



TRIXI®
AMARENA
CREAM (P)

Retail Solutions

***8 innovative
products and
trend-setting ideas
to inspire today's
home gardener!***

Baill Colegrave®

CONFUSION TO CLARITY



TRENDS RETAIL DISPLAYS

The current housing boom is the greatest opportunity the bedding plant industry has been given for many years!

Let's embrace this and maximise the growing patio market. This brochure aims to do just that by offering amazing plants and product ideas which are relevant, solve challenges and help maximise your success in selling colour. By taking out the confusion for the home gardener, we together can make their choice clear, easy and stimulating!



Retail Solutions

TrendsPages 2-5
Speedplanter.....Pages 6-9
Plug & Play®Pages 10-11
Herb FusionPages 12-13

Straight-to-Basket.....Pages 14-15
Trixi® CombinationsPages 16-17
NEW Viola Sorbet® XP Totally.....Pages 18-19
NEW Perennial Retail
Plant PlannerPages 20-21

Trends

Colour combination and merchandising ideas to make plant sales fun and easy!



Our Trends colour theme and planting combinations

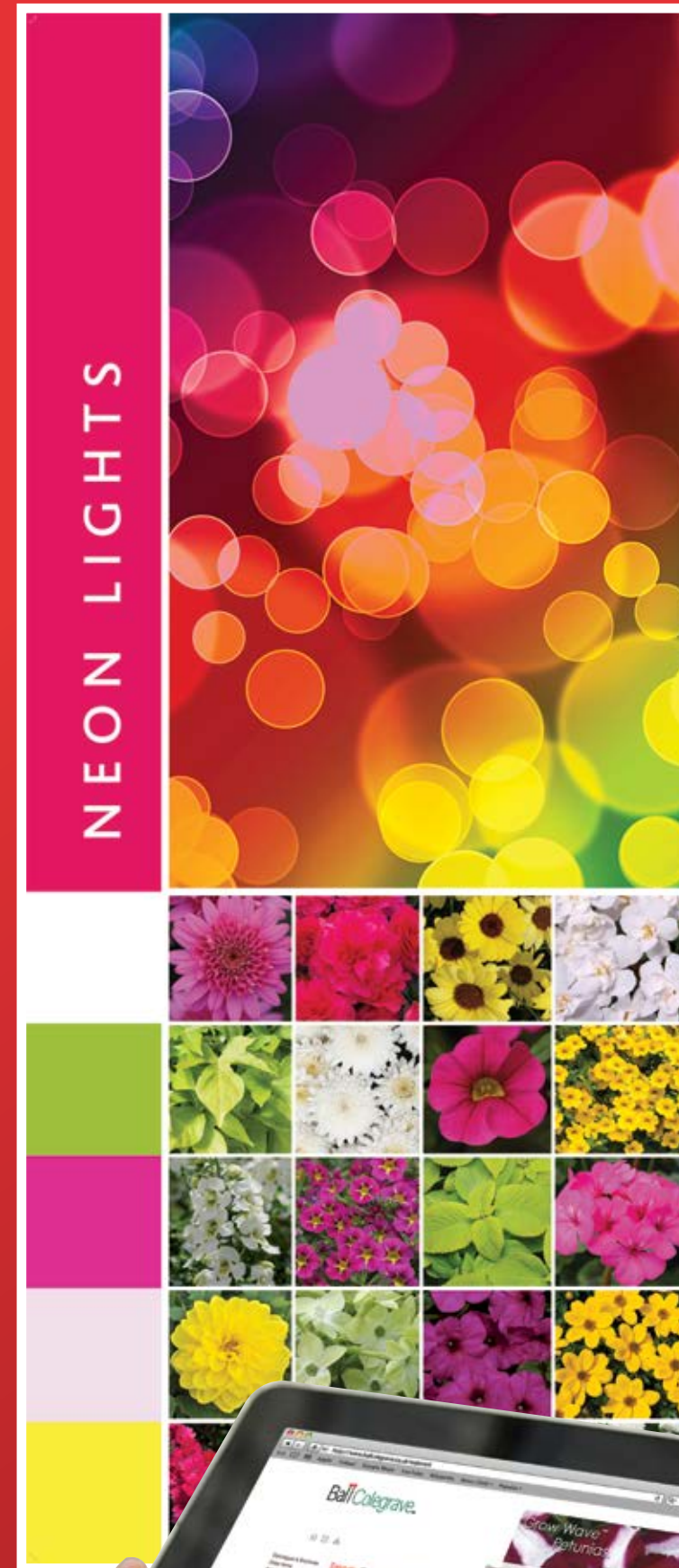
have been brought together with handpicked top garden performing varieties, tried and tested in our own trial grounds, to deliver a product that delivers excitement and success for the home gardener, turning a good plant into a premium sales opportunity for Growers and Retailers.

