIENS** ●●

Shade alternative offers the habit and flower count of *I. walleriana*, with downy mildew resistance.

**Height:** 14 to 20 in. (35 to 50 cm)

**Spread:** 14 to 20 in. (35 to 50 cm)



Campfire Coleus

**CAMPFIRE  
COLEUS** ●●

Summer to Fall standout orange color and late flowering.

**Height:** 14 to 36 in. (35 to 90 cm)

**Spread:** 24 to 36 in. (60 to 90 cm)



EnduraScape Blue Verbena

**ENDURASCAPE™  
VERBENA** ●

Hardy in the hottest days of Summer, but can take the cold down to the low teens. Includes a hard-to-find blue color.

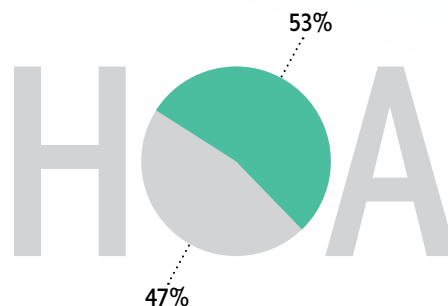
**Height:** 8 to 12 in. (20 to 30 cm)

**Spread:** 18 to 24 in. (45 to 60 cm)



**Zooming in on Homeowner Associations**

There are approximately **300,000 homeowner associations in the United States**. This represents over 40 million households or 53% of the owner-occupied households in America. It also represents millions of volunteers that serve on homeowner association boards and committees. This is important, since approximately 70% of all homeowner associations are completely managed by volunteers.



- Homes With HOAs
- Homes Without HOAs

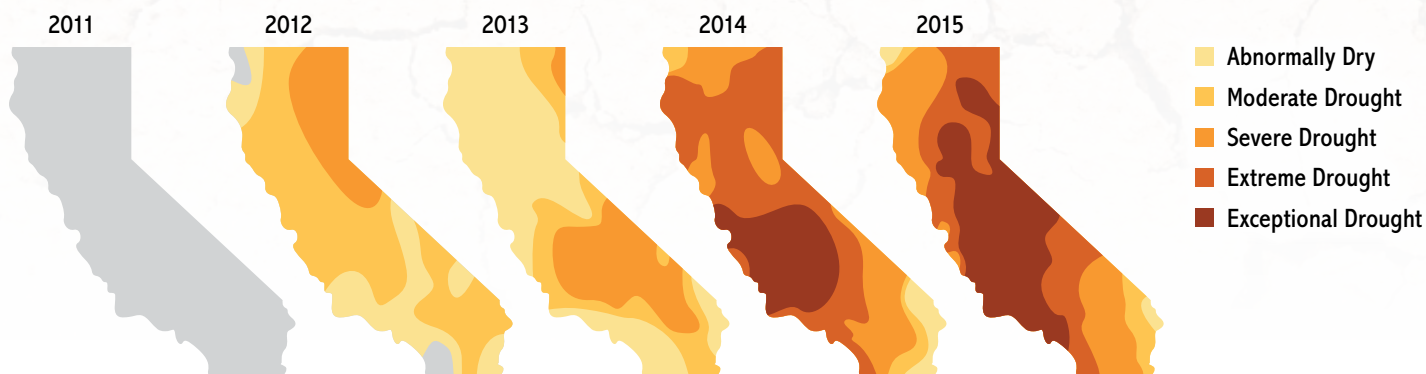
Source: HOA-USA.com

# Water-Wise Done Well

Teresa is a **homeowner** in the suburbs of San Diego. She is very conscious of sustainability efforts, and currently is all about saving water. She is **looking for drought-tolerant solutions and water-wise varieties** that offer unique texture and color for the parched landscapes and gardens in her area during this period of water restriction. As a bonus, **these plants also work well in other parts of the country.**

## California Drought Progression

Source: [droughtmonitor.unl.edu/](http://droughtmonitor.unl.edu/)



### TITAN® VINCA ●

Hybrid vinca with bigger blooms and better vigor.

