

other work where more dollars per day are earned. I believe it is safe to say that the majority of those who call themselves gardeners, who are drifting about and ready to accept a position at any price, are not safe men to have on a place. Their assurance is in proportion to their ignorance, and by taking advantage of the ignorance of their employers they can do more damage to a place than the proprietor himself could, however ignorant of gardening. For this reason I believe it is safer for him to employ a willing and industrious man who lays no claim to a knowledge of gardening, but who will do as he is told, and give him directions how to do the work on the place. If errors are then made, they will only serve to increase the knowledge and interest of the proprietor.

In this writing I have had in view small or medium sized home places especially. I have hardly touched on the service the landscape architect may be to the real estate owner in planning his property to avoid steep grades and heavy cuts and fills, in preserving and developing the natural features of the place, in so arranging the lots that each may be accessible and have as nearly equal advantages as possible, and in planting to utilize the material on the grounds; to the village, town, or city in designing public recreation grounds and the surroundings of public buildings, advising with regard to street tree planting or roadside improvement; to cemeteries in designing the grounds and their decorations; to public amusement resorts in providing a convenient and pleasing arrangement of buildings and grounds, laid out in a manner to educate rather than to degrade public taste.

Some information as to the methods employed by the landscape architect, or landscape gardener, in carrying on his profession may be of service to those who contemplate employing such assistance. Some make a charge for their plan, a profit on the men employed in superintendence, and also a profit on the plants used, which they supply

partly from nurseries of their own and partly by purchasing from other nurseries. There are others whose practice is the same, except that they have no nursery of their own or no personal interest in one. Others prepare plans and superintend the construction for a percentage of the cost, and still others contract for a specified sum to design, furnish all material, and construct a place. Where it is taken up as a profession purely, the practice is to make a charge for general design and report also for working drawings, estimates of cost and superintendence. Such charges are usually based on the difficulty of the undertaking rather than on the cost. On any purchases of materials that are made it is the practice to give the client the benefit of the lowest rates which frequent and often large purchases enable the landscape architect to procure.

Where a trained landscape architect is not available and the proprietor or any of his family has not the time or disposition to study into and direct the work, then the safest course would be to trust to your local florist, nurseryman, or contractor, securing from him an estimate of the cost in advance. You can hardly expect to get very artistic or original results, for the greater part of their time and thought must be given to the successful conduct of their business, of which this forms only a small department. It is very often to the local florist, nurseryman, or contractor that the landscape architect looks for his skilled assistance in carrying out the details on a place, under the direction of his trained assistants who are familiar with the plans and the results desired.

I believe the time is not far distant when the man who is to build a new place, or remodel an old one, and who wishes to secure the best and most economical result, will call in the landscape architect to help him plan the ground, as he now calls in the building architect to help him plan the building.

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