# SPECIAL SECTION OF LANDSCAPE MANAGEMENT

livescapes

Producing profits through bedding plants, ornamentals & trees



# THE CALIFORNIA SPRING TRIALS SHOWED OFF NEW VARIETIES AND PLANT TRENDS.

BY JAMIE J. GOOCH

## ROM GILROY TO ENCINITAS,

and all the stops in between, the new and yet-to-be-released cultivars were on display for a week in April during the 2010 California Spring Trials. Growers, retailers and landscapers who want to know what's new and what's next attend the annual event. This year's displays didn't disappoint.

In what is perhaps a sign of an improving economy, visitor traffic reports were up this year, compared to last year's trials, despite the timing of the 2010 event.

"We were all very surprised by the turnout, especially since the event was extra late this year (due to how Easter fell on the calendar) and most growers were deeply involved in spring crops already," says Dean Bemis, broker account manager for Syngenta Flowers.

### **Expanding color ranges**

"There was, as always, a plethora of color on display," says Steve Carver of the trials. Carver is manager, Technical Education at OFA — An Association of Floriculture Professionals. He and his OFA companions made 13 stops along the trial trail this year. "Everyone is trying to push the border on the color range of their product lines. This year, the stand-out for me was the black petunia."

"The Ball FloraPlant Black Velvet Petunia — the world's only black petunia — certainly wowed at this year's trials," says Jennifer Neujahr, product marketing manager for PanAmerican Seed, a Ball Horticultural brand. "Black is the perfect complement to other colors and can create drama in the landscape and in mixed containers."

That drama stems from the contrast between light and dark, which was a popular theme in this year's displays.

"Contrasting colors seemed to make a bigger impression this year: blue set off by orange, red set off by green or yellow," says Bemis. "Using contrasting colors of any kind was of great interest. It's an economical way to A rainbow of colors greeted visitors to Goldsmith Seeds/ Syngenta Flowers' trials in Gilroy, CA.

PROUD SPONSOR





# BALL VARIETY FOCUS: MATRIX® PANSIES

It's never too early to plan for cool-season color. Matrix<sup>®</sup> Pansies are known for their superior holdability, large flowers, and outstandingly uniform colors and blends. Strong stems hold large and thick flowers without stretching; less stretching means greater longevity in the landscape. Matrix ships well, and landscape contractors experience less spoilage and better profitability. Pre-book Matrix Pansies for your cool-season landscapes. For more information, visit www.BallLandscape.com.

#### livescapes 🖻 SPRING TRIALS

make a big impact as fewer plants can be used but they 'pop' and are very striking."

#### What landscapers learned

In addition to seeing new varieties, landscapers who attended this year's trials were able to see what the industry is doing to promote sustainability, pick up marketing ideas, and learn how to better maintain the plants they install for clients.

"What's exciting about Spring Trials is the inspiration it provides to all attendees," says Faith Savage, retail account manager for Syngenta Flowers. "That certainly holds true for landscapers and the growers who serve them. At Spring Trials, it's our mission to create landscape displays that inspire and motivate."

In addition to inspiration, landscapers at the trials were able to determine what new plants they should order this year for maximum impact.

"The landscape market segment wanted to see cultivars that were not necessarily the least expensive on a

per plant basis, but that could fill in a big space so the number of plants per bed was reduced," says Bemis. "TigerEye rudbeckia, Volumia begonia, and information on the Xtreme impa-2010 trials, including tiens would be complete interviews and dozens of pictures, visit good examples www.landscape from our seed management.net/ assortment. Believe it or not. the Picobella milliflora

petunia is very spreading and thus falls into this category." Carver says landscapers should attend

For more

livescapes/.

the trials to get the big picture of the plant options that are available.

"Landscape design and maintenance is based on sound science, but it is art that composes its heart and soul," he says. "If an artist would not attempt to paint a portrait or a landscape mural without a full pallet of color at his disposal, Black was the new black at Ball Horticultural Company's trials in Santa Paula, CA.

why would a landscape professional attempt to 'paint' or maintain a living landscape without at least knowing the pallet options at their disposal? The California Spring Trials provides landscaping professionals with the ideas and materials to keep properties they design and manage fresh, fashionable ... and profitable." 🚿

Gooch is a freelance writer based in Northeast Ohio. Contact him at jamie@goochandgooch.com.

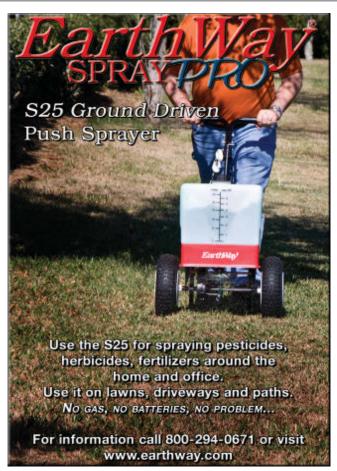


# WE HAVE THE WIDEST SELECTION OF LED SOLUTIONS FOR WHATEVER **DESIGN YOU HAVE IN MIND.**

Leading the industry with the most advanced LED technology, Vista offers a longer lasting solid-state design available in copper, brass, aluminum, stainless steel and composite enclosures to meet all your project needs.

Call 800-766-8478 for a FREE 12 Volt Series brochure that details everything.







### Well red

Benary's new Gaillardia x grandiflora 'Arizona Red Shades' is the first red gaillardia from seed, according to the company. This FastraX perennial flowers the first year without vernalization, and offers an excellent branching habit. Its masses of flowers bloom throughout the summer, and offer impact in beds, pots or mixed containers. **Benary.com** 

## **Variegated beauty**

Twist of Lime Variegated Abelia from Garden Debut has bright yellow leaves with green centers when young, maturing later in the season to ivory and green. It produces blooms of fragrant, white-tinged-pink clusters of trumpet-shaped flowers (up to 5/8 in. long), which appear from late spring to fall. Dusty pink "ruffs" of sepals last after the petals are gone. This Abelia hybrid is a rounded, spreading, multi-stemmed shrub in the honeysuckle family. It typically grows to a mature height of about 4½ ft., especially in Zones 6-10. GardenDebut.com



# **Plum delicious**

The purple leaves on **Terra Nova Nurseries**' Heuchera 'Sugar Plum' make a full mound of evergreen foliage. Silvery pink flowers rise 26 in. above the soil and frequently rebloom. Hardy in Zones 4-9, this perennial coral bell plant likes moist, well-drained soil. It thrives in mixed beds, borders, understory, containers and entryways. **TerraNovaNurseries.com** 