There are just 3 easy steps to transform your seasonal plant displays into a powerful selling area!

Step 1

Identify your favourite colour themes from our range of 21 Trends options. You can download these from our website. Each lists our recommended plant varieties and even some suggested ideas for plant combinations to get started with!

Bright and bold large banners accentuate your merchandising display!



Trends

Step

2



Discuss with your Grower your chosen theme and selection of plant varieties. Talk with your team about how to turn your seasonal plant display into an inspirational area. You will be surprised what great ideas come out!

Case Study:

Scotsdales Garden Centre

Scotsdales one of the UK's top independent family owned Garden Centres in Cambridgeshire, where plants are at the heart of the business, were inspired by our "Trends" colour themed retail displays. They embraced the concept in their seasonal bedding area and in that first introduction year saw a 12% increase in bedding plant sales, along with other linked sundries.



Trends Nautical Chic theme on display at Scotsdale Garden Centre



Step

3

Contact our Trends partner, Hortipak to order your off-the-shelf banners and bench tape to create your own bespoke merchandising display!



Banner dimensions are 180mm x 760mm PVC with eyelets.



Bespoke Bench Tape gives your merchandising display added colour and impact!

Speedplanter

The quick and easy solution to basket and container production!



From this...

Just "drop em in"...
Saves you time and
space when you need
it most!

- 7 premium plants per Speedplanter
- 11 colour themes available
- Choose basket or container options
- Quick and easy to establish;
Just 2-3 weeks!
- Each unit is approximately 8cm (3") high
and just under 30cm (12") diameter, perfect
to drop into all baskets and containers 30cm
or over
- Each planter is pre-charged with controlled
release fertiliser



to this in just a few weeks!

SOPHISTICATION

**DELIVERY
WEEKS 15-24**

*Varieties may differ
from those illustrated.*

Speedplanter

Easy, Simple, Effective!



Colour themes
available
as a
basket or
Container!

11

NEW LIPSTICK



70

Speedplanters
per Trolley!



- All Speedplanters will be supplied planted with a mixture of patio plants
- 7 different plants per planter
- Minimum order 1 Trolley of 70 Speedplanters
- Sold in multiples of 70

Varieties may differ from those illustrated.

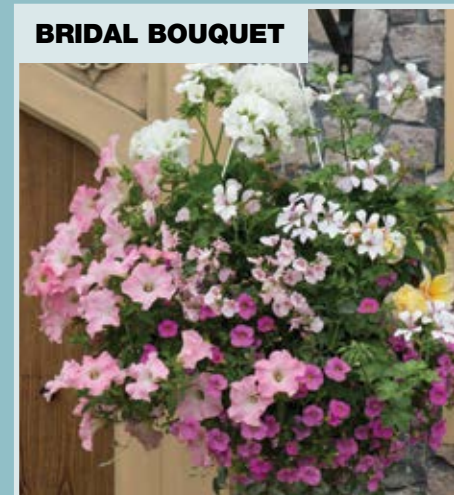
**NEW
Colour-Coded
Planters!**

**For Instant & Easy
Recognition at
Point of Delivery!**

BOLLYWOOD



BRIDAL BOUQUET



BRILLIANT BLING



EFFORTLESS CHIC



HEAT WAVE



MULTICOLOUR MIXED



NAUTICAL CHIC



PRIMARY FUN



SEA BLUES



SOPHISTICATION



Green
for Containers



Red
for Baskets

Plug & Play®

A program to grow and sell attractive, easy and long-lasting combos with complete confidence!



Easy, Fresh & Fun!

- Grab 'n' go gardens appeal to today's customer
- On-trend colours that sell and enhance any garden
- Proven varieties everyone can depend on
- Personalise with your own choice of patio container

Note: Individual varieties sold separately.



14cm labels available in bundles of 72

VERY VALENTINE



Choose our trialed and tested genetics to kick-start your mixed containers and you can count on bench-to-garden success. Their tempting looks give retailers valuable selling opportunities...and let consumers take home big-impact, big satisfaction combos!

