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SELLING PLANT HEALTH CARE
By James Ingram

This consulting arborist tells how to "think outside the dots" to serve clients well.

RESEARCH PROJECT MAY SAVE ELMS
By Brian Barnard

A special project in Duxbury, Massachusetts, seems to be successful in fighting Dutch elm disease.

TCI EXPO SCORES ANOTHER BIG HIT!
See the latest photos from the largest and best selling trade show the industry has to offer!

THE INVISIBLE PERFORMANCE
By Fred Morgan

So you thought the trees were asleep all winter? Find out what they are really doing.
The National Arborist Association founded Tree Care Industry magazine and TCI EXPO in 1990 for many reasons: to make accurate information available which would serve to improve the tree care industry, to generate revenue to fund needed projects, and to provide a user-friendly environment in which professionals could exchange information. I am very pleased to report that we are meeting these goals.

TCI is written by tree people for tree people. According to you, our readers, the articles are pertinent, timely and the information is accurate. Reader input enables us to continually make improvements. The TCI EXPO trade show as well as TCI EXPO seminars have become additional information sources. At TCI EXPO '94 in Philadelphia, 1878 practitioners and 70 students visited with 150 exhibitors. Many attended seminars.

The financial resources provided by TCI and TCI EXPO have directly benefited everyone. For example, NAA membership dues were reduced in 1993, making membership more accessible to small young companies. Also, an NAA back injury prevention program for tree workers and a “hazard tree quick check” program for field personnel have been developed. Both are available to the entire tree care industry, as are all NAA educational and training programs and NAA’s professional staff, accessible on NAA’s toll-free hotline.

In addition, resources provided by TCI and TCI EXPO will enable NAA to become part of the information highway, providing access to NAA resources through your computer.

Furthermore, NAA recently began sending press releases to 400 media outlets on a regular basis. This program aims to increase awareness of the need to use professionals to care for trees.

The International Society of Arboriculture (ISA) has also benefited from TCI and TCI EXPO. As co-sponsors, ISA receives part of the surplus from the seminar portion of TCI EXPO. Bill Kruidenier, ISA’s executive director, tells us that the funds are used as seed money for new program development such as Spanish translations of ISA programs.

As TCI and TCI EXPO gain more support, the financial resources they provide will increase. So will the benefits to the tree care industry in general, our readers and TCI EXPO attendees.

We are grateful to all who have made this possible, particularly those advertisers, NAA staff and Board members who had the foresight to launch this endeavor. We have only scratched the surface of what these resources can provide in the future.

Gary Mullane, NAA president
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Thinking Outside the Dots:

Plant Health Care In The '90s

By James B. Ingram

(The following article is excerpted in part from a seminar presented at TCIEXPO '94 in Philadelphia.)

A typical arborist is pleased with himself when he is asked to estimate a pruning job and he walks away with the order. I used to be like that, but not anymore. Now I realize that those of us who react to calls in this manner are not really serving clients well.

I think that arborist firms are at different stages in the process of being able to deliver state-of-the-art plant health care services. There is an awful lot of helpful research and knowledge for arborists to assimilate. Yet even if we knew all there is to know about tree work, had the same pricing structure and the same ethic, ultimately what makes the difference is how much we know about the people to whom we are trying to sell.

Another important attribute is to be able to take a fresh approach to what we are selling and how we sell it. I call this “thinking outside the dots.”

Few callers are tree experts. Few are proficient in landscaping. All they know is that something seems to be wrong with their trees and, out of desperation, they go through the Yellow Pages and call somebody to fix the problem. The trouble is, they really do not understand the problem. It would be like me calling the pediatrician in the middle of the night and asking for a prescription to treat my son’s high temperature. If my doctor were to satisfy that request, I would fire him immediately because he would have become the medical expert.

Arborists, like anyone else, become set in their ways, and that is dangerous. When we fail to see the urban forest for the trees, we are not serving our clients. The client may think that the only thing his trees need is pruning, just as I might think that all my son needed was a few pills from the pharmacy. However, dead branches may be just a symptom of the client’s tree problems, not the problem.

I call myself a professional arborist, but I am really a teacher. Educating people has become the most important part of my job.

The owner of this property is an avid flower gardener. However, the area was much too shady for her plants to really thrive. The solution was to prune some trees in that part of the yard to allow more sunlight. The result was a very happy customer.
Clients appreciate the advice that arborists have to offer, such as clearing snow away from plants to prevent damage over the long winter months.

A closer look is sometimes necessary in order to prescribe the right treatment for a client’s plants.

The '90s arborist

Are you beginning to form a mental picture of the '90s arborist? We have evolved from the tree surgeon label, at least the successful arborists have.

If you are going to educate the consumer, you must have the knowledge to enable you to teach. The '90s arborist is forced to broaden his horticultural horizons or be passed by.

What do you know about deer ticks? As an arborist in the Northeast, you should know all the ways to avoid getting the critters attached to your skin. Deer ticks transmit the dreaded and serious Lyme disease. If that is all you know about deer ticks, you are missing something important. A '90s arborist is completely familiar with the life cycle and habits of the tick and knows how to control its population on his clients’ properties. Perhaps you know that, like all ticks, deer ticks thrive in cool, moist environments. It is not enough to prune the client’s trees to let more sunlight filter through the canopy to dry out the area beneath. You also have to know that these ticks live in the ecotone, not the lawn, that they are spread mostly by white-footed mice, not deer, and that they are easily controlled by properly spraying their habitat with the correctly labeled insecticide.

In Ocean County, New Jersey, a survey revealed that 61% of the residents felt uncomfortable working in their gardens last year because of the fear of Lyme disease. This tells you some of the real needs of our clients. It goes far beyond pruning their trees, although that is part of the picture.

You can drag properties to monitor tick populations. We usually start in high-use areas where children play. The white-footed mouse carries the nymphal stage of the tick. It is infectious, as the nymph carries the bacterium that causes the disease. To treat, we use a product called Damminix. It is a cotton ball that has been impregnated with pyrethrin. The mice will forage during the night, going into the tubes where the cotton balls are. When they take the cotton to their nests, it kills the nymphal stage of the tick.

There are a lot of pyrethroid chemicals that will work for periphery spraying. We do not suggest a silver bullet, but a diverse management approach. In fighting Lyme disease, we are once again stepping outside of what we normally do as arborists; we’re dealing with public health. We have to do something about this, not just for our clients but for our own people who work on the properties where we sell tree work.

Incidentally, there is a lot more that you have to know about ticks in order to do an effective job for your clients. I have just touched on a few highlights here.

Applying your knowledge

When I was new to arboriculture, my nemesis was the property manager who...
The '90s arborist is forced to broaden his horticultural horizons or be passed by.

called me in to quote prices for pruning and fertilizing. I knew that what he was really doing was keeping his landscaper and lawn service in line because they were doing the work. I stood little chance of getting an order. I was just spinning my wheels while I satisfied the property manager’s needs, not the property’s needs. After awhile, I learned how to handle these people.

How do you “think outside the dots” in these situations? You start by looking at the site and applying all your knowledge of dendrology and tree biology. You surmise the age of the landscape. You make mental notes of the plant diversity and competition. You note the condition and relative value of the trees and shrubs.

