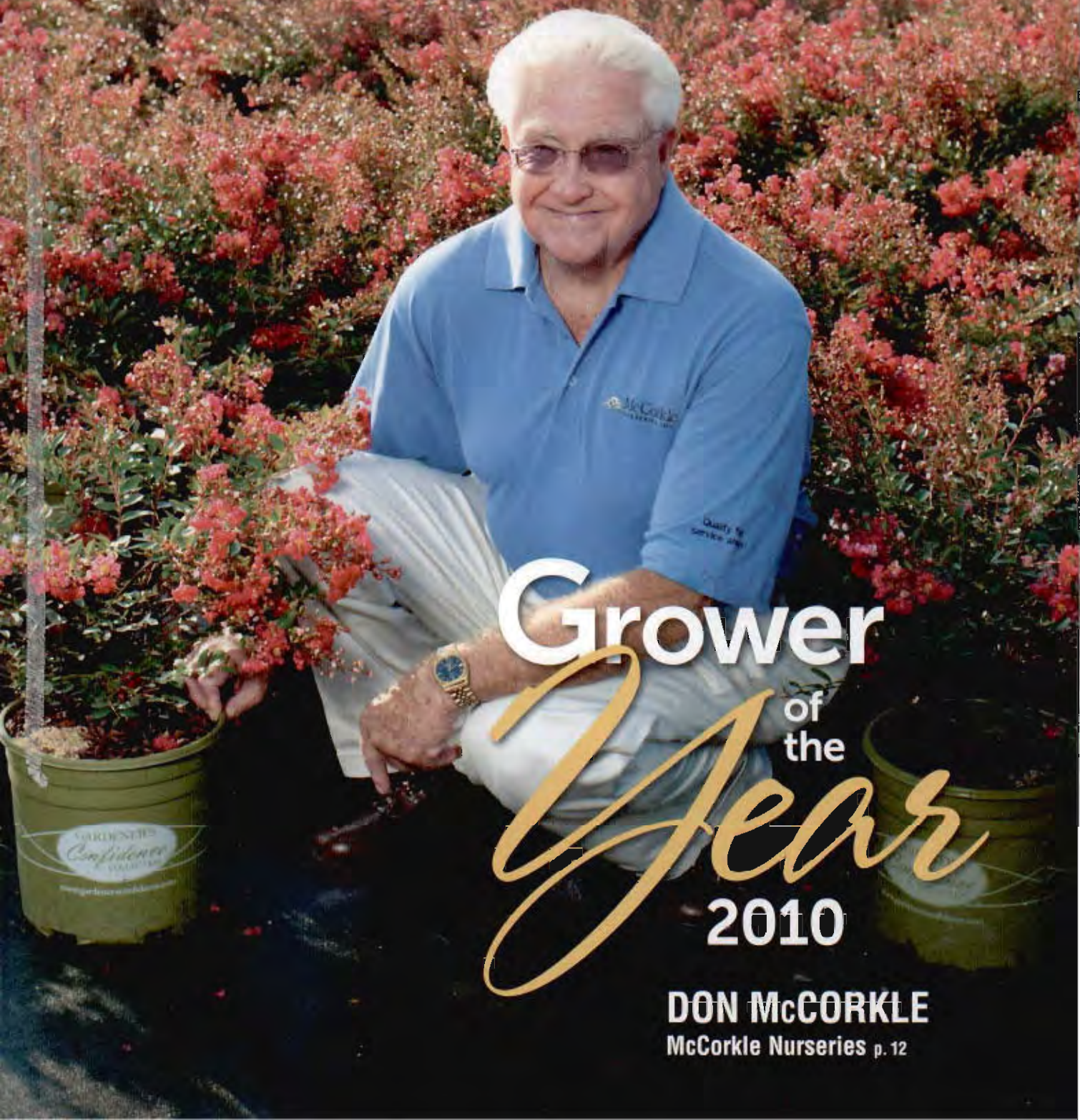


Nursery

MANAGEMENT & PRODUCTION

August 2010



Grower of the *Year* 2010

DON McCORKLE
McCorkle Nurseries p. 12

DEPARTMENTS

- 4 Viewpoint
Todd Davis
- 6 Introductions
Jennifer McLean
- 16 Views from The Buglady
Suzanne Wainwright-Evans
- 46 Industry News
- 48 Products
- 53 People in the News
- 54 Calendar of Events
- 57 Advertiser Index
- 58 Marketplace
Topiaries

