Caldwell of Tennessee. Peppermint spider lily was introduced by Plant Delights Nursery. Many others species and hybrids are appearing on the market.

**Rhodophiala bifida** (oxblood lily). Adapted to all parts of the South. It is a spectacular miniature fall-blooming amaryllid from Argentina. It is a German-Texas heirloom, and is also known as schoolhouse lily. Oxblood lily has an August bloom, winter foliage, and goes through summer dormancy.

# Selecting and Marketing New Plants

## **Rick Crowder**

Hawksridge Farms, Inc., Hickory, North Carolina 28603 U.S.A.

#### INTRODUCTION

Hawksridge Farms, Inc. is a production nursery in the western foothills of North Carolina. Although we are a fairly large nursery and produce a lot of the more common plants in the nursery trade, our interest really lies in new or seldom-used plants. We bring in, on the average, around 40 to 50 new varieties per year. Our acquisitions of new material vary from arboretums to mail-order sources. We also acquire many plants from out of the country through our import license. We have made some excellent contacts with various nurseries outside the United States and hope to expand this more in the future.

We immediately begin to propagate these plants once acquired. As soon as possible we try to plant a sample in our test gardens to evaluate its adaptability to our growing conditions. We are located in Zone 7a.

The following is a list of plants that we are currently evaluating. Some of these plants are being sold now and the rest we hope to have in the market in the near future. Only about 10% of the plants evaluated will become production items.

# **NEW PLANTS UNDER EVALUATION**

**Aesculus** ×**carnea** 'Fort McNair'. Rounded-crown tree with dark pink upright panicles that are 15 to 20 cm (6 to 8 inches) long. The leaves are more heat tolerant than other cultivars. Reaches a height of 12 to 15 m (40 to 50 ft) and has a 9 m (30 ft) diameter. A Zone 3 plant.

**Berberis**  $\times$  **frikartii 'Telstar'**. An evergreen shrub that has a flat top when mature and a height of 0.9 m (3 ft) and a 1.2 to 1.5 m (4 to 5 ft) diameter. A Zone 6 to 9 plant.

*Berberis* ×*interposita* 'Wallich's Purple'. An evergreen with mid-green leaves that are bronze-purple when young. It has a height of 0.9 m (3 ft) and a diameter of 1.2 m (4 ft). A Zone 6 to 9 plant.

**Berberis julianae** 'Spring Glory'. Leaves and stems are tinted red to bronze-red with brilliant coloration to the new shoot growth. Has a height of 1.8 to 2.4 m (6 to 8 ft). A Zone 5 to 8 plant.

**Berberis** ×ottawensis 'Red Rocket'. Columnar growing with red-purple leaves. Has a height of 1.2 to 1.4 m (4 to 4.5 ft). A Zone 5 to 9 plant.

**Berberis** 'Red Jewel'. Compact, semievergreen with dark to mid-green leaves that are dark red when young. Has a height of 1.2 m (4 ft) and a diameter of 1.8 m (6 ft) spread. A Zone 6 to 9 plant.

**Berberis 'Red Tears'**. Leaves color well in spring and fall. Has red berries in many long grape-like bunches. Grows to a height of 1.8 m (6 ft). A Zone 6 plant.

*Berberis thunbergii* 'Concorde'. A dwarf form that is more compact and more dense with darker purple foliage than *B. thunbergii* 'Crimson Pygmy'. Grows to a height of 0.3 to 0.5 m (1 to 1.5 ft) with a diameter of 0.6 to 0.8 m (2 to 2.5 ft). A Zone 4 to 8 plant.

Berberis thunbergii 'Royal Cloak'. A shrub with a large arching form and deep reddish-purple leaves. Reaches a height of 1.8 m (6 ft). A Zone 4 to 8 plant.

*Berberis wilsoniae* var. *stapfiana*. Semievergreen with blue-green leaves. Has a taller growth habit than is typically found in the species. Forms yellow flowers that become coral-red berries. Has a height of 0.9 m (3 ft) and a diameter of 1.5 m (5 ft).

**Buddleja davidii** 'White Ball'. Has a dense and compact habit with white flowers. Its height and diameter are around 0.9 to 1.2 m (3 to 4 ft). A Zone 5 plant.

Calocedrus decurrens - incense cedar. Has a columnar form with deep green foliage that remains glossy green throughout the winter. Attains a height of 9.1 to 15.2 m (30 to 50 ft) and a diameter of 2.4 to 3.0 m (8 to 10 ft). A Zone 5 to 8 plant.

Camellia japonica 'White Mermaid'. Leaves are fan shaped. Has single white flowers with a large yellow center. Zone 6 to 7 plant.

Camellia japonica 'Unryu'. The stems twist at each leaf giving it a zigzag effect. Has single flowers that are single, small and deep pink.