When called to such a property, I might tell the manager that I will not consider bidding for his work until certain problems on the site were corrected. To do so would not serve the owner’s needs. After his feeling of being insulted wears off, he will ask me, “What are you talking about?”

“Well, that specimen umbrella pine is worth $12,000,” I tell him. “It doesn’t belong there, and in fact, your landscaper has been pruning this side through the years, ruining the shape and density of the tree. I don’t want that. What I’d like to do for you is move that tree for $500. Not only do I want to move the tree, but I want to hand dig it. It’s a valuable species and I feel that bringing a tree spade in would ruin the co-existing plant material and also tear roots. We need roots cleanly severed with hand ground hand spades.”

In an exchange such as this, what you are really doing is selling the job that only your firm can do - your special expertise. That, to me, is the essence of a plant health care service.

The property manager, who wants to look creative, takes my ideas before the board. I have landed a new client. In the process, I make sure not to hurt the landscaper, who will continue to do his pruning but confine his activity to the shrubbery, not the trees under my control. The lawn service keeps its job, except for fertilizing trees and shrubs. I have convinced the manager that properly analyzed soil samples will determine which plants require fertilization and tell us which products to use. He has never been approached this way before. All he was getting was some unknown product broadcast all over the property whether it was necessary or not.

We could go on like this through the gamut of services, like insect and disease control, integrated pest management services, mulching, planting and transplanting, plant selection and so on.

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The arborist of the ’90s will share his knowledge with the landscaper and the lawn people. In the process, he will let them know that he is not there to hurt their business but to enhance it. He will also enhance the status of the property manager as his beautiful site attracts new buyers and renters, and as residents compliment his managerial skills directly or through the directors and owners. That’s plant health care in the ’90s!

Pest management

Inventory is critical for pest management. Like most companies, we used to do cover sprays. It’s a waste of money, time and effort. Now we’re focusing on species-specific management.

We know the plant species in our area well, and we know the problems that plague our species. If we are managing a site and we know that a planting there is characteristically plagued by tent caterpillar, we are going to be there with timely treatment.

In the future, we want to go to inspection, inspection, inspection before we treat anything.

Beneficial insects are a real wave of the future. In nature, beneficials do a pretty good job, but there just aren’t enough of them. So you can buy beneficial insects and release them before the problem becomes too bad.

Sometimes you can attract beneficials by recommending certain perennials. How many of us have had a homeowner ask, “Do you know what this is?” while he was pointing to the ground, not looking at the trees? We should capitalize on that by telling the client that more perennials on the property will mean more beneficial insects, and more beneficials will mean less spraying.

Sometimes you need to use a macroscope to see what the proper timing is for treatment. If this isn’t happening now, it definitely should be in the future. Why? There are some pests, mites for instance, that you can’t identify with the naked eye.

We release predatory mites to feed on rust mites on hemlock. If you see a hemlock looking chlorotic, it’s not necessarily the result of a nutrient deficiency; it could be rust mites. Rust mites are active in March, but you probably do not see the results of their devastation until May.
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1987 Ford, 7.8 diesel, 5 spd./2 spd., chip box and 50' Holan $39,500

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TREE CARE INDUSTRY - JANUARY 1995
Typically, what happens in May? Some of our colleagues may be telling clients that their hemlocks have red spider mite. Not only that, they do the white paper test and they see all these mites crawling around. Proof, right? Wrong! These could be beneficial mites working on the egg masses of the rust mite. You have to be careful.

**Seasonal maintenance**

Winter is upon us. This industry has to start managing landscapes in the winter. If we had been out there after the horrendous snowfalls that the Northeast experienced for the last two years, we could have saved some landscapes by just removing snow so the plants wouldn’t break. We should be removing ice dams from gutters. If you don’t do it, you run the risks of desiccation, damaged plants, and borer control later on.

It is often evident from damage to sensitive landscapes where salt-ridden snow is piled. It is part of our job to think for our clients for the ensuing year. People appreciate when we offer advice such as keeping snow away from a sensitive species.

Borer control on the coattails of bad winters is a critical part of what we do. It is part of our IPM program. Monitoring the hatching and foraging of these clear wing borers is extremely important to know for treatment of almost any species, from lilac ash borer to rhododendron borer to dogwood borer.

**Hazard tree evaluation**

Our tree population is aging and our urban forests are on the decline. I won’t go into detail on how to do hazard tree evaluation, but we have to be aware of it. When you walk past a tree...

---

**Useful PHC Publications**

This is just a representative sample of the textbooks, manuals, and subscription publications dealing with PHC and pest management. For more titles, contact your cooperative extension office or arborist supply house.

- **Manual of Woody Landscape Plants**
  Michael A. Dirr
  Dept. of Horticulture
  University of Illinois
  Stipes Publishing Co.
  10-12 Chester St.
  Champaign, IL
  Highly factual as well as anecdotal information on a wide variety of plant material.

- **Branching Out**
  Bonnie Liscek & George Hudler, Editors
  Department of Plant Pathology
  Cornell University
  334 Plant Science Building
  Ithaca, NY 14853-4203
  Information on specific pests, control strategies, information sources, etc.

- **Handbook of Integrated Pest Management for Turf & Ornamentals**
  Anne R. Leslie, Editor
  CRC Press, Inc.
  2000 Corporate Blvd., N.W.
  Boca Raton, FL 33431
  With a chapter by Warren Johnson on the use of oils on ornamentals and a chapter by George Hudler on IPM for Trees and Shrubs.

- **Pests of Landscape Trees and Shrubs**
  University of California
  Div. of Agricultural & Natural Resources
  6701 San Pablo Avenue
  Oakland, CA 94608-1239
  Contains 330 high quality full color photos, 70 line drawings and tables.

- **Bug Bulletin**
  Chuck Cornell
  Nursery IPM, Inc.
  Box 1619
  Westminster, MD 21158
  A regional IPM newsletter for ornamental trees and shrubs.

- **Biological Control of Insect and Mite Pests of Woody Landscape Plants**
  Michael J. Raupp, Roy G. Van Driesche & John A. Davidson, ext. entomologists
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  Agricultural Duplicating Service
  6200 Sheridan Street
  Riverdale, MD 20737
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- **Landscpe IPM (Bulletin 350)**
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When you're in business, you can count on only one thing: nothing stays the same. To stay competitive, tree care companies must plan for next year and the next century. And the NAA should be a big part of your plans. Join today for just $150 for the first year. Put the NAA to work for you today, and you'll be ready for the 21st century.

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today, you own it whether you look at that tree on the property or not. Protect yourself. If you have been to a site, document, document, document. There are a lot of opportunistic people out there.

Pruning
Pruning has always been our major task. When you break out the different tasks that we do, from fertilization to spraying to IPM - all of the tasks that fall under the plant health care umbrella - pruning always dominates the man hours at the end of the year. Pruning will always be there. Keep that in mind when you are talking to people. If you make the general public. You are more than the proverbial tree expert - you have earned the title, "90s arborist." Take pride in that accomplishment.

Conservation is the up and coming futuritic arboricultural form of work that we have at our disposal.

