



Eye-catching combinations

- Purple or violet petunias/yellow marigolds
- Lavender petunias/blue salvia/clear yellow French marigolds/dusty miller
- Blue salvia/Cosmos sulphureus
- Red salvia/white petunias
- Deep purple petunias/bright white fibrous begonias
- A rainbow of impatiens, one color fading into the next
- Pink fibrous begonias/dusty miller
- Red or salmon geraniums/dusty miller
- Yellow marigolds/purple alyssum
- Mixed blue, pink and white petunias/white sweet alyssum
- Cleome/white and pink petunias

seen. If it is most likely to be viewed up close by pedestrians, then an intricate pattern may be right. The same design may be "lost" by people driving by at 40 mph.

When viewed as an entire design, it should stimulate—by using warm and contrasting colors—or appear restful and soothing—by using cool, harmonious colors.

Remember that you need a large mass of cool color to catch the eye, and a smaller mass of a hot color.

There is no limit to the size of the beds. Truth is, they don't need to be large to be effective. Rely on the interplay of colors and shapes rather than the expanse of the display.

—James C. Schmidt is with the Department of Horticulture, University of Illinois.

The value of trees in your landscapes

by James E. Guyette,
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■ Retaining existing trees at a construction site can bring added value to a developer's plans. But a builder may not be immediately aware of that opportunity—and mostly it's up to landscape managers and tree care operators to point out the advantages.

"Most people don't have the expertise to approach developers to convince them to spend money on saving trees," says Randy Christian, an arborist and landscape designer at JTO in Mentor, Ohio.

"It's really an inconsequential amount of money" involved, says Christian. The extra cost of saving trees, he says, often amounts to only one percent of a project's total budget. Yet having trees on a property can increase its selling value by dollar figures ranging from 10 percent to close to 30 percent, depending on location.

According to the National Association of Home Builders, developers and builders can get a premium of \$3,000 to \$15,000 per lot, depending on the type of trees involved and whether there are other wooded lots in the area.

And it's much cheaper to keep existing

trees than to purchase new ones for planting as a site. "The more trees you save, the fewer you have to buy," Christian observes.

When talking trees to a developer, "image is the best selling point," says Christian. "They'd better have something to bring people in." Public acceptance of this type of curb appeal continues to increase, and developers can see that reflected in money figures.

"Once the developer sees the benefits, the others [engineers and others on the project's planning staff] will be included," says Christian. "You have to get the subcontractors involved, too.

An educated tree care operator is best suited to point out why it's important to save existing trees. "The developers are not aware of the services we can supply," Christian says.

Tree care operators can handle everything from mulching, fertilization and watering to supervising protection techniques during construction. This can mean long-range benefits for the savvy developer.

"It's a huge advantage when a developer can take a client through a development he did eight or 10 years ago and the trees are still standing," Christian explains. "Then he [or she] can take them through



Existing trees can make a development look much sharper.

another [competing] development where the trees are all dead or dying."

When sizing up a potential wooded site for a developer, it's important to see the big picture, according to Christian. "I'm not a tree-hugger. I don't try to save every tree. In a particular situation, you may save one tree, but mostly you want to save groups of trees. I try to get involved before the engineering is done, and get the engineer to walk the site with me."