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Arborists everywhere are gearing up for spring. I am really impressed by their enthusiasm for 1992. You’ve heard the Marine Corps slogan: “When the going gets tough, the tough get going.” Arborists are a tough bunch—oak men, euc men or otherwise.

“Tough going” in 1991 was an excellent learning experience. I suspect that more clients had arborists spend time on their property than ever before looking for problems to correct, looking for work. Clients are now receiving the attention they deserve. Many innovative marketing strategies evolved. Arborists explored new markets and cultivated existing clients.

Management made business decisions by the numbers, not impulsively. The suppliers certainly felt the pinch, but they also made it. I know that companies paid a lot more attention to accounts receivable. Cash is hard to come by.

You worked hard last year and you will work just as hard, if not harder, this year. There is one big difference. You have last year’s experience as a guideline. Do everything that you did right in 1991 and 1992 will be that much better. Imagine how much better the good years could have been if you had been as diligent then as you have to be now just to survive.

Don’t let the edge slip away, now or ever.

There are some new wrinkles. For many, workers comp costs are going to escalate. Insurance companies don’t want to pay the “residual market load” that the states are imposing on them so they are pulling out of many markets. Ask your insurance broker to explain residual market load to you.

DOT regulations are going to require that almost every pesticide application vehicle carry placards. Pre-employment physicals can no longer legally be used as the basis for deciding whom to hire. OSHA is going to be more conspicuous than it has been in the past. The politicians realize that fines can be a great source of revenue, so there will be more compliance officers out there from every regulatory agency.

That’s the bad news. The good news is that there is plenty of business out there. You just have to find it.

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A New Guide

Plant Evaluation Booklet, Appraisal Manual Combined

By Erik Haupt

After nearly four years of work, the Eighth Edition (seventh revision) of the plant evaluation booklet published by the International Society of Arboriculture is nearly complete. This latest revision is a combination of the Seventh Edition of "Valuation of Landscape Trees, Shrubs, and Other Plants: A Guide to the Methods and Procedures for Appraising Amenity Plants" and the 1986 "Manual for Plant Appraisers," published by the Council of Tree and Landscape Appraisers.

The new Guide is a significant departure from previous publications in that it introduces a different concept of determining basic value, incorporates a provision for an adjusted trunk area and elaborates on the location factor.

CTLA is comprised of representatives from the American Association of Nurserymen (AAN), American Society of Consulting Arborists (ASCA), Associated Landscape Contractors of America (ALCA), International Society of Arboriculture (ISA) and the National Arborist Association (NAA). Representatives to CTLA, whose responsibilities among others include revising the Guide, have wrestled with a number of problems that have plagued the appraiser since the original publication appeared in 1957.

Early problems

One of the fundamental problems of the early editions was the species lists. Although these lists were assembled by knowledgeable people, there were a number of inconsistencies. For instance, in the first and second editions, American Elm was given a 40% condition rating in Region I, New England, while it had a 100% rating in Region II, Eastern. There were other problems, such as pin oak being given an across-the-board species value in a region. A species like pin oak might grow well in one section of the region and poorly in another because of soil deficiencies contributing to chlorosis. Because of such factors, the lists were deleted from the third revision, published in 1975.

The deletion has been the source of much comment and criticism. The Council initially responded by encouraging individual chapters of ISA to develop their own species lists. This has not been entirely successful and the Council now recommends that species values be developed locally by a committee of horticulturists, if possible, reaching a consensus on values of trees in that area.

Resolving cost differences

Another problem area has been the difference between the cost of a replaceable size tree and a tree considered too large to transplant. For example, Table I of the current edition states that the largest tree considered transplantable is eight inches (measured 12 inches above ground) and has an in-ground planted cost of $1650 to $1900. If you convert this cost to a cross-sectional dollar value, measuring the cross-sectional area at four and a half feet, you get a figure of approximately $44 per square inch. The 8-inch tree will measure about seven inches at breast height because of trunk taper. Thus, the 8-inch tree would be given a greater dollar value than a 9-inch tree because the cross-sectional square inch value of the 9-inch tree is $27 per square inch.