Looking into the future
Conservation is the up and coming futuristic arboricultural form of work that we have at our disposal. We are better prepared to deal with trees than biologists; in many cases, we know more about trees than biologists.

Another wave of the future is the edible landscape. The selection of dwarf fruit tree species is profuse, and they are more insect and disease free.

There is plenty of other knowledge that the '90s arborist must have. He has to be a judge of plant material, modern equipment selection and use, seasonal considerations, emergency situations, weather, storm damage, chemistry, genetics, computer usage, plant inventories, scheduling, timing, conservation, pollution and probably a thousand other details. It is not enough to absorb this knowledge and store it away in your head. It has to be used constantly as the source knowledge for your teaching - to your client, colleagues in related industries, your employees and the general public. You are more than the proverbial tree expert - you have earned the title, "90s arborist." Take pride in that accomplishment.

James B. Ingram holds a bachelor's in forestry and agriculture from Penn State. He works from Cape Cod as vice president/division manager of the New England Division of The Bartlett Tree Expert Company. He is active in many professional organizations and represents the American Society of Consulting Arborists on the Council of Tree and Landscape Appraisers.

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Honesty is the best policy

I would imagine that most commercial arborists have encountered situations involving lightning damage claims where they have been asked to compromise their principles. (A nice way of saying "commit fraud.")

Over the years, I have been approached many times to falsely document that the loss of a tree was due to being struck by lightning so that the insurance company would pay for the removal costs. I work very hard for my clients, but I draw the line when it comes to being dishonest for them.

In all probability, this is a national problem for insurance companies to cope with. Nonetheless, a great opportunity for our industry. Suppose the NAA and the ISA were to contact insurance companies nationwide, encouraging them to seek only certified arborists for verification of tree-related lightning damage claims. This network could save the insurance companies millions annually, while promoting the certification of professional arborists.

Although being certified doesn't make one honest, the risk of losing that certification may serve as a reminder that honesty is always the best policy.

Gary Wolverton
Wolverton Tree Care Co., Inc.
Cedar Rapids, Iowa

Letters should be addressed to:
Tree Care Industry, Editor
P.O. Box 1094
Amherst, NH 03031
Change Is In The Wind

GOP proposals may affect small businesses

By Brian Barnard

Republicans are now in the majority of the 104th Congress. Newt Gingrich (R-Ga.) is geared to take control of the House leadership and is waving the GOP's "Contract With America" to redirect the nation's domestic policy. The contract proposes several sweeping changes in current policy, including cuts in Social Security taxes, reductions in capital gains taxes and tax breaks for the middle class. The contract also proposes to balance the federal budget by the year 2002 with provisions that could help small businesses.

The contract, which was signed by more than 350 incumbents and challengers last fall before the election, pledges to bring 10 issues to the floor for votes.

Balanced budget

The balanced-budget amendment will likely be addressed this month, becoming the new Congress' first "smashing victory," as Gingrich has said. A balanced-budget amendment will severely restrict Congress' ability to raise taxes to reduce the deficit.

In order for such an amendment to become a reality, a three-fifths majority in the House and Senate must approve the measure. Although that is much more likely today than one year ago due to the Republican gains, the issue still generates controversy. The most controversial aspect is the price tag associated with balancing the nation's budget by 2002. The White House says the GOP plan would cost $1.2 trillion over seven years. Most budget analysts suggest a figure of $700 billion to $800 billion, while Republicans say it will cost nothing.

Spending limits

Under this plan, regulations affecting private sector businesses like tree care firms would be limited. Each congressional committee would have a limit on the amount of spending, helping to reduce the budget. To exceed this limit, a committee would be required to eliminate a current program.

An additional tag on the balanced-budget amendment is a line-item veto provision, which would allow the president to veto an individual item in a spending bill without having to veto the entire measure. Although many Republicans have favored this measure over the years, the underlying scare to most in Congress is the shift in power this would create from the legislative branch to the executive branch as the White House would have the final say on the details of a bill that involves federal spending. The Constitution gives this power to the legislative branch.

Tax law reform

Beyond the measures in the GOP contract that address national security, senior citizens, welfare and other important social concerns is an act titled "Job Creation and Wage Enhancement." The intent here is to give the private sector more economic flexibility through tax-law and federal bureaucratic reform.

Included in the proposal are increases in the value of investment depreciation and further clarification of the home-office deduction. From the federal perspective, agencies would be required to assess the risk and costs of proposed regulations and publicly announce the cost of their policies. A greater emphasis in making cost/benefit analysis is likely to occur. This forces agencies to assess the financial burden when developing regulations, with priority given to the less expensive options. Further, under an enforcement/policing plan, agencies could be sued for not implementing a cost/benefit analysis.

Paperwork reduction

Another goal in the draft is to strengthen the Paperwork Reduction Act so small businesses can hire more workers to generate additional business instead of experts whose sole responsibility is filling out government paperwork. The first step here will likely be to reestablish the Paperwork Reduction Act's purpose.

Regardless of the success or failure of the GOP's Contract With America, change in legislature is with us. There will be fewer Congressional committees and more power will be in the hands of the House chairman. With all of these changes, small businesses will likely see a reduction in the federal government's impact on their operations.

Brian Barnard is Government Affairs specialist for the National Arborist Association.
MAKE IT STRONG. KEEP IT LIGHT.
MAKE IT CUT CLEAN AND FAST AND EASY.
DESIGN IT TO REDUCE WORKER FATIGUE AND INCREASE PRODUCTIVITY.

Give us more cuts per hour, especially during those last hours of long days at the end of the pruning season. Give us a blade that we can replace without taking apart the handles — one that holds its edge, is easy to sharpen and simple to adjust. The handles should never need replacing but, if they do, it should take only seconds and require no special tools.

By the way, make it unbreakable and guarantee it forever.

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Our new line of aluminum-handled loppers cut so clean, so fast, so easy and are so strong and simple to maintain, that virtually everyone who has tested them says they're the best loppers they've ever used.

The blade cuts with astonishing ease. Long, to reach into tight areas; large, to slice easily through mature vines and branches; the blade is Radial Arc™ ground and clad with a tough, slick, three-layer fluoropolymer that reduces friction to a bare minimum. This blade requires one-third less force than a conventional blade to make the same cut.

The blade is a separate component. Changing it takes one tool and one minute.

The forged hook is designed to draw the material being cut closer to the pivot. This maximizes leverage and minimizes the effort required to make a cut. The hook's curvature is shallow enough to easily slip between dense, tangled branches and support wires. Yet it is deep enough to hold the branch securely as the cut is being made. The sap groove is deep and wide for improved self-cleaning.

The square-shouldered, right-threaded pivot bolt that enables quick blade change is positioned so that the hook and blade open wide with a minimum of handle movement — in other words, with less effort. And the same coating that makes cutting so easy also self-lubricates the pivot action.

The Santoprene® bumpers, which provide a cushy rebound at the end of each cut, are located low on the tang well clear of the action. Replacing a worn bumper takes only seconds. Tools needed? Your thumb and forefinger.