PLANT MATERIALS

- 8 Green Guides
 - 8 *Amsonia hubrichtii*
 - 10 *Pennisetum*



COVER STORY



Don McCorkle is "blessed to be part of this industry, to have a family business and to have made so many friends over the years."

FEATURES

- 22 Building a better tree
Are you pruning your trees in production to fail in the landscape?
- 26 New perennials
This year's new perennials serve up sizzling colors and forms in the landscape.
- 32 Business & profit
Pricing nursery plants today is a lot like playing chess. You move and watch how your competition reacts.



2010 **BREAKTHROUGH**

- 42 Good sell-through potential make perennials an important crop.

ON THE COVER:

Don McCorkle is the 2010 Grower of the Year.
See Page 12. Photo by Paul De Jong.

Nursery Management & Production (ISSN 1080-6695) is published monthly. Copyright 2010 GIE Media, Inc., 4020 Kinross Lakes Parkway, Suite 201, Richfield, OH 44286. All rights reserved. No part of this publication may be reproduced or transmitted in any form without permission of the publisher. One-year subscription rates: Free to qualified growers in the United States; Non-Qualified U.S. subscriptions are \$96 in the United States; \$120 for delivery outside the U.S.; U.S. funds drawn on a U.S. bank required for all foreign subscriptions. Single copy rate: \$8 plus postage while supplies last. Periodicals postage paid at Richfield, Ohio, and additional mailing offices. Postmaster: Send address changes to **Nursery Management & Production**, 4020 Kinross Lakes Parkway, Suite 201, Richfield, Ohio 44286. Canada Post: Publications Mail Agreement #40572508. Canada Returns to be sent to Blechnip International, P.O. Box 25542, London, ON N6C 6B2.

Hot Stuff

This year's new perennials serve up sizzling colors and forms for the landscape

Perennials have a pretty fervent following, with more fans jumping on the bandwagon every year. This crop offers growers the opportunity to expand sales. Not sure what to try? Check out these new varieties and start a wish list.

ACTAEA

North Creek Nurseries' **'Misty Blue'** is a striking, multi-stemmed woodland perennial with soft, bluish-green, finely cut foliage. Airy white flowers appear until April, followed by vivid, reddish pedicels which produce large, white 'doll's eyes' fruit in fall.

ALLIUM

'Rising Star' from Intrinsic Perennial Gardens is a short pink chive growing

to just under 1-foot tall. It features nice gray-green foliage all season long. This full-sun plant should be deadheaded for tidiness and to prevent reseeding.

AMSONIA

North Creek Nurseries offers **'Spring Sky'** with a uniform, compact habit, consistent 18-inch stature and exceptional heat and drought tolerance. It produces sky-blue flowers.

ASTER

Cultivars' **Kickin** series is available from Plug Connection. Plants have bushy, compact habits and are covered with semi-double flowers. **Purple** has deep violet-purple flowers with golden centers. **Pink Chiffon** has perfectly formed intense pink flowers with yellow centers. **Carmine Red** features vibrant carmine-red flowers with bright-yellow centers. **Lavender** has soft lavender flowers on compact plants. **Mauve** has deep mauve-purple flowers with dark golden centers. **Silver Pink** has silver-pink flowers with dark centers. **Lilac Blue** has intense violet-blue flowers with dark centers.