**Height:** 14 to 16 in.  
(35 to 40 cm)  
**Spread:** 10 to 12 in.  
(25 to 30 cm)



Titan Rose Halo Vinca



'Anouk' Lavandula

### 'ANOUK' SPANISH LAVANDULA ●

Excellent weather tolerance and big blooms that last all season.

**Height:** 14 to 24 in.  
(35 to 60 cm)  
**Spread:** 12 to 14 in.  
(30 to 35 cm)  
**Perennial Zone:** 6 to 9



### LITTLE LUCKY™ LANTANA ●

Low seed set results in longer-lasting color.

**Height:** 10 to 12 in.  
(25 to 30 cm)  
**Spread:** 10 to 12 in.  
(25 to 30 cm)



Little Lucky Yellow Lantana



SuperBlue Lavandula

### SUPERBLUE ENGLISH LAVANDULA ●

The biggest blooms of any English lavender! Weather-tolerant and excellent landscape performance.

**Height:** 10 to 12 in.  
(25 to 30 cm)  
**Spread:** 10 to 12 in.  
(25 to 30 cm)  
**Perennial Zone:** 5 to 8





## Colorful Solutions For California's Changing Landscape

California Drought Solutions and Water-Wise Varieties from Ball Seed continue to brighten dry landscapes and gardens in this critical time of drought and water rationing.

You'll find a comprehensive, easily searchable database of drought-tolerant annuals, perennials, grasses, succulents and shrubs online. We've widened our supply chain for these varieties to ensure the most reliable availability and the timeliest delivery to meet your customer's needs.

Search for California Drought Solutions and Water-Wise Varieties online at [BallLandscape.com](http://BallLandscape.com) and [BallSeed.com/webtrack](http://BallSeed.com/webtrack).



Voltage Yellow Osteospermum

### **VOLTAGE™ YELLOW OSTEOSPERMUM** ●

The first osteo in bloom and the last one to quit, Voltage Yellow shouts, "SPRING!" It delivers electrifying color right when your clients crave it the most.

**Height:** 10 to 16 in.  
(25 to 40 cm)  
**Spread:** 24 to 28 in.  
(60 to 70 cm)



Dakota Gold Helenium

### **DAKOTA GOLD HELENIUM** ●

Easy-care, reliable North American native makes a compact, mounded plant with bright golden flowers over fine-textured green leaves. Vigorous plants are good for mass plantings in hot and dry to cool and rainy conditions.

**Height:** 12 to 14 in.  
(30 to 35 cm)  
**Spread:** 24 to 28 in.  
(60 to 70 cm)



# Manage Perfect Plant Portfolios

Stephanie is a busy portfolio manager of multiple **commercial properties**. Her primary concern is keeping her clients happy with the outward appearance of the properties she manages. This includes the turf, trees and flowers. She hires her landscaping firm based on expertise, promptness and professionalism, as they are visible to her clients. She wants **reliable varieties that can be planted in May and will last through September**. They should require little to **no maintenance, flower continuously** and make a favorable impression on current and future property clients.



Serenita Pink Angelonia

**SERENITA® ANGELONIA** ●

Compact with more blooms. Best angelonia for beds.

**Height:** 12 to 14 in. (30 to 35 cm)

**Spread:** 12 to 14 in. (30 to 35 cm)



**CRAZYBLUE PEROVSKIA** ●

Compact perovskia looks good longer in patio containers.

**Height:** 16 to 18 in. (40 to 45 cm)

**Spread:** 14 to 16 in. (35 to 40 cm)

**Perennial Zone:** 4 to 9



CrazyBlue Perovskia



SolarPower Lime Ipomoea

**SOLARPOWER™ IPOMOEA** ●

Holds its compact shape and color in landscapes and mixed combos all Summer long and won't overgrow its space.