Our patented new handle design has astonishing strength. The thick-walled aluminum tubing is oval — inherently stronger than round or rectangular stock. That strength is then compounded by an internal wedge of high-density, glass-filled nylon that expands as it is compressed during handle mounting. Even given severe abuse, these handles are almost impossible to break. Given proper use, they're indestructible.

The hand grips are designed for comfort and durability. They're thick, to minimize hand fatigue. They're molded of tough polyethylene and the bottom is extra thick for longer wear when used to drag brush along the ground and into a pile.

Our new aluminum handled loppers come in three models. A 21-inch version with a 1 1/2-inch cutting capacity suitable for vines and shrubs. And 26 and 32-inch models with a 2 1/2-inch cutting capacity for tree pruning.

We're also backing these tools with a "Fast or Free" parts warranty. If your Corona dealer is out of replacement parts, call us. We'll have them to you within 48 hours or they're yours free.

If you try these loppers, we think you'll agree that they're perfect, or close to it. So we're making you this money-back offer. Buy a pair. Prune with them for two weeks. Use 'em and abuse 'em. If you agree they're the best, buy more. If you don't, return them to us along with a note telling us what you think would make them better. We'll refund your purchase price. Fair enough?

For further information, contact your Corona dealer or call us at 1-800-234-2547.

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Please circle 11 on the Reader Service Card
Majestic elms trees are as much a part of Duxbury, Massachusetts, as the historic buildings and landmarks that are sprinkled throughout the seaside town. Some stretch 65 feet high over the small town's parks, boulevards and family yards, and their canopies have offered shade to several generations of Duxbury residents. Dutch elm disease, however, has taken its toll, claiming at least 1000 elms within the city limits since the 1940s, when the disease gained a foothold throughout the country.

Duxbury’s remaining elms have a much greater chance of fighting off the disease, according to test results from an ongoing study involving 30 Duxbury elms and Alamo®, a systemic fungicide that prevents and controls the advancement of Dutch elm disease. “This is proving to be a very divulging and promising study,” says Dr. R. Jay Stipes, a plant pathologist from Virginia Tech, who is overseeing the project. According to Stipes, the study shows that Alamo can prevent Dutch elm disease from spreading to healthy trees and, in some instances, stop the disease’s advancement in infected trees. “Several infected trees in the Duxbury study are holding their own,” Stipes notes. “Two of the infected trees appear to be in complete remission, while the progression of symptoms has been abruptly halted in several others. All of these trees would likely have died within the year of disease expression without the Alamo treatments.”
The Duxbury study began in 1991 as a joint project between Ciba Turf & Ornamental Products, makers of Alamo, and the town of Duxbury. Charles "Chuck" Bramhall, director of Duxbury's land and natural resources at the time, was looking for a way to save the town's remaining elms, and Ciba was interested in testing Alamo's effectiveness against Dutch elm disease, since the product had already proven highly effective against oak wilt, which is caused by similar fungi.

Stipes, who had already been performing clinical tests with Alamo at Virginia Tech, was recruited to oversee the research project. "This test is very different from the controlled infection study I did in my campus research plantation," says Stipes. "The Duxbury trees are located in a very high-pressure disease area, and we have no control over other environmental conditions that may affect the trees' health."

Stipes, Ciba staff, town officials and area arborists monitor the trees annually. Stipes logs the percentage of disease present in infected trees and watches for signs of infection in the remaining healthy elms. He also decides which trees need Alamo applications.

Although Bramhall has moved to another position in the private sector, he still watches the Duxbury project with keen interest. "The trees have responded very favorably to the treatment," he notes. "The fungicide has really shown its preventive benefits, since none of the healthy trees that were injected have been infected by Dutch elm disease. And it has prolonged the life of some infected trees as well."

Since the study began, Stipes has experimented with dosage amounts to find the most effective treatment and frequency levels. "By increasing Alamo's rates, we've seen more effective disease control, and the residual period should be lengthened," he notes.

The Dutch elm disease fungus (Ceratocystis ulmi) infects and eventually plugs the vascular system of trees. In effect, this "starves" the tree, as water and nutrients are not distributed throughout roots, trunk, branches and leaves. Leaf flagging and vascular strip-

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### DUTCH ELM DISEASE CONTROL - PRODUCT DATA

<table>
<thead>
<tr>
<th>PRODUCT NAME / MANUF.</th>
<th>SIZE OF INJECT. HOLE</th>
<th>INJECTION METHOD</th>
<th>NO. OF UNITS /20&quot; D.B.H.</th>
<th>EFFECTIVE AFTER INFECTION?</th>
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<tr>
<td>Alamo</td>
<td>11/64 inch</td>
<td>Micro-injection 10 ml. feeder tube &amp; capsule</td>
<td>20</td>
<td>YES</td>
</tr>
<tr>
<td>Ciba-Geigy Corp. P.O. Box 18300 Greensboro, NC 27419 910-547-1160</td>
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<td></td>
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<tr>
<td>Arboteet 20S</td>
<td>16/64 inch</td>
<td>Large volume pressure injection in root flare</td>
<td>30-40</td>
<td>YES</td>
</tr>
<tr>
<td>Merck &amp; Co., MSD AGVET P.O. Box 2000 Rahway, NJ 07065-0912 908-855-3800</td>
<td></td>
<td></td>
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<tr>
<td>Fungisol</td>
<td>11/64 inch</td>
<td>Micro-injection feeder tube &amp; capsule</td>
<td>10</td>
<td>YES</td>
</tr>
<tr>
<td>J.J. Mauget Company 2810 North Figeuroa Street Los Angeles, CA 90065 (800) TREES-RX</td>
<td></td>
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</tr>
</tbody>
</table>
ing are symptoms of the disease. Often a rapidly developing disease, it can kill a tree in one season.

Alamo, which prevents the vascular plugging, is injected into a tree’s flare roots at or below the soil surface. The product is most effective when used preventively, before symptoms are apparent. However, it may be applied as a rescue treatment, to prolong the life of trees with as much as 20% crown loss. In some instances, if caught early enough, it may even cure infected trees.

At the study’s onset, Alamo was applied through a macro-injection system in a high volume of water. Depending upon the tree’s condition, uptake of the product by the tree could take anywhere from two to 24 hours.

During the past year, Alamo applications have been simplified and shortened with the introduction of a micro-injection system. The new system consists of individual 10-milliliter Alamo units that are inserted into small holes drilled in a tree’s flare roots. A light tap from a hammer releases the fungicide into the tree. Since Alamo is water soluble, it translocates readily throughout the tree.

Company officials estimate that the micro-injection units save six to seven hours in labor per tree over the previous application method.

Rolf Briggs, a certified arborist in Holliston, Massachusetts, also has monitored the Duxbury project from the start. Briggs, president of Tree Specialists, Inc., oversees the health and maintenance of 16 mature elm trees, including one with a 56-inch diameter trunk. “Finally, we’ve found a reliable product that is helping us save our remaining valuable elms,” says Briggs.

Briggs, who’s been working with the new micro-injectors, has been pleased with the product’s performance. “Our experiences combining Alamo and sound tree maintenance such as watering, mulching and the pruning of infected woody materials have been very good in both the delivery of the material to the trees’ vascular systems and its effects, notes Sean Stockler, a certified arborist who works with Briggs.