Intrinsic Perennial Gardens' **'First Snow'** forms billowing mounds that grow 2 feet or more and are covered with white flowers in October. It has

Amsonia 'Spring Sky'



Aubrieta Madly Blue Violet





Carex 'Everest'

needlelike foliage and prefers full sun and well-drained soils.

AUBRIETA

Proven Winners adds two new varieties to its Madly series. **Blue Violet** has a deep, rich blue color with long spring flowering and re-bloom in fall. **Magenta** features a vivid magenta color.

CAREX

Novalis' **'Everest'** variegated Japanese sedge is available through Pacific Plug & Liner. The plant produces fountains of narrow leaves with wide, pure-white variegations that spill over to form compact clumps. This shade-loving plant grows best in partial sun to shade and reaches an average height of 12 inches.

COREOPSIS

'Golden Dream' is a dwarf sport of the Blooms of Bressingham variety **'Crème Brûlée'**. The smaller **'Golden Dream'** is long blooming with 1-inch flowers that peak in June and July with lighter flushes well into September. Upright, uniform plants produce mounds of bright-green foliage. It should be treated as a tender perennial since its USDA Hardiness Zone is undetermined. Plants grow to 12 inches tall by 20 inches wide the first year.

Terra Nova Nurseries introduces three new varieties.

'Pineapple Pie' forms a low-growing mound with numerous red-eyed, golden-yellow flowers. **'Pumpkin Pie'** forms a low-growing mound with numerous red-eyed, pumpkin-orange flowers. Both are free flowering and bloom from early summer to fall. They do great in containers, mixed beds and borders.

'Fruit Punch' is an addition to the **Punch** series. It produces two-toned flowers with a light-pink edge and a red eye. It forms a low mound and is free flowering all summer. Flowers cover the foliage.

DELPHINIUM

'Moonlight Blues' from Dowdeswell's Delphiniums, available from Walters Gardens, has stunning sky-blue flowers with the slightest hint of pink. The color of the bee ranges from black to brown to blue striped. The foliage tends to be a bit lighter green than others in the series.

DIANTHUS

Red Beauty from Darwin Perennials features beautiful red blooms. It is a repeat-flowering variety with a more compact habit. It is great for borders, cottage gardens, rock gardens and edging along walking paths.

The **SuperTrouper** series from Selecta fits well into pot, bedding plant and perennial programs. Plants have a good branching, uniform habit, large color range and a nice scent. **Butterfly Dark Red** adds a brilliant bicolor to the series. **Pink evol.** and **Light Pink evol.**



Dianthus Twilight Star

are improved for habit. Plants are hardy to USDA Hardiness Zone 6.

PlantHaven has introduced several new *D. hybrida*.

The **Early Bird** series has a unique compact habit with repeat blooming and early season, fragrant double flowers. **Chili** is electric-pink and produces sturdy stems. **Radiance** is crimson red. **Fizzy** features light lavender petals with maroon eyes. **Frosty** is pure white. **Sherbert** is magenta.

Coconut Surprise produces masses of fragrant, double-white flowers with burgundy-red centers on short stems. It has a blue-green foliage and flowers spring through fall.

The **Star** series has a compact, mounding habit and blue-green foliage. **Starry Night** has quiet, hot pink semi-double blooms with a deeper eye, carried on sturdy stems; **Twilight Star** has semi-double pink blooms with a maroon center carried on sturdy blooms.

'Diamond Flash' from Walters Gardens is a bright-white selection with steel-blue foliage. Each fringed blossom has a perfect magenta, purple kissed, eye. As the flowers age, they take on a pink blush.

ECHINACEA

The **PowWow** series from PanAmerican Seed puts more flowers on every plant than any other seed echinacea, whether



Echinacea PowWow Wild Berry

NEW PERENNIALS

grown for first-year spring sales or as a traditional overwintered perennial. All-America Selections winner **Wild Berry** has unique, intense rose flowers with a dark-rose center. It is faster to flower and genetically shorter, making it easy to grow, ship on racks, and sell. No growth regulators are needed to maintain plant height in quart or gallon containers.