In the seventh revision, the basic value of a non-transplantable size tree is based on the cross-sectional dollar value (cost) of the largest, readily available, transplantable size tree in that area. In order to do this, a locally organized committee of horticulturists qualified in plant appraisal should determine and periodically update the cross-sectional dollar value (cost) of the largest, readily available, transplantable size tree in that area.

Location defined

There has also been much misunderstanding on the location factor. In plant evaluation, the word location has come to mean a number of things: urban, suburban, rural, road, street, highway, residence, industrial or commercial site, etc. In an effort to properly define and identify the place where the tree is found, this factor has been divided into site, placement and contribution. Site addresses the urban, residence street aspect and placement identifies where the tree is situated: front, back, side of property, etc. Contribution based on placement identifies what the tree does for the property.

Another major change in the seventh revision is the adjusted trunk area which addresses the problem of the disproportionate increase in value based on the trunk cross-sectional area. Trees over 30 inches at four and a half feet have an unrealistic increase if that increase is based on trunk area alone. The seventh revision incorporates a scale in which that value does not increase as rapidly as the trunk area for tree sizes over 30 inches, providing for a more realistic value.

New sections

Since the Seventh Edition and the Manual have been combined, the Eighth Edition will contain sections on cost of cure, chemical trespass, conduct as an expert witness, court cases, professional liability and an updated section on insurance coverage and IRS regulations covering casualty loss deductions. Many valuable comments and suggestions have been received from the supporting organization members selected to review the revision. The CTLA hopes that the Eighth Edition will not only be an improvement over previous issues of the Guide but will also more accurately reflect the value of plants.

Erik Haupt is chairman of the Council of Tree and Landscape Appraisers.
A HISTORY OF THE APPRAISER’S GUIDE

1947 Committee is formed at meeting of National Shade Tree Conference and National Arborist Association to investigate feasibility of publication which would allow for a monetary valuation of trees.

1951 Committee reports to NSTC and recommendations for such a publication are accepted.

1957 First Edition of Shade Tree Evaluation is published.
Highlights: Suggested procedures for measurement by cross-sectional square inch.
Cross-sectional square inch value set at $5.
Species lists and ratings for New England, Eastern, Southern, Central, Midwestern, Western and northeast Ontario regions.

1965 Publication revised.
Highlights: Cross-sectional square inch value increased to $6.

1970 Publication revised.
Highlights: Section on palm tree valuation added.
Species lists expanded to include California, Pacific Northwest, Rocky Mountain and Central Canada regions.
Cross-sectional square inch value increased to $9.
Copyright established by the International Shade Tree Conference.

1975 Publication revised.
Name changed to “A Guide to the Professional Evaluation of Landscape Trees, Specimen Shrubs and Evergreens.”
Highlights: Information added on insurance and casualty loss.
Species lists deleted.
Introduced new considerations, including a basic replacement cost of trees 2 to 12 inches, a location factor, multi-stem trees, specimen shrubs, and special tree problems.
Cross-sectional square inch value increased to $10, then $15.

1979 Publication revised and expanded.
Highlights: Tables of evaluating site, location and condition.
Sections on diminution of value for partial injury, diagnostic tools and procedures and forested areas.
Provided information on insurance coverage and IRS regulations.
Insurance Services Organizations agreed to recommend that coverage for individual tree damage be increased from $250 to $500.
Contained bibliography and legal references.
Cross-sectional square inch value increased to $18.

Cross-sectional square inch value increased to $22.


1987 Cross-sectional square inch value increased to $27 by a memorandum issued by the CTLA to its supporting organizations.

CTLA and ISA decide to combine Manual and Guide into one publication.
Facing The Challenges

Ficus, in photo above, poses a special challenge for appraisers in southern Florida. Photo below shows a girdled Royal poinciana.
Of Appraisals

Variances Can Lead To Disagreements

By Kenneth D. Meyer

Every time I undertake a tree appraisal, I seem to learn something new. It may be in reference to the species, size, condition, location or method of evaluation, but invariably something is new or different on each occasion. This is not necessarily undesirable, as new situations present new facts and figures to enter into the appraisal equation.