**Height:** 10 to 12 in. (25 to 30 cm)

**Spread:** 24 to 36 in. (60 to 90 cm)



**CANNOVA® CANNA** ●

The first-ever seed F1 canna series is easy to grow, and offers strong colors for the landscape and a "thriller" for mixed containers.

**Height:** 30 to 48 in. (75 cm to 1.2 m)

**Spread:** 14 to 20 in. (35 to 50 cm)

Bred by Takii in Europe.

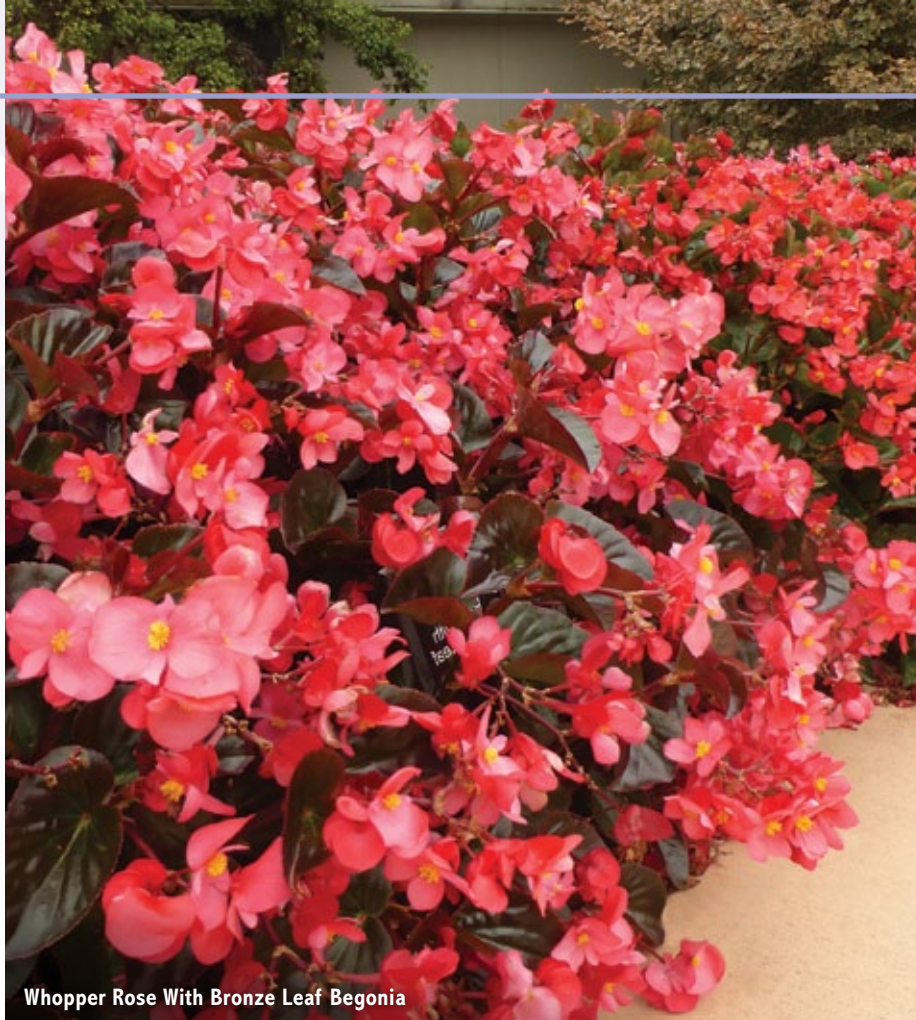


Cannova Bronze Scarlet Canna



SolarPower Black Ipomoea





Whopper Rose With Bronze Leaf Begonia

## Whopper – THE landscape begonia

Whopper is a big winner in Field and University Trials for five years running:

- Superior Plant at Penn State
- Best in Show at Oklahoma State
- Prairie Star Award at Kansas State
- Texas Superstar for 2015



Whopper Red With Green Leaf Begonia



### WHOPPER BEGONIA ●

Whopper puts on a super-sized show in mass plantings and large containers, thanks to vigorous plants, exceptional bloom size and excellent heat tolerance.