'**Mistral**' is a floriferous, compact coneflower introduced by Blooms of Bressingham from Dutch grower Ad Kempen. A sport of the popular 'Kim's Knee High,' this variety is shorter, faster growing and has more flowers (up to 80 in the second year). Covered in pink blooms from July to September, its petals are less prone to flop over the flowering period and it branches extremely well. It can be used in border plantings and rock gardens and also in containers in sunny locations. Plants grow 18-20 inches tall by 12 inches wide in two years and are hardy in USDA Hardiness Zones 5-6.

'**Showoff**' from Intrinsic Perennial Gardens is a seed strain selected for extra wide and drooping petals along with showier orange cones. This flower form stands out at a distance especially compared with the newer-upright petal forms. This long-blooming variety prefers full sun and well-drained soil.

In honor of the 25th anniversary of its **Magnus** series, Jelitto Perennial Seeds adds '**Magnus Superior**.' It is intense carmine-red in color with darker flowers and stem color, plus more consistent growth. It has an upright growth habit reaching up to 40 inches tall.



Heuchera 'Berry Marmalade'

'**Mama Mia**' from Terra Nova Nurseries has very large flowers which change from red to orange to coral and finally pink. It has a big habit and long bloom time from summer to fall. Plants reach 26 inches tall.

HEUCHERA

With the largest leaves and the largest blooms of any heuchera on the market, the **Big Top** series from Darwin Perennials features robust, tetraploid varieties that form massive mounds with sprays of cream flowers from April to May. Leaves are up to 8 inches in size. Varieties include **Bronze**, **Burgundy** and **Gold**.

Danziger's new **Kira** series has a mounded habit, a wide range of leaf colors and excellent heat- and drought-tolerance. **Green Forest** has deep, dark-green veins that stand out through the silvery-grey overlay on the leaves with green, silver and wine-red undersides. **Autumn Leaves** has foliage with warm and inviting tones of peach, apricot and coppery-red undersides. **Jungle Green** leaves have green veins and a green, silver and burgundy-red underside. **Temperate Green** sports ever-fresh green veins that stand out through silvery-grey overlay on the leaves. **Tiaga Green** features dramatic orange-red young leaves. As the leaves mature, they turn greener. **Rain Forest** has beautiful purple-red young leaves with stand-out green veins at maturation. **Sunset Green** features dazzling foliage color in shades of red, orange and green with purple undersides.

'**Berry Marmalade**' from Terra Nova Nurseries has purple-black, ruffled leaves that are thick and can withstand intense heat. It grows up to 12 inches tall with a foliage spread of 28 inches and a flower height of 18 inches.

HIBISCUS

Fleming's Flower Fields introduces its **Fleming Dwarf** series. These hybrids reach 2½- to 3-foot tall and require no growth regulators. They are hardy to -30°F and bloom from top to bottom of the plants. '**Copper Queen**' has 11-inch



Hibiscus 'Small Wonder'

white flowers with heavy red streaking and dark-red, ovate leaves. '**Little Prince**' has 10-inch lavender flowers with pink petal edges and green leaves. '**Kui Nuku**' means little one in Hawaiian. It has 11-inch lavender-mauve flowers and dark purple leaves. '**Small Wonder**' features 10-inch white and pink flowers with red and pink streaks and markings covering the petals front and back. It has small, black-purple leaves. '**New Old Yella**' has 10-inch creamy yellow flowers and small green leaves. '**Pink Comet**' features 10- to 11-inch white/pink flowers with bright-red and pink markings on both sides of the flowers and small, shiny green leaves. '**Satellite**' stands 1½- to 2½ feet tall and features 9- to 10-inch shiny magenta flowers with tiny purple leaves.



Hosta 'American Hero'

HOSTA

Walters Gardens' '**American Hero**' is a tough, durable hosta with wide, dark-green margins and a creamy white to pure white center speckled with green. The thick leaves form a very dense clump with lavender flowers. A portion of the proceeds of each plant sold will be donated to Project EverGreen, a national non-profit organization that supports members of the U.S. armed forces and their families.