The "Guide to Valuation of Trees, Shrubs and Other Landscape Plants" is nothing more than a guide, and it encourages us to think creatively, within obvious bounds.

I have made hundreds of tree appraisals, at least 25% of them the result of trespass that has reached the litigation stage. It is within this area that I find the greatest challenge, as the appraisals on both sides will be scrupulously examined and possibly contested.

Some variances I have found include: understatement of size because the opposing estimator forgot to include a trunk that was removed from a multi-trunked tree; failure to arrive at an estimated DBH that is reasonable when adding the diameters of multi-trunked trees; failure to allow for taper from stump height to estimated DBH; improper classification rating for a species within a given area; lack of expertise in determining the condition and subsequent rating; and failure to provide the proper rating for location. Given these variances and many others, it is no wonder that appraisals from two competent appraisers may vary from less than 1% to well over 100%.

One major error I find is an attempt to provide a compensatory figure for the value of the tree based on the appraised value and the removal cost, as well as the cost to purchase and plant a replacement. This

(Continued on Page 10)

'Normal' Can Mean 'Out-of-the Ordinary'

By C. Way Hoyt

South Florida is home to a greater variety of plants than anywhere else in North America. In fact, it may be the only place on the continent where some trees can grow. Because of its geographic location and the warming effect of the Gulf Stream running along the coast, the southernmost area of Florida—from Fort Lauderdale south into Miami and the Florida Keys—has been considered tropical. This conclusion was based on the tropical plant material found here, as well as the West Indian and tropical origin of many of the plants found in the area.

Appraising the value of trees in southern Florida is always interesting and often fun. In some areas of the country, arborists have made lists that give species ratings, and may include things like expected lifespan. While these lists are not always reliable, they frequently give good information. There are no such lists of Florida trees. For species ratings, an appraiser in southern Florida must judge the suitability of the individual tree to the specific site. Since inland areas may be a bit cooler than areas along the shore, a distance of one mile farther inland may make the difference between a healthy vigorous tree or one that languishes.

Such was the case in appraising the total loss of a 29-inch diameter Royal poinciana (Delonix regia). Royal poincianas are spectacular flowering trees. They become very large and widespread, often wider than they are tall, with somewhat pendant branches. In June and July, these trees light up the region with their intense brilliance in a red cloak of flowers.

In this valuation, I had given this tree a high species rating because it was a desirable tree for a number of reasons. The opposing appraiser, however, gave a low species factor, claiming that the tree was subject to damage from periodic cold spells. He further cited several cases where Royal poinciana only a few miles away had been injured recently by cold weather. Still, he forgot an important fact: A large tree often indicates favorable growing conditions over an extended period of time. This principle was decisive in settling this case. While he argued that microclimate moderation was not always a reliable protection for sensitive trees, I was able to show that there was a difference in climate over an extended distance along the coast (called a mesoclimate).

Sometimes the "formula" method in the "Guide" (ISA's "Valuation of Landscape Trees, Shrubs, and Other Plants") cannot be followed; an appraiser must know when not to use it. For example, a large, picturesque oak (Quercus virginiana) was wrongly girdled and left to die. The tree was located on an empty 50-foot-by-75-foot lot in a depressed residential area. The base value of this 38-inch diameter tree was $30,618. After adjustment, the "formula" value was over $16,000. At the time, lots in the area were selling for $12,000 to $15,000 and homes were priced at $56,000 to $67,000. As a tree cannot be worth more than the property on

(Continued on Page 8)
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C. Way Hoyt is a consulting arborist in Fort Lauderdale, Florida. He is a member of the American Society of Consulting Arborists and the International Society of Appraisers.

In some cases, less may equal more, as with the loss of a 46-foot clear trunk Washingtonia palm (Washingtonia robusta). Washingtonia palms are often thought of as growing too tall, out of scale with normal landscapes. I recommended the tree be replaced with a 30-foot clear trunk tree, even though larger trees may have been available. A larger tree would have been more difficult to transplant and establish, however, and for this reason and others, I felt that the 30-foot tree was a better replacement. I personally would have preferred a smaller variety of palm altogether, but the client liked the Washingtonia.