**Height:** 34 in. (85 cm)  
**Spread:** 22 in. (55 cm)

Bred by Benary.



Easy Wave Silver Petunia

### EASY WAVE® PETUNIAS ●

The most versatile large-flowered spreading petunia offers new colors in Pink Passion and Silver.

**Height:** 6 to 12 in.  
 (15 to 30 cm)  
**Spread:** 2.5 to 3.25 ft.  
 (75 cm to 1 m)



Easy Wave Pink Passion Petunia

# Make the Grass Greener On This Side

Recently retired, Dave and Kathy want their large suburban home to be the pride of the neighborhood, so they make sure it is maintained by a quality service. They pay for the lawn care, tree work, mulching and the occasional new planting. For the landscaper they count on, coming up with **new planting designs and varieties of interest** (like specialty vegetables) that Dave and Kathy can **show off to friends** is key to upselling the job.

## A Closer Look at Baby Boomer Financials

The 2010 Census shows the senior age group is, for the first time, the largest in terms of size and percent of the population in the U.S. **Over the next 30 years, the 65+ population will be larger than the younger generations.**

The 50+ population has \$2.4 trillion in annual income, which accounts for 42% of all after-tax income in the U.S.

Every year, the U.S. Consumer Expenditure Survey shows adults 55-64 outspend the average consumer in nearly every category, from food, household furnishing, entertainment, personal care, gifts, etc.

Source: Consumer Expenditure Survey, ImmersionActive.com

## Comparing Spending Habits

Boomers outspend younger adults online **2 to 1** on a per-capita basis.



- Baby Boomers (50+)
- Young Adults (under 50)

Source: Consumer Expenditure Survey



### MARQUEE™ COLLECTION COLEUS ●●

Smaller leaves and habit in a sun coleus. Late or no flowering. Great in containers.

**Height:** 18 to 24 in. (45 to 60 cm)

**Spread:** 16 to 18 in. (40 to 45 cm)



Marquee Red Carpet Coleus

### CARNIVAL HEUCHERA ●●

Villosa type with excellent heat and humidity tolerance and brilliance in dry, shady landscapes.

**Height:** 10 to 12 in. (25 to 30 cm)

**Spread:** 12 to 14 in. (30 to 35 cm)

**Perennial Zone:** 4 to 9



'Carnival Watermelon' Heuchera



Jolt Pink Dianthus

**JOLT™ F: SINGLE INTERSPECIFIC DIANTHUS** ●

A dianthus for the heat, highly durable Jolt withstands hot Summer conditions with few disease issues.

**Height:** 16 to 20 in. (40 to 50 cm)

**Spread:** 12 to 14 in. (30 to 35 cm)



**'SUNSTRUCK' HELIOPSIS** ●

Blooms all Summer in full sun. Fantastic foliage!

**Height:** 14 to 16 in. (35 to 40 cm)

**Spread:** 12 to 14 in. (30 to 35 cm)

**Perennial Zone:** 4 to 9



'Sunstruck' Heliopsis



Honeynut Squash

**HONEYNUT SQUASH** ●

Loaded with small fruit. Supertasty. Takes up less space.

**Height:** 8 to 12 in. (20 to 30 cm)

**Spread:** 7 to 10 ft. (2.1 to 3 m)

**Days to harvest:** 85



**STEAKHOUSE HYBRID BEEFSTEAK TOMATO** ●

*Exclusively Burpee!*

SteakHouse is the biggest and the tastiest tomato – brag about it!

**Height:** 5.5 to 6 ft. (1.65 to 1.8 m)

**Spread:** 5.5 to 6 ft. (1.65 to 1.8 m)

**Days to harvest:** 75 to 80



SteakHouse Hybrid Tomato



Baby Boomer Tomato

**BABY BOOMER F: SMALL-FRUITED TOMATO** ●

*Exclusively Burpee!*

A name that sells a generation. Great disease resistance and easy to grow.