NEW PERENNIALS

IBERIS

Golden Candy from Darwin Perennials has pure-white flowers atop vibrant chartreuse foliage. It grows 9- to 12-inches tall and is often seen cascading over rocks and walls or used as a groundcover.

Absolutely Amethyst from Proven Winners is a completely new color. Plants flower in late April to May. It grows 10-12 inches tall and 10-14 inches wide. It is hardy to USDA Hardiness Zone 4.

LOBELIA

Plants Nouveau offers 'Fried Green Tomatoes,' a vigorous, extremely winter hardy selection. Dozens of tomato-red blooms appear in late July, transforming it into a hummingbird magnet. Newly planted plants produce 25 to 30 blooming stems.

PHLOX

Darwin Perennials' dwarf *Phlox paniculata* **Top Shelf** series has exceptional mildew tolerance and stronger flowers, meaning longer shelf life and better



Phlox Red Caribbean

shipability. Plants have strong, compact stems topped with numerous flower clusters densely packed with florets of overlapping petals up to 1½ inches in diameter. **Red Caribbean** has pink striped petals and a bright red center.

P. paniculata **Early Start** series contains new inter-specific hybrids bred in the Netherlands and offered as liners from Pacific Plug & Liner. Three colors are available: **Pink**, **Light Pink** and **Velvet**. The compact plants reach 8-12 inches tall. The densely branched plants bloom four to six weeks earlier than traditional paniculata types. Plants are hardy to USDA Hardiness Zone 5 and do best in full sun.

Walters Gardens' 'Shockwave' has large clusters of lavender pink flow-



Rose Boogie Woogie

ers with white starburst centers. From spring into early summer, the leaves are deep green with prominent, sunny-yellow margins that lighten to creamy yellow.

ROSE

Greenheart Farms adds **Patron** to its **My Bouquet** program. Patron grows 24- to 36-inches tall and 18- to 24-inches wide. It has a nice rounded habit. It produces slightly fragrant, bright-red flowers with 40 petals and a 3-inch diameter when fully opened.

Boogie Woogie has been added to Greenheart's **Table to Garden** program. It features bright red-orange flowers with yellow reverse, 35-40 petals and a 2½-inch diameter when fully open.



Veronica Inspire Pink

VERONICA

Plants in the **Inspire** series, available from Pacific Plug & Liner, are tidy and covered with flowers from late spring through summer. Plants form a nice groundcover over time, flowering 8- to 10-inches above tightly held foliage. The colors in the Inspire veronica series are **Blue** and **Pink**.

'Hocus Pocus' from Walters Gardens has long, violet-purple wands of color, showy flowers, a uniform habit and clean foliage. It grows 16- to 20-inches tall.

New Perennials Contact List:

Blooms of Bressingham

www.bobna.com

Cultivaris

www.cultivaris.com

Danziger "Dan" Flower Farm

www.danziger.co.il

Darwin Plants

www.ballhort.com

Fleming's Flower Fields

www.flemingsflowerfields.com

Greenheart Farms

www.greenheartfarms.com

Intrinsic Perennial Gardens

www.intrinsicperennialgardens.com

Jelitto Perennial Seeds

www.jelitto.com

North Creek Nurseries

www.northcreeknurseries.com

Novalis Plants that Work

www.novalis.com

Pacific Plug & Liner

www.ppandl.net

PanAmerican Seed

www.panamseed.com

Plant Haven

www.planthaven.com

Plants Nouveau

www.plantsnouveau.com

Plug Connection

www.plugconnection.com

Proven Winners

www.provenwinners.com

Selecta

www.firstclassplants.com

Terra Nova Nurseries

www.terravanurseries.com

Walters Gardens

www.waltersgardens.com

ONLINE EXTRA

For even more new perennial varieties, check out our sister publication's website, www.GMProMagazine.com and navigate to the August issue.