In yet another type of case, an appraisal and settlement may include a different twist. For example, a teen-ager had chopped down a Papaya (Carica papaya). This seldom-branched pseudo-tree is really a herbaceous plant that may grow from seed to 20 feet in one year. During this time it may also bear as many as two dozen melon-like fruit that weigh up to six pounds each. The destruction of one of these plants was settled fairly for $40, plus the cost of two dozen melons—one melon to be delivered to the owner every two weeks for one year.

These examples are some of the “normal” trees that we have in the area that can be measured and quantified fairly readily. The Ficus and the Kapok can present a challenge, however. Many Ficus have aerial roots that originate from limbs high in the canopy of the tree. Once these roots grow down to the ground, they become large and may look like the original trunk of the tree. A 30-year-old tree may have a hundred trunk-like roots supporting it, and the canopy may have a 150-foot spread. The enormous Kapok tree has a huge buttressed trunk and flaring roots.

C. Way Hoyt is a consulting arborist in Fort Lauderdale, Florida. He is a member of the American Society of Consulting Arborists and the International Society of Appraisers.
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obviously is double dipping and should not be tolerated. The appraised value includes the cost of purchasing and planting a replacement.

A second major error is to attempt to plant a large boxed specimen tree, at a sometimes inflated price, in a location with no real functional value. If the appraiser insists on replacing with the largest available tree, then reductions on the cost of the tree and planting should be made, based on the species, location and condition of the tree removed. Unless this is done, we will find a 60-inch, 6-inch diameter, boxed replacement tree having a greater value than a 12-inch diameter tree appraised with the formula method.

A third error in appraising is to arrive at a value greater than the appraised value of the property. Although some of us are not real estate or land appraisers, we should be aware of studies that suggest trees may increase a property value as much as 20%.

Despite the variances, appraisal methods provide a basis on which to build, and one by which a reasonable value can be obtained.

Kenneth Meyer is president of the Mayne Tree Expert Company in San Mateo, California. He is a past president of ASCA and has been a member of the National Arborist Association since 1982.
Push some knowledge

You’re right, certification won’t stop the “pickup truck and chain saw operators” that appear and disappear with great regularity. I was one of them last year. My dog and I specialized in crown restoration of previously topped trees; quite a blight up in New Mexico. Like many other fine arborists—certified or not—I wasn’t in a mood to complicate my finances and my life with overhead right then.

A freelancer is neither better nor worse than a certified arborist in a big truck with a logo. Some of the gypsys make every cut with love and knowledge in their hearts; some of the certified arborists are an embarrassment to us all.

The other issue is money. With our low overhead, my dog and I could easily have underbid any “legitimate” outfit. But if an independent is any good at business, he’ll keep prices as high as possible for his own benefit as well as everyone else’s.

The guys you are really talking about are out there, but please find a new way to describe them. They are probably doing the best they can with what little knowledge they have to work with. Whenever appropriate, you and I must try to gently push a little knowledge their way.

Peter Torres
Citrus Heights, California

Check ordinances

I just finished reading the January 1992 issue of Tree Care Industry and felt compelled to comment on the article entitled “My First Take Down” by Michael Chenail. I applaud Mr. Chenail on his desire to learn climbing techniques and his decision to pursue a 4-year degree in arboriculture and urban forestry. These are lofty ambitions and ones that he will surely not regret.

Fortunately, the “first take down” went successfully and without incident. Let’s hope Mr. Chenail’s next attempt does not become his last. As city forester I am charged with the enforcement of ordinances that relate to the licensing of individuals or companies that engage in tree care activities for hire. Though licensing does not guarantee the methods a person will utilize, it does ensure that tree care workers possess a certain level of knowledge and experience. Also, licensing requires proof of adequate personal injury and general liability insurance. Our ordinances are not unique; most major cities have similar arborist licensing requirements.