**Height:** 20 to 25 in. (50 to 63 cm)

**Spread:** 24 to 36 in. (60 to 90 cm)

**Days to harvest:** 50 to 55



# Add Color for Condos

Bob is the president of his **Condominium** association. He works with the grounds team that takes care of the trees, small areas of turf, courtyards and common areas for trash removal and snow work, as well as the annual color program in the pots, containers and planters on the property. The urban environment can be hard on plants, as they have to take **sun and shade, wind, planting in April and lasting until September**. The contractor they have has been with the development from the start of the project and works with the board and the onsite manager to meet or exceed the tenants' desire for a **colorful, relaxing environment**.

**DOUBLE ZAHARA® ZINNIA** ●

Fully double flowers, outstanding disease tolerance and low water needs.

**Height:** 16 to 20 in. (40 to 50 cm)

**Spread:** 16 to 20 in. (40 to 50 cm)



Double Zahara Yellow Zinnia

**KONG JR.™ COLEUS** ●●

Smaller-leaf cousin of Kong. Best in partial shade. Very late flowering.

**Height:** 18 to 24 in. (45 to 60 cm)

**Spread:** Approx. 20 to 35 in. (50 to 90 cm)



Kong Jr. Lime Vein Coleus



SunPatiens Compact Electric Orange Impatiens

**SUNPATIENS® COMPACT IMPATIENS** ●●

Downy mildew-resistant impatiens for the sun and shade.

**Height:** 16 to 32 in. (40 to 80 cm)

**Spread:** 14 to 24 in. (35 to 60 cm)

SUNPATIENS is bred by Sakata. SUNPATIENS is a registered trademark of Sakata.



**COLEOSAURUS COLEUS** ●

Unique "crinkled" foliage. Full sun and takes the heat. Nonflowering.

**Height:** 24 to 36 in. (60 to 90 cm)

**Spread:** 24 to 36 in. (60 to 90 cm)



Coleosaurus Coleus



Taishan Gold Improved African Marigold

**TAISHAN® AFRICAN MARIGOLD** ●

Big, tightly petaled blooms on super-strong stems. Season-long shows of big color.

**Height:** 10 to 12 in. (25 to 30 cm)

**Spread:** 8 to 10 in. (20 to 25 cm)





Ball Garden Mums

### Cool-Season Stars

Cool-season standouts like Cool Wave® Pansies and Matrix® Pansies add landscape interest in Spring and Fall.

Later-flowering Fall Garden Mums have maximum keeping quality for longer-lasting displays. Find the full listing of Ball® Mums for the landscape at [BallLandscape.com](http://BallLandscape.com).

### BALL GARDEN MUMS ●

Easy-to-grow Ball garden mums are an exciting crop with great performance throughout the Fall season.



NEW Cool Wave Morpho Pansy

### COOL WAVE® PANSY ●

Spreading pansies fill in fast. Easy-care color palette for both Spring and Fall.

Height: 6 to 8 in.  
(15 to 20 cm)

Spread: 24 to 30 in.  
(60 to 75 cm)

Perennial Zone: to zone 5



Matrix Tricolor Mix Pansy

### MATRIX® PANSY ●

The standard for large-flowered pansy color.

Height: 8 in. (20 cm)  
Spread: 8 to 10 in.  
(20 to 25 cm)



## That Natural Look

Lauren is a property manager for a multi-location **healthcare** organization. She is young and aspires to create a more livable, “natural” environment for the clients of the healthcare facilities she manages. Majoring in healthcare facility management, she is very aware of the holistic health benefits of a properly maintained natural landscape and how it contributes to improved patient outlook and long-term care. The facility is a LEED-certified campus and Lauren wants the landscape to match. There are many courtyards on the campus that have containers that are accessible to patients. Lauren has the budget and hires landscape firms that know sustainable design. Plants chosen should balance the use of **natives with colorful perennials and annuals, that provide the “natural” look** and season-long color.