As the Duxbury research begins its fifth year, Stipes looks forward to honing Dutch elm disease treatment. “At the start of the test, I was hoping to determine if Alamo can prevent and/or cure Dutch elm disease,” he explains. “As each year passes and we gather more information, we’re better able to answer that question. Plus, we’re trying to refine rates and determine how the product works.”

This article and accompanying data do not constitute an endorsement of products mentioned.

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Choosing A Bank And Banker

By Joseph Arkin

A good banking relationship can contribute to the success of almost every business enterprise. That contribution can come from loans that finance expansion or fill gaps in a firm’s cash flow. Or it can come from advice that helps solve a financial problem, or - perhaps surprisingly - it can come from contacts or references that help a business achieve the sales necessary to become profitable.

Of course, banks vary, and bankers vary, even within the same bank. In both instances, some are more attentive to the needs of independent businesses than others.

Consequently, choosing a bank and a banker becomes an important task for a business manager. Let’s review the major considerations that should drive those choices.

Major considerations

First, dispense with convenience as a major consideration. Don’t keep your main operating account at a bank merely because it provides easy access. Of course, maintaining a petty cash or transfer account at a nearby bank makes sense. But place your primary business account at the bank that can make the largest contribution to your business, even if it’s on the other side of town.

Next, focus your search primarily on banks that appear oriented toward businesses.

Indeed, some emphasize “retail” banking - i.e., services directed toward consumers rather than businesses. While such banks welcome business accounts, retail banks typically lack the expertise necessary to make a continuing contribution to the success of a business enterprise.

Location often distinguishes retail from business-oriented banks. Thus, you find most retail banks located in predominantly residential areas, locations that make the banks most convenient for consumers. Business-oriented banks typically are found in areas where commercial enterprises predominate.

There are exceptions. On occasion, the best business banker may be found in the most unlikely location. However, references rather than location most often will lead you to such banks and such bankers.

Advertising also may provide the lead that identifies business-oriented banks. Those that publicize services for businesses are more likely to understand the needs of an independent business enterprise. Again, there are exceptions. But banks advertising for commercial accounts presumably can provide the services that justify the attraction.

Of course, even honest advertising can oversell a bank’s services. Other criteria ultimately should guide your choice of a bank and banker. However, in the absence of other leads, banks advertising business services deserve consideration.

Personal references

In any event, personal references typically provide the best leads to good banks and bankers. That holds true for some logical reasons.

First, every business needs a bank. For some businesses that may represent only a need for the bank’s checking account services. However, most businesses periodically need other bank services, predominantly in the form of loans or financial advice. Consequently, the fact that a business uses a particular bank seldom is a matter of chance.

Indeed, no business manager will maintain a relationship with a bank that can’t or won’t meet his firm’s needs. A manager displeased with one bank’s services will soon find another that satisfies his needs. Consequently, any recommendation offered typically will be based on satisfactory experience.

Moreover, an individual who recommends a bank often can help you get started with a personal introduction to his banker. From one perspective, that makes the process of establishing a relationship easier. At the same time, such references represent the major source of business customers for most banks, far exceeding the number attributable to advertising. Bankers typically receive such references as compliments and try to provide service to the referral accordingly.

However, a bank reference doesn’t require a personal introduction to make it useful. The knowledge that a respected business associate is pleased with its services makes a bank a candidate for your firm’s account. You easily can establish the necessary personal relationship.

Incidentally, don’t limit your search for bank references to immediate friends or business associates. Suppliers or customers or friendly competitors typically have needs in common with our firm’s.

Don’t hesitate to ask for references to banks and bankers meeting those needs.

Don’t be concerned about any negative connotations that might be raised by the request. Such queries are common among business managers and owners.

Sorting through the list

Of course, developing a list of likely prospects only starts the process that selects a bank and banker for your business. Next, you must sort through the list (which will be shorter than the discussion implies) and identify the most suitable candidates for your business.
Two interrelated concerns should be foremost the sorting process.

First, is the bank likely to understand your firm's particular needs for credit consideration when they arise? That doesn't mean that a bank has to make a loan in order to get your business, although that frequently occurs. Nor should you expect an open-ended commitment to extend credit in the future. Prudent credit practices naturally preclude such commitments. A bank can only offer reasonable assurance that it will consider your needs fairly.

However, it isn't unreasonable to expect a bank to demonstrate that it understands the characteristics of the credit consideration your business requires.

Does your firm periodically have a need for special equipment financing? Do you occasionally need loans secured by accounts receivable or inventory? Does your firm have seasonal or cyclical needs for short-term, unsecured loans to meet predictable working capital requirements? Whatever the special characteristics of your firm's needs for credit, does the prospective bank understand?

Don't assume that even a business-oriented bank automatically will understand your firm's normal credit requirements. Your business is unique. Even larger banks often lack significant experience with businesses in a number of industries. A bank easily may lack experience with businesses such as yours. A bank without such experience may find your credit request questionable, even though those requests represent the norm in your industry.

Consequently, you should gain some estimate of a prospective bank's experience with businesses like yours.

Of course, to some extent, that estimate already exists if you were referred to the bank by a competitor or supplier. However, you want to improve that estimate before establishing relations with a particular bank.

For the most part, developing that estimate will be part of the second major concern that enters into the selection of a bank for your business. That is the choice of the particular banker who will become responsible for handling your account.

In fact, selecting a bank for your business ultimately should center on the selection of a particular banker. After all, that banker becomes your firm's primary communications link to the bank. He also becomes your representative on the bank's credit committee. His knowledge of your business and industry will strongly influence whether your business receives bank credit consideration.

In short, center your estimate of a bank's likely contribution to your business on your personal contact with a banker.

The banker

Begin that estimate with some obvious - but essential - personal considerations. Can you communicate with the banker? Does the banker appear interested in you and your business? Does he emphasize the services he and his bank can provide? A negative response to any of these questions signals potential problems and indicates that you haven't yet found the bank and banker for your business.
Now treating one tree for oak wilt and Dutch elm disease doesn't have to be an all-day job.

Because Alamo® now comes in a micro-injection unit that reduces treatment time from over six hours to less than one.

Alamo has always been the most effective cure for oak wilt and Dutch elm disease you can buy. Now it's the most expedient, as well.

So you can save the tree, without killing your schedule in the process.

If you feel personally comfortable with a particular banker, proceed on to the estimate of his knowledge of your business and industry. Most often, that estimate must develop subjectively, from the normal interaction that enters into the development of a business relationship.

Does the banker appear to understand the nature of your operations? Has he left his desk in the bank to pay a personal call on your business? Does he understand the jargon peculiar to your business and industry? Is he knowledgeable about other firms in the industry? Or does he appear willing to learn?

Positive responses to some or all of these answers will not make your choice of a bank and banker certain. But if significant gaps appear in the answers you need to continue your search. You haven’t found the bank or banker for your business. As unlikely as it seems, that represents progress in your search. You then can focus on a smaller number of likely candidates.