Let’s not give every aspiring tree worker with a rope and saw the impression that it is O.K. to accept tree work without first investigating local ordinances. Check with the city forester’s office or city clerk’s office in your town to verify local requirements.

Rick Bowser, city forester
Aurora, Colorado

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TREES CARE INDUSTRY - MARCH 1992

11
An Arborist Finds A Camera Is A Valuable Piece Of Equipment

By Fred Morgan

Every morning when I leave the office and climb into my truck for my daily calls, I check to make sure there are two things on the seat beside me: my briefcase with its packet of forms and educational literature for my clients and my 35mm zoom-lens camera. The first item is so common that to mention it is superfluous, but the camera may be a little-used idea.

We all know the cliche: “A picture is worth a thousand words.” I am convinced that a picture can be something more as well. A picture can be a powerful sales tool and a professional documentary resource. Further, the habit of using photography can be a subtle clue to your client as to how you perceive your own profession.

The camera I use is a good-quality 35mm that zooms from 38mm wide-angle to 105mm mild telephoto. That single-zoom feature makes it versatile, useful for a wide range of applications.

My camera is automatic, so it’s “user friendly” for an arborist who is not quite yet a professional photographer. In my camera bag, there is room for two or three extra rolls of short 12-exposure film. I like the short rolls because they can be turned into prints quickly at the local one-hour processor, where I’ve learned it can be helpful to run an open account.

You’re probably wondering what I do with all those tree and shrub pictures—are they cluttering up all the desk space? I seem to be coming up with new applications all the time. First, photos are almost indispensable in appraisals. Every appraisal I have done has its own manila envelope that holds copies of all related documentation, including photographs I took on site along with others that may have been supplied by the client.

I also use photos for reference. As I drive by selected clients, I stop and tell them I want to take a picture of their property. That request is never rejected and almost always gets me a few points. I find the best angles and snap a shot or two that frames as much of the tree and shrub landscape and house as possible. When I need to remember if the azalea is on the left or right side of the driveway, I pull out the photo.

Photos are also invaluable if I’ve stopped by a client’s property and no one is home. If I later call the client with a safety or health care recommendation, it may prove difficult to explain over the phone that the limb needing to come off is the third one up on the north side of the third tree to the east of the house. But when I make a photocopy of a good photograph and send it in the mail with my personal note, it is much easier for my client to both understand and approve. By the way, those photocopies will come out with a lot more definition if you purchase a “copy screen” from your nearest art store or office supply. It’s only a few dollars and well worth the investment.

Another way to use your photographs is in developing one or more albums for sales, educational and promotional applications. I carry one in my truck all the time. When a new client seems ambivalent and uncertain about how her trees might look after we have completed pruning, a good before-and-after series taken on a similar site will go a long way toward building confidence in you and getting the job.
**BUY IT / LEASE IT**

<table>
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<th>Equipment Type</th>
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<td>(6) 1979 to 1981 1 Ton Utilities w/Vac Lift or Sky Van Bucket $6,500 to $13,000</td>
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<td>With Two 55 Buckets</td>
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</table>
In that same album or preferably a separate one, a colorful pictorial representation of your important commercial and well-known clients may be a potent adjunct to your presentation to a new account.

A good photo from the file also can be a big help when discussing tree locations on a client's property with a foreman in the office. Because things change with time, it's a good idea to label and date each photograph, either in the album or on the back of the photo.

Recently, I got another fringe benefit from my photography habit. I was driving through a construction bottleneck on the interstate when I became involved in a minor fender-bender. Right there on the seat was my 35mm, so I recorded the positions of the vehicles and the damage long before the authorities arrived.

Good automatic cameras cost a lot less now than they used to. So try a few of these ideas and you might like it. If you do, send a picture of your smile.

Fred Morgan is the owner of Morgan Tree Service, Inc., in Cordova, Tennessee.
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What Are Trees Worth?
Evaluations, Insurance And The IRS

By Frederick R. Micha

On March 3, 1991, New York State was struck by the worst tree damage storm in history, not only in terms of tree loss but also in the amount of money spent on cleanup and repair.