'Cheyenne Spirit' Echinacea

### 'CHEYENNE SPIRIT' ECHINACEA ●

Uniform size and flowering time, with a palette that includes shades of red, orange, purple, scarlet, cream, yellow and white.

**Height:** 18 to 24 in. (45 to 60 cm) first year; 22 to 30 in. (55 to 75 cm) second year

**Spread:** 10 to 16 in. (25 to 40 cm) first year; 14 to 20 in. (35 to 50 cm) second year

**Perennial Zone:** 4 to 10



### POWWOW® ECHINACEA ●

Color-packed varieties are well-matched for habit and timing.

**Height:** 16 to 20 in. (40 to 50 cm) first year; 22 to 24 in. (55 to 60 cm) second year

**Spread:** 12 to 16 in. (30 to 40 cm)

**Perennial Zone:** 4 to 10



PowWow Wild Berry Echinacea

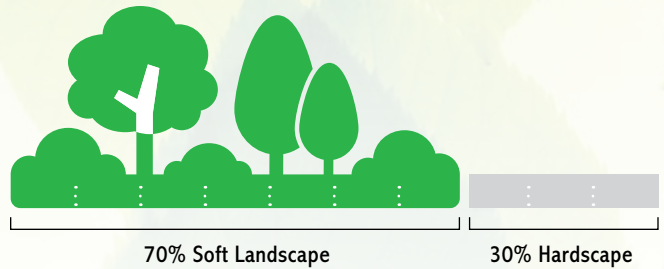


**Paris in Springtime  
Perennial Combo**

## Here's to Good Health

Gardens are gaining popularity in the design of most new hospitals, according to the American Society of Landscape Architects. 82% of 100 directors and architects agreed that “the design of outdoor space should be one of the most important considerations in the design.” Patients’ sense of well-being is enhanced by soft landscapes. Plant material should be dominant and hardscaping reduced to a minimum. **Trees, shrubs and flowers should make up about 70% of the garden, with 30% in walkways and plazas.**

Source: D. Franklin, *Scientific American*, March 2012



## PERENNIAL COMBOS

Freshen up your Summer patio, and say welcome to wildlife! Perennial combos offer color and interest for containers. Paris in Springtime’s echinacea colors attract butterflies and finches, while the perennial lobelia brings in the hummingbirds.

### BLACK & BLOOM SALVIA

Vigorous-growing, natural-looking plant with dark purple blooms and black stems.

**Height:** 36 to 48 in.  
(90 to 120 cm)

**Spread:** 36 to 48 in.  
(90 to 120 cm)

**Perennial Zone:** 7 to 10



### FIREWORKS GOMPHRENA

Vigorous, tall, mid-Summer “see-through” plant is great with natives. Attracts butterflies.

**Height:** 4 ft. (1.2 m)

**Spread:** 4 ft. (1.2 m)



### ‘SPARKLE WHITE’ GAURA

Early, naturally compact and long-flowering variety is easy to grow. Heat and drought tolerant.

**Height:** 12 to 24 in.  
(30 to 60 cm)

**Spread:** 12 to 20 in.  
(30 to 50 cm)

**Perennial Zone:** 5b to 9



### LYRICAL™ SALVIA

Easy-to-grow, well-matched series of four colors. Dark buds for longer color impact.

**Height:** 22 to 24 in.  
(55 to 60 cm)

**Spread:** 22 to 24 in.  
(55 to 60 cm)

**Perennial Zone:** 4 to 9



# The Happiest – and Hottest – Places on Earth

Kevin is head of horticulture for a southern U.S. **theme park and associated condominium** complex. His day-to-day issues include the management of crews planting the rotating displays of annual and perennial color by season. He has to contend with Florida's **weather extremes**, the park's director of client satisfaction and the public. He looks for **unusual, durable plants with long-lasting color**.



Glamour Euphorbia

## GLAMOUR EUPHORBIA ●●●

Baby's Breath-like annual that's tough as nails. Vigorous, drought tolerant and loaded with white blooms through the heat.