Castanopsis cuspidata 'Variegata'. A large evergreen shrub with green leaves that have bright yellow edges. The flowers are small, erect, white catkins 5.1 to 7.6 cm (2 to 3 inches) long and produce acorn-like fruit. It requires a sheltered area. It will reach a height and diameter of 7.6 m (25 ft). A Zone 8 plant.

Chamaecyparis obtusa 'Verdon'. It has yellow tear-shaped foliage that tolerates the hot summers at Hickory, North Carolina, without any visible leaf scorching. It has an upright growth habit. A Zone 4 plant.

Cotoneaster salicifolius 'Gnom'. A compact-growing form of willowleaf cotoneaster. A Zone 4 plant.

*Cryptomeria japonica* 'Araucarioides'. This cryptomeria usually starts out as a single stem of cord-like light green foliage that completely covers the stem. New growth is in the form of clusters of foliage on each branch tip. Will reach a height and diameter of 1.8 m (6 ft). A Zone 5 plant.

Cupressus arizonica var.glabra 'Sulphurea'. Has a creamy-yellow foliage that tolerates heat. Will reach a height of 4.6 m (15 ft) and a diameter of 1.8 to 2.4 m (6 to 8 ft). A Zone 6 plant.

Elaeagnus pungens 'Variegata'. Has evergreen, dark-green leaves with a narrow, creamy-yellow edge. Will reach a height and diameter of 3.0 to 4.6 m (10 to 15 ft).

*Euonymus* 'Wolong Ghost'. Has evergreen, narrow, black-green leaves with white variegation along the central and side veins. It is a ground cover that reaches 15 cm (6 inches) and has a diameter of 0.9 m (3 ft). A Zone 6 plant.

*Hydrangea luteovenosa* 'Aureovariegata'. Has glossy green foliage blotched with yellow, and lacy white flowers. Will reach a height of 1.5 m (5 ft). A Zone 6 plant.

Hydrangea macrophylla 'Adria'. Has a compact, dwarf growth habit, and forms dark blue hortensia-type flowers. Its height and diameter will reach 0.9 m (3 ft).

*Hydrangea macrophylla* 'Hörnli'. Has a dwarf growth habit with a spreading tendency. Its crimson-red hortensia-type flowers turn grayish-pink in fall. Has a height of 31 to 32 cm (12 to 15 inches) and a diameter of 0.6 to 0.8 m (24 to 30 inches).

Hydrangea macrophylla 'Rotdrossel'. A dark crimson-red lacecap which has the darkest red in the Teller collection.

*Hydrangea macrophylla* 'Tovelit'. Has a compact, dwarf growth habit. Its flowers are hortensia-type, with pink and mauve depending on soil pH. Reaches a height and diameter of 0.4 to 0.6 m (1.5 to 2 ft).

*Hydrangea macrophylla* 'Wave Hill'. Has green leaves variegated with white and yellow. Its lacecap-type inflorescence has inner fertile flowers which are shades of salmon and rosy-red surrounded by pale pink and white sterile flowers.

*Hydrangea paniculata* 'Floribunda'. Has numerous white sterile flowers that become pink-tinged with age. Reaches a height of 2.4 to 3.0 m (8 to 10 ft) and a diameter of 2.4 m (8 ft). A Zone 4 to 8 plant.

*Hydrangea quercifolia* 'Sikes Dwarf'. A compact, dwarf-growing oakleaf hydrangea. Will reach a height of 0.6 to 0.8 m (2 to 2.5 ft) and a diameter of 1.2 m (4 ft). A Zone 4 to 9 plant.

Hydrangea serrata 'Kiyosumi'. Has small lacecap-type flower heads with pinkish-white fertile flowers and white sterile florets with rose-red margins.

*Hydrangea serrata* 'Shichidanka'. Has lacecap-type flowers with double-deep lavender sterile florets.

Hydrangea serrata 'Shirofugi'. Forms small lacecap-type flower heads of white fertile florets surrounded by pure white, fully double sterile florets.

*Ilex crenata* 'Elfin'. Has a very dense, dwarf growth habit. Reaches a height and diameter of 0.6 m (2 ft).

*Ilex sugerokii* 'Nakahari'. Has a dense upright growth habit with dark green, evergreen foliage. Forms red fruit in the leaf axils.

*Ilex* 'Rock Garden'. A true dwarf selection made by Dr. Elwin Orton. It is very slow growing and may reach a height and diameter of 31 cm (1 ft) after 10 years.

Juniperus chinensis 'Mac's Golden'. Has a dense, upright, pyramidal growth habit with soft yellow foliage. Will reach a height of 1.8 to 4.6 m. A Zone 4 plant.

Juniperus conferta 'Blue Lagoon'. This National Arboretum release has a more compact growth habit and slightly deeper blue foliage than J. conferta 'Blue Pacific'. It will reach a height of 1.8 m (6 ft) and a diameter of 2.4 m (8 ft). A Zone 5 plant.