The second bank

However frustrating it often appears, a conscientious effort eventually will locate a bank and banker that can help your business. You will have access to credit consideration. You will have a valuable credit reference. When necessary, you will have a ready source for financial advice. However, never assume that a banking relationship is permanent.

Instead, protect your business from potential changes in your primary bank’s policies or the decision by your banker to change jobs. In the extreme, such changes raise the specter of premature demand for repayment of a loan. As a potential problem, such changes can make the approval of a loan or renewal request questionable. How the bank views your business will become a matter of concern rather than a matter of fact.

Your protection comes from simultaneously maintaining relations with a second bank, even though you are presently satisfied with your primary banking relationship.

Maintaining a deposit account with your alternative bank isn’t a necessity, although deposits always contribute to a positive banking relationship. Indeed, communication stands as the most important element.

Consequently, keep your alternative banker informed about your circumstances. Provide current financial information. Provide the insight that makes the bank familiar with your operations. Then, when the need for a change arises, you will have a bank waiting for your business.

Maintaining a relationship with an alternative bank doesn’t involve subterfuge. It’s a common practice by prudent business managers that most bankers understand. Certainly, relying completely on a particular bank or banker doesn’t make business sense when change remains the norm. TCI

Joseph Arkin holds a bachelor’s from St. John’s University, and a master’s in business administration from Pace University. He is licensed by the states of New York and Florida as a certified public accountant.

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TREE CARE INDUSTRY - JANUARY 1995
Pressure Washing Trees & Bushes

By Shaw James Hazen

We usually think of pressure washing with regards to cleaning equipment and driveways, etc. While it works great for cleaning mud off truck tires, it can also be used for blowing dead needles and leaves off trees, removing loose or charred bark, or mechanically removing some types of insects from trees and bushes.

The before and after photos at right show how charred bark is removed from a coastal redwood (Sequoia sempervirens) with a 2200# psi pressure washer. An illegal drug lab caught fire and burned the house as well as many of the surrounding trees. The new owners had the house rebuilt and removed the overburned trees, but this charred redwood remained as the sole reminder of the dark legacy of the previous occupants.

Washing off the outer layer of bark was the only solution to this common situation. Cutting or scraping the outer bark would prove too injurious to the tree and would not be cost-effective. Sandblasting also would be cost prohibitive, messy, and also potentially injurious to the tree. Although this redwood bark was left with minor traces of charring within the furrows of the exterior bark, the pressure washing technique was a success in its cost, ease and result.

"P-washing" is also great for cleaning roofs, gutters, windows and decking, and it can be facilitated by the use of lifts and booms commonly found in our industry. Dead needles and leaves can be blown out from above the canopy where pruning may not be feasible or affordable. Moss and lichen virtually spring off any surface attacked by a "p-washer" of adequate strength.

Many tree services already have these devices on line, some rent, but others are still not privy to the virtues of these labor-saving machines. They are relatively inexpensive (units start around $500), easy to use (5 minutes to train), safe (always wear eye and ear protection when appropriate), and environmentally sound (operable without loud noise or harsh chemicals).

Shaw James Hazen is an arborist and freelance journalist in Orinda, California.

Share your innovation with TCI and we will pay you $100. Submissions become the property of TCI and are subject to editing for grammar, style and length. Color or black-and-white photos are welcome. Entries must include the name of a company and a contact person or they will not be considered for publication.
TCI's 5th EXPO Scores High

TCI EXPO just keeps getting bigger and better every year. "This was the largest arborist industry selling products trade show under one roof sponsored by NAA, with attendance exceeding 1800," says NAA Executive Vice President Robert Felix.

EXPO '94 drew 1878 attendees, an increase of 56% over EXPO '93 attendance of 1244.

According to responses on an EXPO survey, more than 90% of attendees indicated that future equipment decisions are based on their evaluation of products shown at EXPO '94 while 56% said they attended the trade show to buy products and services from exhibitors. The survey also showed that 42% of attendees sought to expand their base of business and 26% were looking to increase their level of services that exhibitors displayed.

TCI EXPO '95 in Indianapolis is expected to be even larger. Exhibitors are already planning to show their newest equipment, now being field tested, including aerial lifts, chippers, stump cutters, tree spades, trucks, engine, chemicals, formulators, arborist supplies, business services, computer software and marketing tools.

TCI EXPO '95 will be held at the Indiana Convention Center & RCA Dome, November 16-18. The host hotel will be the Hyatt Regency, with the Omni Severin the secondary hotel.

Details will be available soon on seminars, pesticide and ISA certification courses, networking events and the largest buying trade show for the arborist industry. For more information, contact the NAA at 800-733-2622.
Our Trees In Winter:
The Invisible Performance

By Fred Morgan

When we think about our trees, many of us understand the coming of winter to mean a kind of shutdown, hibernation or even "temporary death" symbolized by leaf fall, barrenness to the eye, and cessation of function (dormancy). Yet dormancy in this sense is an unfair and misleading overstatement. Indeed, what many consider as an autumnal apogee in the botanic cycle of life is, in reality, a critical and necessary time in the growth and health of green trees. It is, when understood, the season of promise.

Historically, botanically, romantically, and in many other ways, springtime is recognized as the season of the resurgence of life - and rightfully so. Yet most often the critical functions of that other transitional season are either unknown or ignored.

In fact, it is fall and winter that together lay the base for life. It is a beautifully recurring pattern that can be awe-inspiring and even encouraging; a new grasp of just how it comes to be may change forever our appreciation of the perennially resident miracles of adaptation, response and the continuance of life. It is not all untrue to say that fall and winter are together the "season of the roots." Here, below the soil and out of our sight, occurs the preparation for the supply and support of next year's growth and glory. It is this autumnal/hibernal expansion of new roots in and through the soil that is the promise.

Roots provide support (anchorage), storage of energy (sugar-carbohydrates), absorption of nutrients and water from the soil, and transport of fluids along an intricately designed two-way highway.

In fact, it is fall and winter that together lay the base for life. It is a beautifully recurring pattern that can be awe-inspiring and even encouraging.

This fourfold behind-the-scenes role should win "Best Supporting Actor" in season and out.

In season, the recombining of carbon molecules in the photo-synthetic process requires water. This water requirement is supplied by extraction/absorption of soil water by tiny blonde root hairs. In most soils, these little root hairs -.5mm to .1 mm in diameter - are assisted by the presence of fungal hyphae called mycorrhizae (fungus roots). This tiny procurement system is so delicate and fine that it may never be seen in a spadeful of dirt. It is therefore very susceptible to damage or dysfunction in a number of ways.

Near the end of summer (approaching "out of season"), the chloroplasts in the leaves where sugar is manufactured are caused to be shut down by decreased light in the shortening days. The function of the leaf is now nearly complete. Soon after the leaf's true colors (pigments) are unmasked by the departure of chlorophyll, the leaf will die. Sugar (carbohydrate) is stored in all parts of the tree and is used in the root system for new root extension. So long as soil temperatures remain generally above 47 degrees F., root growth may continue throughout the winter months, ceasing only as the longer spring days and rising mean temperatures cause bud swell and the capillary uptake of water and sugars.