**Height:** 15 to 24 in. (38 to 60 cm)

**Spread:** 15 to 20 in. (38 to 50 cm)



Hot Pak Mixture Marigold

## HOT PAK™ HEAT-TOLERANT EXTRA-DWARF CRESTED FRENCH MARIGOLD ●

Bred in the heat for the heat. Stays in bloom in humidity and high night temperatures.

**Height:** 6 to 7 in. (15 to 18 cm)

**Spread:** 6 to 8 in. (15 to 20 cm)



Valiant Apricot Vinca

## VALIANT™ VINCA ●

Aerial *Phytophthora*-resistant vinca for hot, wet summers.

**Height:** 14 to 20 in. (35 to 50 cm)

**Spread:** 10 to 12 in. (25 to 30 cm)







**GREAT IN THE HEAT:**  
**SERENITA ANGELO니아**  
 Some theme parks in Florida feature compact, heat-tolerant Serenita White and Purple Angelonia (see page 8).

**Cool Cyclamen for Hot Times**

From November to March, there is no better cool-season performer for the Southern U.S. Reds and white cover the holiday season nicely!

**MOREL HALIOS® SERIES CYCLAMEN** 🌈

Medium to large-flowered Halios perform in heat and cool.

Height: 10 to 16 in. (25 to 40 cm)

Spread: 8 to 20 in. (20 to 50 cm)



**Morel Halios  
 HD White Cyclamen**

# Small-Space Cityscaping

Michelle runs a small, woman-owned design and installation business in Toronto. Primarily working in high-end small space **residential**, Michelle focuses on containers, small courtyards and rooftop gardens. After college, and a stint with a local landscape architectural firm where she was head horticulturist, Michelle struck out on her own. She caters to young urbanites interested in growing wherever and whatever they have space to fit it in. She's developed a local following for her inspired trendy designs and seeks **plants and products she knows will appeal to her hip, urban audience.**

## GRYPHON BEGONIA ●●

Easy-care, showy plant combines beauty with strength and durability in mixed containers or mono plantings.

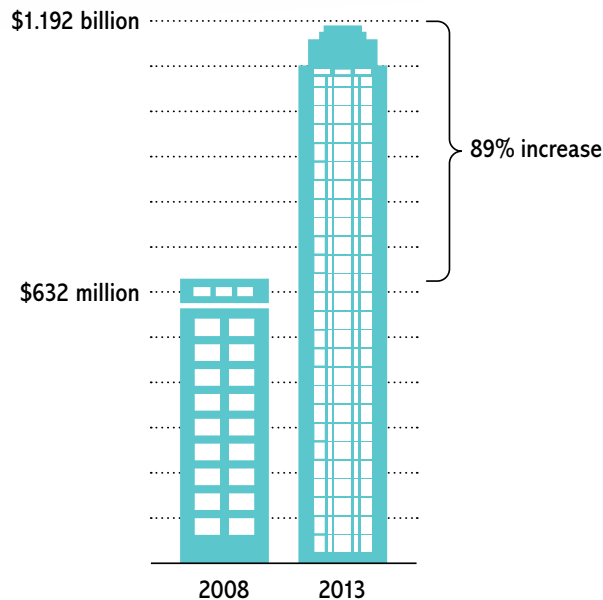
**Height:** 14 to 16 in. (35 to 40 cm) in shade, 12 to 14 in. (30 to 35 cm) in partial sun; may grow to 30 in. (75 cm) tall in hot/humid conditions  
**Spread:** 16 to 18 in. (40 to 45 cm)



Gryphon Begonia

## Big City Spenders

### Millennial Food Gardening Spending



The big news for food gardening in the last five years is that the Millennials (18 to 34-year-olds) have arrived. From 2008 to 2013, there was a 63% increase in Millennial food gardeners. In 2008, Millennials spent a total of \$632 million on food gardening, and in 2013 they spent a total of \$1.192 billion, an increase of 89%.