AFTER DARK

Easy Wave® Burgundy Velour Petunia & Easy Wave® Neon Rose Petunia



Transplant to finish: 5-6 weeks*

Variety	Plug Size	Plants per Container
A Easy Wave® Burgundy Velour Petunia	142	2
B Easy Wave® Neon Rose Petunia	142	2

FLYING THE FLAG

Easy Wave® Red Velour Petunia, Easy Wave® White Petunia & Combo Blue Petunia



Transplant to finish: 5-6 weeks*

Variety	Plug Size	Plants per Container
A Easy Wave® Red Velour Petunia	142	1
B Easy Wave® White Petunia	142	1
C Combo Blue Petunia	142	1

FLY ME TO THE MOON

Easy Wave® Burgundy Velour Petunia, Easy Wave® White Petunia & Easy Wave® Neon Rose Petunia



Transplant to finish: 5-6 weeks*

Variety	Plug Size	Plants per Container
A Easy Wave® Burgundy Velour Petunia	142	1
B Easy Wave® White Petunia	142	1
C Easy Wave® Neon Rose Petunia	142	1

ROYAL PASSION

Easy Wave® Burgundy Velour Petunia, Easy Wave® Plum Vein Petunia & Combo Blue Petunia

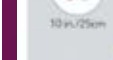


Transplant to finish: 5-6 weeks*

Variety	Plug Size	Plants per Container
A Easy Wave® Burgundy Velour Petunia	142	1
B Easy Wave® Plum Vein Petunia	142	1
C Combo Blue Petunia	142	1

VERY VALENTINE

Easy Wave® Bubblegum Petunia, Easy Wave® White Petunia & Easy Wave® Red Velour Petunia



Transplant to finish: 5-6 weeks*

Variety	Plug Size	Plants per Container
A Easy Wave® Bubblegum Petunia	142	1
B Easy Wave® White Petunia	142	1
C Easy Wave® Red Velour Petunia	142	1

*Timing assumes the use of daylength extension or lighted plugs where needed, and active growing temperatures. All varieties in each Plug & Play combo must be transplanted at the same time in order to finish at the same time. Sow dates may vary. NOTE: Individual varieties sold separately.

Herb Fusion

Quick-turn Herb sales!

Create a fusion of flavour for
the blooming patio market!

Just Oregano 9cm:

Oregano Variegated,
Oregano Hot & Spicy,
Oregano aureum Gold

- Dramatically reduce your growing time on the nursery!
- 3 herbs in one 9cm pot/liner, 24 pots per tray
- Perfect to drop into a 1-2 litre pot or drop directly into containers
- Each 'Fusion' is optimised for pot performance and retail appeal
- High impact 4" colour label provided
- Provides a long-lasting garden display
- Ideal for both culinary and ornamental use

DELIVERY WEEKS 16, 18, 20, 22



Mediterranean Twist 9cm:

Salvia Purpurea,
Thyme Archers Gold,
Oregano aureum Gold



Mexican Medley 9cm:

Salvia Icterina,
Oregano Hot & Spicy,
Oregano aureum Gold



Versatile Mint 9cm:

Mint Apple,
Mint Chocolate,
Mint Spearmint

Straight-to-Basket

Jumbo 40 Plugs make baskets in super-quick time!

Popular basket plants provide excellent choice!

Saves you time and space when you need it most!

- Perfect for the fast expanding finished basket and container market
- Saves you time and space when you really need it – plant direct into baskets
- Opportunity to produce a finished planter in just 2-3 weeks
- Plan your deliveries to help with peak season and as a season extender crop
- A specially selected range of popular basket varieties provide excellent choice for themed displays

PETUNIA SURFINIA®
HOT PINK,
PURPLE & WHITE

DELIVERY
WEEKS
17, 20 & 22*

**VARIETY SPECIFIC*

Bacopa Scopio® Gulliver Blue Sensation (P)
Bacopa Abunda Colossal White (P)
Begonia F1 Illumination® Apricot Shades
Begonia F1 Illumination® Golden Picotee
Begonia F1 Illumination® Lemon
Begonia F1 Illumination® Mixed
Begonia F1 Illumination® Orange
Begonia F1 Illumination® Rose
Begonia F1 Illumination® Salmon Pink
Begonia F1 Illumination® Scarlet
Begonia F1 Illumination® White
Begonia F1 Nonstop® Appleblossom

Begonia F1 Nonstop® Citrus Mixed
Begonia F1 Nonstop® Deep Rose
Begonia F1 Nonstop® Deep Salmon
Begonia F1 Nonstop® Orange
Begonia F1 Nonstop® Pink
Begonia F1 Nonstop® Red
Begonia F1 Nonstop® Rose Petticoat
Begonia F1 Nonstop® Select Mixed
Begonia F1 Nonstop® White
Begonia F1 Nonstop® Yellow
Bidens Golden Glory (P)
Brachyscome Royal Blue