This devastating ice storm cut a path 40 miles wide by some 80 miles long, striking the heart of the City of Rochester. It wiped out trees, utility lines, snapped poles and left 400,000 people without power for as long as 12 days. Miraculously, only one death was directly attributed to this storm.

 Strange as it may seem, we never lost our phone service; it was slow but it worked. For two weeks calls poured in as property owners scrambled to have their driveways cleared or trees taken off their houses.

Coverage and credits

After the first wave of frantic calls, people eventually began to look at their insurance coverage and tax credits. Homeowner coverage was basically cut and dried. Free-fallen trees or limbs not touching a structure were not covered. For insurance purposes, structures include fences, sheds, play pens, and dog houses. Depending on the type of insurance and the company, the situation varied with limbs and whole trees on the house or structure.

Some insurance companies paid to remove the tree or limbs and nothing more, while others paid the entire cost of both freeing and hauling. The majority of insurance companies did not argue fine points and paid immediately, a credit to their prompt action and reliability.

Sometimes we tried to discourage property owners from having an appraisal done, particularly if willow, poplars, box elders, alders or similar species were involved. Some insisted, however, so we had to complete our horticultural loss appraisal.

During this storm, many local tree service companies referred IRS matters to us. This was wise because it gave them time to do the work they were set up to do. It also did not put them on the spot if they were not sure how to go about doing tree loss tax reports.

The tax ‘rules’

Personally, we received few insurance ice-related assignments. The tax issue was another matter. Those in the more affluent neighborhoods could not afford to ignore the tax loss advantage.

The rules are specific with regard to disaster loss, but quite “gray” on horticultural appraisal. Many property owners never called back after hearing the “rules” plus their potential appraisal fees.

According to the guidelines, the amount of a casualty loss is the decline in the value of the property. For personal use, a taxpayer’s loss is limited. There is no limit on business property.

Casualty losses are only deductible to the extent that losses during the year exceed 10% of the adjusted gross income, minus $100 deduction per incident and any insurance payments, if applicable.

The example we gave was: If your adjusted gross income was $30,000, the first $3100 belongs to the government. After that, you may deduct.

If you lost several red or white oaks averaging 20 to 30 inches in diameter, they may have had a value of $8000 to $9000, plus cleanup and repairs. Therefore, you may have a valid deduction. We advised that a real estate appraisal be done in addition to our appraisal, to be on the safe side. Since our horticultural loss appraisal is in the “gray” category, we are not sure how many property owners had both appraisals done.

Depending upon the extent of damage, our reports averaged $150 to $200. If a real estate appraisal cost is added, this expense may not be to the taxpayer’s advantage.

Developing an appraisal firm

If you are thinking of going into tree loss appraisal work, we suggest the following steps toward developing this professional phase of arboriculture.

First, purchase “Valuation of Landscape Trees, Shrubs and Other Plants—A Guide to the Methods and Procedures for Appraising Amenity Plants” from the International Society of Arboriculture, P.O. Box 908, Urbana, IL 61801.

If an ASCA member is in your area, call and ask for someone to review your reports, or write to the American Society of
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Consulting Arborists, Mr. John T. Duke, Executive Director, 3895 Upham St., Suite 12, Wheat Ridge, CO 80033.

Meanwhile, here are some points to keep in mind during a natural disaster in your area:

1. Individual tree loss is covered for business properties.
2. Individual tree loss on private property is questionable.
3. Ten percent of your adjusted gross income must be subtracted for any claim.
4. It may be necessary to have a real estate appraisal to determine before and after property value.
5. Charge a minimum of $50 per hour for inspection and reports.
6. Tell property owners to take photos and be patient.
7. Keep calm and take accurate notes.
8. Be as prompt as you can or rely on another qualified horticultural appraiser to do this work.

Fred Micha, a graduate of Michigan State University, is a professional tree and landscape consultant for Micha Tree and Landscape Consultants in Rochester, New York.