So for the wintertime, the root zones, the roots and their function occupy center stage. And a lot can go wrong, especially in busy places occupied by people and the things that people do. One big danger for those delicate little root hairs and their phosphorus-grabbing mycorrhizal assistants is soil compaction. The most notorious place for compaction is on construction sites, but soil compaction can occur on other spots also. Foot traffic under trees in public or private areas can do the same thing over time. Also, clay soils in manicured lawns where natural mulch and organic materials are systematically removed can over time compact and lose its capacity to retain oxygen (air).

Almost always, trees living in artificial environments also need artificial help. They don’t (can’t) take care of themselves. Neglect of "lawn trees" does not so often imply death as it does function diminishment and consequent susceptibility. If death does come, it is usually the caboose in a long invisible train of multiple/compound events often separated by several seasons. Few things "just happen."

Another big danger for roots - and then the entire tree - is water in wrong amounts, either too little or too much. Now too much water can "just happen" if it rains too much, but just as often it is...
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True Cutting Width: 114" (9½ ft.)  •  Cutting Height: 1" to 12"  •  Overall Deck Width: 120" (10 ft.)  •  Frame Construction: 2x3x½" Tube; 3x3x½" Tube; 4x4x¾" Angle; ¾" & ¾" Steel Plate  •  Deck: ¼" Steel Plate  •  A-Frame: 3x4x¼" Tube with Flex Link Cat.II  •  Weight: 3,600 lbs.  •  Blades: 4-½"x6" Heat Treated Alloy  •  Blade Bar: 1" Solid Plate, 36" Diameter  •  Drive Shaft: Heavy Duty 135 HP with Heat Treated Tubes, Size #8  •  Tail Wheels: 2-600x9 Laminated Tire with Guarded Fork Mount  •  Divider Gear Box: 270 HP with 1¾" Spline Shafts  •  Outboard Gear Box: 165 HP with 1½" Input Shafts & 2 13/16" Output Shaft  •  Slip Clutch: Heavy Duty 100 HP, 4 Disc Clutch, Fully Enclosed  •  Horse Power Requirement: 95 to 120 PTO Horse Power  •  Maximum Material Size: 3" to 4" Material (What Can Be Driven Over)

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6. Proven in all types of terrains (limited only by your tractor).
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the overuse or misuse of irrigation systems - a preventable event. Especially in clay soils, excessive water over an extended period can lead to a soil condition known as anoxia, which is the absence of air in the soil. Air and water cannot occupy the same spaces at the same time. In this environment, those root hairs will "drown" or at least become impaired in their ability to do their job. If they're not blonde, they're not working.

Too little water is the opposite problem. While more tree owners seem more aware of this potential hazard, somehow winter-time seems to be taken as a "King's X Period" and it is not so at all. Winter desiccation is not uncommon in evergreens and it occurs in deciduous trees as well. Watering is important even in the winter during periods of little or no rainfall. Long slow applications should be spaced out four to six days apart to permit intermittent drying and aeration of the soil. Deep watering also encourages the establishment of a deeper root system that will be more drought resistant. Watering and aeration go hand in hand; you can't have one without the other.

Sometimes another thing to check or monitor is pH. This is a numerical measure on a logarithmic scale of acidity/alkalinity in the soil. This soil state is critical because it affects the form and consequent availability of certain minerals to the plant. For example, iron may be unavailable to the plant, even though it is present in the soil, when pH is too high (alkaline). Generally, pH can be lowered with sulfur and raised with lime. A happy range for most trees is 6.0 to 6.5, pines and some others excepted.

There are many more factors in the win-tertime tree health equation, but the concerns mentioned here seem to be the most common source(s) of trouble, year in and year out. The bottom line is that it is helpful to remember that trees and plants in general are very much like us in one important way: If we get our rest and exercise and eat right, we're not as likely to catch a cold that can deteriorate into pneumonia, even in the winter.

Fred Morgan is a consulting arborist in Cordova, Tennessee, and is a member of the American Society of Consulting Arborists.
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Contact: 800-458-3466 for dates, locations

January 20
Western Tree Management Symposium
Los Angeles County Arboretum
Arcadia, Calif.
Contact: Michael Mahoney, 714-673-9075

January 23-24
ISA, WAA Chapter Conference
Holidome Convention Ctr./Holiday Inn
Stevens Point, Wis.
Contact: 414-286-3593

January 23-26
Professional Horticulture Conf./VA, Ltd.
Virginia Beach, Va.
Contact: Polly Carden, 804-523-4734

January 31
Michigan Arborist Association
Vehicle inspection, operation and maintenance seminar
Southfield Civic Center
Contact: 810-391-0030

February 6-7
30th Annual Penn/DeL ISA Shade Tree Symposium
Lancaster Host Resort
Lancaster, Penn.
Contact: Elizabeth Wertz, 215-795-2096

February 6-7
Illinois Landscape Contractors Assn.
Landscape Foreman Training
Willowbrook, Ill.
Contact: Julie Nicoll, 708-932-8443

February 7
Michigan Arborist Association
Insect Practical Applicator Training
Southfield Civic Center
Contact: 810-391-0030

February 7-8
S. Illinois Grounds Maintenance School
Getaway Convention Center
Collinsville, Ill.
Contact: Ron Cornwell, 618-692-9434

February 8-10
Illinois Landscape Contractors Assn.
Landscape Sales training
Holiday Inn
Willowbrook, Ill.
Contact: Julie Nicoll, 708-932-8443

February 14-18
NAA Annual Conference
Buena Vista Palace
Orlando, Fla.
Contact: 800-733-2622

February 21-23
Illinois Landscape Contractors Assn.
Winter Seminar
Lisle/Naperville Hilton
Lisle, Ill.
Contact: Julie Nicoll, 708-932-8443

February 25
Long Island Tree Conference
S.U.N.Y. at Farmingdale
Contact: 516-225-1569

February 28
Michigan Arborist Association
Disease practical applicator training
Southfield Civic Center
Contact: 810-391-0030

March 1-4
California Interior Plantscape Assn.
Conference & Exhibitor Showcase
Irvine Marriott
Contact: Peter Herrera, 408-262-9299

March 10
Landscape IPM Symposium
National Arboretum Building
Washington, D.C.
Contact: Scott Aker, 202-245-5975

Is your non-profit organization sponsoring an event of interest to other arborists? TCI will publicize it in Industry Almanac, free of charge.

Send details to TCI, Industry Almanac listings, P.O. Box 1094, Amherst, NH 03031.
Arborist Day at Arlington National Cemetery Receives Arbor Day Award

Arborist Day at Arlington National Cemetery has been named recipient of The National Arbor Day Foundation Project Award.

The award will be presented at Arbor Day Farm's Lied Conference Center in Nebraska City, Nebraska, at the gala 23rd annual National Arbor Day Awards Banquet and Ceremonies.

One of the highlights of the awards ceremonies will be an audio-visual production featuring the work of each award winner.

Each year the Foundation recognizes outstanding projects and educational efforts that foster attainment of J. Sterling Morton's goal of responsible stewardship to benefit mankind now and in generations to come.