**Juniperus**  $\times$  **pfitzeriana** 'Daub's Frosted'. Has blue-green foliage on the underside and golden-frosted on top. The growth habit is wide spreading with pendulous tips. Will reach a height of 31 to 38 cm (1 to 1.5 ft) and has a diameter of 1.2 to 1.5 m (4 to 5 ft).

Juniperus squamata 'Blue Alps'. The bright silver-blue needles resemble J. squamata 'Blue Star', but the branching on 'Blue Alps' is upright with arching slightly nodding tips. Will reach a height of 1.5 to 1.8 m (5 to 6 ft) and a diameter of 0.9 to 1.2 m (3 to 4 ft). A Zone 4 to 7 plant.

**Ligustrum japonicum 'Green Meatball'**. The foliage is smaller with a finer texture and it is dependably evergreen. Forms a dense globe without shearing, and reaches a height and diameter of 0.9 m (3 ft). A Zone 6 to 10 plant.

Ligustrum sinensis 'Wimbei'. Has an upright growth habit with tiny leaves that are packed along the stems. It can reach a height of 2.4 m (8 ft), but with pruning can be kept smaller. A Zone 7 to 10 plant.

Mahonia ×media 'Underway'. Relatively compact growing with glossy green leaves. Has yellow flowers in the fall. Will reach a height of 2.4 to 3.0 m (8 to 10 ft). A Zone 7 plant.

*Microcachrys tetragona*. A spreading, coniferous shrub with dark-green leaves. The female cones become fleshy and red resembling red mulberries. Reaches a height of 51cm (20 inches) and a diameter of 0.9 m (3 ft). A Zone 6 plant.

Osmanthus heterophyllus 'Fastigiata'. A dense, upright form with glossy holly-like sharply toothed leaves. Reaches a height of 1.2 to 1.5 m (4 to 5 ft) and a diameter of 0.9 m (3 ft).

Osmanthus heterophyllus 'Sasaba'. Has jagged, evergreen leaves with three triangular overlapping lobes. Very slow growing, but will reach a height of 0.9 m (3 ft). A Zone 6 plant.

*Philadelphus* 'Innocence'. Slower-growing cultivar of the species with variegated white and gray-green leaves. Upright growth habit with arching branches and white fragrant flowers. Will reach a height of 3 m (10 ft) and a diameter of 1.8 m (6 ft). A Zone 5 to 8 plant.

**Pieris japonica** 'Flaming Silver'. Has light red new growth which changes to very dark green leaves with white margins. It flowers a couple of weeks later than P. japonica 'Mountain Fire' and has a more prominent leaf color than P. japonica 'Variegata'. Will reach a height and diameter of 1.2 m (4 ft). A Zone 5 plant.

**Pieris phillyreifolia**. Also called "climbing pieris" which often climbs on another plant. Has short, leathery, evergreen, foliage with white flower clusters. A Zone 6 plant.

Poncirus trifoliata 'Flying Dragon'. Stems start out as thorns which become twisted. Has green leaves change to yellow in the fall, white flowers become

yellowish-green; has lemon-like fruit. Reaches a height of 1.8 to 2.4 m (6 to 8 ft) and a diameter of 1.2 to 1.5 m (4 to 5 ft). A Zone 6 to 9 plant.

Syringa josikaea - Hungarian lilac. A late-blooming lilac with very fragrant, lilac-pink flowers. Reaches a height of 30 cm (12 inches) height. A Zone 4 plant.

*Thuja koraiensis* 'Glauca Prostrata'. Low growing with silver-blue foliage. Reaches a height of 0.6 m (2 ft) and a diameter of 1.5 m (5 ft). A Zone 5 plant.

*Thuja occidentalis* 'Spiralis'. A narrow pyramidal grower with short branches of dark green, fern-leaf-shaped sprays. Reaches a height of 9.1 to 13.7 m (30 to 45 ft). A Zone 2 to 7(8) plant.

*Viburnum* ×*globosum* 'Jermyns Globe'. Has evergreen, dark-green, leathery leaves with reddish petioles. Its form is a dense, rounded habit, and in late spring has white flowers in flat-topped clusters.

Viburnum tinus 'Gwenllian'. Has profuse flowers that start out as rich pink buds opening to a plush pink in late winter to spring, forming dark blue-black fruit. 'Gwenllian' has green, evergreen leaves. Reaches a height of 1.5 to 1.8 m (5 to 6 ft). A Zone 7 plant.

## LITERATURE CITED

Anon. 1992. Hillier manual of trees and shrubs. Hillier Nurseries (Winchester) Ltd.

**Brickell, C.** and **J.D. Zuk,** Eds. 1996. A-Z Encyclopedia of Garden Plants. American Horticultural Society.

Dirr, M.A. 1998. Manual of woody landscape plants. Stipes Publishing Co. Champaign, Il. Mallet, C. 1992. Hydrangea species and cultivars. Robert Mallet Co. Varengeville, France.