Source: [www.hagstromreport.com/assets/2014/2014\\_0402\\_NGA-Garden-to-Table.pdf](http://www.hagstromreport.com/assets/2014/2014_0402_NGA-Garden-to-Table.pdf)

## DOLCE VITA MEDINILLA ●

Tropical plant that can be grown in pots outdoors or inside.

**Height:** 12 to 15 in. (30 to 38 cm)  
**Spread:** 20 in. (50 cm)



Dolce Vita Medinilla

## JURASSIC™ REX BEGONIA ●

Full-shade, super showy begonia with big leaves that make for great containers.

**Height:** 10 to 16 in. (25 to 40 cm)  
**Spread:** 8 to 12 in. (20 to 30 cm)



Jurassic Rex Green Streak Begonia



SimplySalad Kale Storm Mixture

## Patio-Perfect Veggies

There are lots of tasty and eye-catching vegetables and herbs that are just right for patio containers or rooftop gardens. Here are just a few top selections.

### SIMPLYSALAD® KALE STORM MIXTURE ●●

Purple, green and blue kale lasts longer in a container than lettuce.

Height: 12 in. (30 cm)

Spread: 12 in. (30 cm)

Days to harvest: 60 to 80



Little Napoli Tomato

### LITTLE NAPOLI F1 ROMA/PASTE TOMATO ●

A paste tomato for your patio.

Height: 12 to 18 in. (30 to 45 cm)

Spread: 2 to 3 ft. (60 to 90 cm)



Dolce Fresca Sweet Italian Basil

### DOLCE FRESCA SWEET ITALIAN BASIL ●

Tasty basil that won't get leggy.

Height: 12 to 14 in. (30 to 35 cm)

Spread: 10 to 12 in. (25 to 30 cm)

Days to harvest: 28



# Your 2016 All-Year Business Planner

To help you stay on track for success, we offer this handy planner matching your seasonal tasks with your growers' schedule. **Start 6 months ahead for maximum availability** for your customers, and keep this guideline nearby to stay organized throughout the coming year. Visit **BallLandscape.com** for more helpful tools and information.



	NORTHEAST & MIDWEST	WEST COAST	SOUTH & SOUTHEAST
JANUARY	PRE-BOOK 2016 Fall mums now for best availability.	PRE-BOOK 2016 Fall cyclamen, poinsettias and mums now for best availability.	PRE-BOOK 2016 Fall cyclamen and mums now for best availability.
FEBRUARY	ORDER 2016 Spring and Summer seasonal color.	ORDER 2016 Spring and warm-season color, plus Fall perennials and flowering shrubs.	ORDER 2016 Spring and Summer seasonal color, plus Fall perennials and flowering shrubs.
MARCH	ORDER 2016 Fall perennials and flowering shrubs.		
APRIL	ORDER 2016 Fall mums.	ORDER 2016 Fall mums.	ORDER 2016 Fall mums.
MAY			
JUNE	ORDER 2016 Fall pansies, accents, cabbage and kale.	ORDER 2016 Fall pansies, poinsettias, cyclamen and other cool-season color.	ORDER 2016 Fall pansies and other seasonal color.
JULY			
AUGUST			PRE-BOOK 2017 Spring perennials and flowering shrubs now for best availability.
SEPTEMBER		PRE-BOOK 2017 Spring and warm-season color, plus Fall perennials and flowering shrubs for best availability.	ORDER 2017 Spring seasonal color. PRE-BOOK 2017 Fall perennials and flowering shrubs for best availability.
OCTOBER	PRE-BOOK 2017 Spring perennials and flowering shrubs.		
NOVEMBER	ORDER 2017 Spring perennials and flowering shrubs.	ORDER 2017 Spring and warm-season color.	ORDER 2017 Summer seasonal color.
DECEMBER	PRE-BOOK 2017 Spring and Summer seasonal color and 2017 Fall pansies now for best availability.		



**Pre-order now from your local grower to ensure you have this season's finest. Visit BallLandscape.com to find a supplier today.**