Individuals, public and private corporations and organizations, schools, clubs, service and humanitarian organizations, communities, institutions, and governmental organizations have all made profound contributions toward realization of the Arbor Day ideal.
Major elements are just the first step towards a healthy tree. As a fertilizer adjunct, Essential contains over 45 plant nutrients including vitamins, sugars, amino acids and enzymes.

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New Educational Facility Opens
In Montana

Natural Path Forestry Consultants, Inc., based in Missoula, Montana, announces the opening of Natural Path Forestry Institute, the educational training component of the firm. The institute offers a number of short courses in urban/community forestry, arboriculture, land use policy development and other related issues.

Classes, which are limited to 30 participants, are regularly scheduled at Natural Path’s training facility in Missoula or can be arranged on site for intensive staff training. For each 3-to-4-day course, the institute is striving to offer 21 to 28 credits toward a number of professional association’s continuing education requirements.

The institute’s courses address two goals. From a technical standpoint, these offerings give forestry staff the means to augment their professional knowledge and skills regarding current forestry practices. A well-informed staff ensures a healthier and better managed urban forest.

At the same time, the institute’s courses are essential for guiding municipal staff, tree board members and elected officials toward the development of clear and obtainable community forestry objectives. A knowledgeable group of advocates is more effective at assessing and representing a forest’s needs and, hence, more successful at garnering political, community and financial support of a community’s trees.

Institute courses are held at the historic Old Milwaukee Railroad Depot, on the Clark Fork River in downtown Missoula.

For more information on course offerings, contact Natural Path Forestry Consultants at P.O. Box 7723, Missoula, MT 59807-7723 or phone 406-721-3263.

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Rayco Mfg., Inc., introduces the first "pocketless" stump cutter tooth that reduces stump cutter tool cost and maintenance. The Super Tooth's forged massive single-piece design provides greater structural integrity to prevent tooth loss due to breakage or bending when operated in rocky soil conditions with high-horsepower machines. The Super Tooth enhances stump cutter performance because the cutting tip is extended, giving greater clearance from the mounting surface to eliminate so-called "pocket rub." Rayco Mfg., Inc., 4225 Lincoln Way East, Wooster, OH 44691. Phone: 800-392-2686

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Providing decontamination sites in case of pesticide contact is the law under the Environmental Protection Agency's Worker Protection Standard. Gempler's insulated, portable decontamination kit meets all WPS requirements for supplying sites. Made of heat-reflecting reinforced mylar laminate, the 16-by-13-by-9-inch carrying bag keeps the contents cool. Bilingual instructions on the outside are easy to follow. Kit includes two 1.5-gallon portable water containers, two 32-ounce bottles of eyewash solution, antibacterial soap, four large disposable towels and a coverall. Gempler's Inc., POB 270, Mt. Horeb, WI 53572. Phone: 800-382-8473.

Circle 62 on the Reader Service Card

The Green Garde® division of H.D. Hudson Manufacturing Company has added a heavy-duty surface root feeder to its line. The Green Garde HD-8 is ideal for shallow surface feeding with liquids and is ruggedly designed and built with fully replaceable parts for long, professional use. For greater in-field convenience, it fits Green Garde JD9-C and JD-9CT spray guns. The HD-8 root feeder is available in a choice of two models - with floppy plate or with a cup style shield. Green Garde Division, H.D. Hudson Manufacturing Company, 500 N. Michigan Avenue, Chicago, IL 60611-3748. Phone: 800-573-9284.

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J.P. Carlton Company has introduced optional suspension for its full line of tow-behind stump grinders. This optional suspension has many advantages over solid axles. The suspension reduces wear and tear to both the grinder and tow vehicle while enhancing towing and grinding characteristics. For years most of the damage done to stump grinders has been from the pounding they take while being towed. This damage is now minimized with the addition of suspension. This optional suspension is another Carlton exclusive. J.P. Carlton Company, 121 John Dodd Road, Spartanburg, SC 29303. Phone: 803-578-9335.

Tilton Equipment Company has introduced the Olympyk 970 chain saw, a 70-cc professional model. The new 970 achieves a high power-to-weight ratio of .57(kw/kg), developing 5.1 din hp at 9500 rpm, with a powerhead weight of 15.3 pounds. Maximum no-load rpm is 14,500. Other features include isolated fuel tank design, large surface area "folded" air filter and an adjustable gear-driven automatic oiler. The 970 also features an inertia chain brake as well as a newly designed coil spring anti-vibration system for greater operator comfort and improved durability. Tilton Equipment Company, Department RPM, P.O. Box 68, Rye, NH 03870. Phone: 800-447-1152.

Peace Corps has more than 1000 volunteers working in nearly 50 countries in forestry management, natural parks and biological diversity, wildlife management and environmental education. Forestry is currently the largest environmental program as almost 70% of the population in developing countries depend on wood for household use. Ideal candidates for Peace Corps' environmental programs should have a college degree in environmental education, environmental studies, environmental science, ecology or conservation. The highest demand is for volunteers with a degree in forestry or natural resources. Peace Corps, 1990 K Street, NW, Washington, D.C. 20526. Phone: 800-424-8580.

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The National Arborist Association
PO Box 1094, Amherst, NH 03031-1094
Phone 1-800-733-2622 Fax (603) 672-2613
All In A Day's Work

By Jeff Sullivan

I'm not sure how many other tree services the man had called before reaching me that day. Working his way through the Yellow Pages, he seemed only interested in talking to someone who could do his job immediately. He sheepishly described his predicament to me and kept asking things like: "You're sure you can actually climb trees and don't just plant them or prune them?"

I assured him that I climbed trees on a regular basis and when I told him that I could juggle him in later that afternoon, it was settled. He described the grove of large redwood trees where we would meet.

At the designated time, we stood at the edge of the high school ball field where he pointed up the hill to a certain large redwood tree. There, about half way up, was his beloved handmade remote control airplane precariously parked out on a long, bushy limb.

"If you can just get high enough to cut off the limb," he said, mustering some hope, "the airplane could fall to the ground and I could repair any damages at home."

As I strapped on my climbing gear and started up the tree, the guy seemed amazed that any such equipment even existed. I had never come across anyone so unfamiliar with my trade before.

I climbed up near the top of the tree, tied in with my climbing line and then quickly descended to the limb with the airplane on it. Keeping most of my weight on the climbing line, I worked my way out to the plane, picked it up and rappelled the rest of the way down the tree. (A maneuver easy enough for any half-way experienced climber, I admit.)

"Where in the world did you learn to do that - in the military?" the awestruck hobbyist asked when I got to the ground and handed him his toy, unscratched.

As he wrote out a generous check, he asked one last question. "So people actually make a living doing this sort of thing?"

"Yes," I chuckled, "people actually do."

Jeff Sullivan is an arborist and formerly owned and operated a tree service in Santa Cruz, California. He is now employed with the wood products division of Potlatch Corporation in northern Minnesota.

Do you have a story for From the Field? TCI will pay $100 for published articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person or they will not considered for publication. Articles and photos must be received by the first day of the month for the following month's issue.
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- **Artistic Arborists, Inc.**
  - Phoenix, AZ
  - (602) 265-1423 FAX
  - (602) 263-8889
  - (800) 782-8733
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