Calibrachoa Cabaret Bright Red (P)
Calibrachoa Cabaret Deep Blue (P)
Calibrachoa Cabaret Deep Yellow (P)
Calibrachoa Cabaret Hot Pink (P)
Calibrachoa Cabaret White (P)
Petunia Surfinia® Blue (P)
Petunia Surfinia® Hot Pink (P)
Petunia Surfinia® Purple (P)
Petunia Surfinia® White (P)
Verbena Enchantment Red Star (P)
Verbena Enchantment Lavender (P)

Fast Finish Ball 40 Plug



Trixi® Combinations



High impact ready-to-go colour combinations!

- Ready-made fashionable mixtures
- Quick and easy to use
- High impulse flowering pots in just 6 weeks or baskets in 10 weeks
- Trixi® pots, labels and poster available to maximise retail sales
- Plant 1 plug in a 1-3 litre pot or 3 plugs in a 40cm basket or container

From this...



3.5cm Plug

To this in just 6 weeks!



TRIXI®
LOLLIPOP (P)

3 perfectly matched cuttings all in one plug!



Single-Species

- Bolero (P)
- Early Soda (P)
- Early Sunset (P)
- Early Tricolore (P)
- Lollipop (P)
- Pastel (P)
- Shades of Blue (P)
- Spirit (P)
- Hot Petticoat (P)
- Petticoat (P)
- Pink Petticoat (P)
- Wild Berries (P)

Multi-Species

- Amarena Cream (P)
- Ayers Rock (P)
- Blueberry Parfait (P)
- Cherry Kiss (P)
- Cracker (P)
- Crazy Cocktail (P)
- Lipgloss (P)
- Riverside (P)
- Romance (P)
- Spring Valley (P)
- Treasure Chest (P)
- Twinkle Star (P)
- White Wedding (P)

25 perfectly balanced multi-liner mixes with loads of consumer appeal!



Sorbet® XP Totally

Building on the success of Trixi®, we bring you our new concept: Viola Sorbet® XP Totally

3 Colours all in 1 plug...
quick, easy & stunning!

New

3 Viola plants in 1 plug!

- Perfect to go direct into 13-15cm coloured pots, bowls and basket
- Great retail appeal, a pick up and go product
- Quick and easy to use
- Specially selected mixes provide plenty of choice, with a mix to suit every taste

Note: There may be a small percentage of plugs with less than 3 plants.

TOTALLY REFRESHING

Ball Colegrave full colour, specially designed labels supplied

DELIVERY
WEEKS 32 & 36



Brilliant



Delicious



Heavenly



Delightful



Refreshing



Scrumptious



Wonderful



Delicious

Perennial Plant Retail Sales Planner

An easy-to-follow finishing guide for year round colour sales!

New

Looking for year round Perennial pot colour sales?

- Set out month-by-month this planner aims to help with choice varieties for impulse colour sales opportunities... which plug format to choose, when to pot it and the optimum pot size
- So whether you are looking for pre-bedding season colour (March/April) with some early risers, looking to bump-up your bedding with premium pots in the Summer (May-June) or looking to extend your Summer colour into the start of Autumn (July-August) there is a solution here for you



Creating your program is as easy as... 1, 2, 3!

Step 1 Select your sales window

Step 2 Pick a variety

Step 3 Choose the best plug tray size, potting week and pot size



What About Labels?

Don't worry, we have that covered too...our Lasting Beauty® label provides a distinctive and consistent presentation on the retail bench.



Retail Ready Posters

Retail posters



ready to go!

And don't forget Ball colour labels...

Offered across 1,200 Annual, Perennial, Herb, Fruit and Vegetable plug varieties to your Grower, to provide you with a strong and consistent retail presentation.



Make it easy for your customers to visualise the great features of your seasonal plants with our free online posters. Over 120 variety posters are available on our website for you to download, print and laminate on demand to support your promotions in store. Available in both A1 and A3 formats.

Ball Colegrave®

Ball Colegrave Limited
Milton Road, West Adderbury, Banbury, Oxon. OX17 3EY

© 2019 Ball Colegrave Ltd.

™ denotes a trademark and ® denotes a registered trademark of Ball Horticultural Company in the EU or the UK.



Registered in England No: 1577898
VAT Registration No: GB 336-3097-57

BCL19041