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Label Changes Likely
EPA Cracks Down On Exaggerated Claims

The Environmental Protection Agency (EPA) recently ordered exaggerated claims such as "professional strength" and "extra strength" off pesticide labels. Anne E. Lindsay, director of EPA's Registration Division, stated in a notice that such claims must be removed from pesticide labels on products sold or distributed by registrants and supplemental distributors.

The directive goes into effect on December 30. All products distributed or sold by persons other than the registrant or supplemental registrants must remove claims after December 30, 1994.

California Requires Licenses
Practicing arborists in the State of California are now required to obtain a Contractor’s License.

The Assembly passed legislation to require licenses for tree service work, including tree removal, tree pruning, stump removal or tree or limb cabling or guy ing. The legislation, which went into effect January 1, allows nurserymen or gardeners to perform routine work on trees measuring less than 15 feet in height after planting.

Failure to obtain and maintain such a license can result in fines of at least $1,000 but no more than $3,000 for the first offense. A second offense carries fine limits of $3,000 and $5,000 and possible jail sentence of up to one year.

For more information or to obtain an application, contact: State of California, Department of Consumer Affairs, Contractor's State License Board, P.O. Box 26000, Sacramento, CA 95826. Phone: 800-321-2752.

EPA issued the notice to inform current and future registrants that such claims will no longer be permitted on pesticide labeling.

Jeff Kempter, special assistant to Lindsay, explained that the notice was issued to "phase out those exaggerated claims to make a level playing field" for all registrants.

EPA’s notice explained that such claims overstate the true content of products because they “imply that these products contain higher percentages of active ingredients or more effective active ingredients than other products on the market.”

EPA studies on products boasting such claims indicated that the products were “generally no different from other products in either strength or percentage of active ingredient.”

The agency issued the notice because such claims violate the Federal Insecticide, Fungicide and Rodenticide Act, consumers are misled with false information, and “EPA is concerned that such claims may at times be confused with required statements for restricted use pesticides.”

EPA reevaluated pesticide label claims in the late 1970s and early 1980s. The agency has not approved labels claiming unsubstantiated claims, but for years “has consistently taken the position that such claims are unacceptable.”

Although EPA’s current reregistration program will eventually eliminate exaggerated claims, the process will take years.

For further information, contact Dennis Edwards, Insecticide-Rodenticide Branch, Registration Division, at 703-305-6386.
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TREE CARE INDUSTRY - MARCH 1992
Paul McFarland Is Elected President Of NAA

At their Annual Meeting in February, members of the National Arborist Association elected Paul P. McFarland as their president.

McFarland is a Philadelphia native and president of McFarland Landscape Services, a Philadelphia tree care and landscape firm. He established his business in 1962 and joined the NAA in 1969. He has served on the NAA Board of Directors since 1987.

McFarland has served as chairperson of the NAA's Arbor Day Committee and the Standard Practices Committee. He currently serves as NAA's representative to the American National Standards Institute A300 Committee, which is developing national standards for tree care practices.

McFarland holds a bachelor's in Ornamental Horticulture from Delaware Valley College of Science and Agriculture. During and after college, his increasing awareness of the beauty and value of trees prompted him to become a licensed landscape architect in Pennsylvania. He joined the NAA to develop his skills in running a business and to have the opportunity to associate with and learn from successful people from the tree care industry. Today, his firm is highly respected and owners of young companies seek his advice, which he gives freely.

Outside his business and NAA activities, McFarland is a board member of Stapeley Hall, a Quaker retirement community; a chairperson of Inn Dwelling, a Christian organization dedicated to housing homeless women with children; and he is past-president of the local Lions Club and a local business association.

He is the father of four children, and is about to become a grandfather. For relaxation he enjoys going to the New Jersey shore with his wife, Sheila, and their family.

As president of the NAA, Paul McFarland will continue his commitment to sound fiscal management of the association while promoting NAA's role as one of the leading information sources for business managers.

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Enter TCI's Photo Contest

You could win up to $250 in TCI's photo contest. Photos must depict some aspect of arboriculture and must be submitted by June 1.

The first-place photo will be awarded $250; second place will receive $100 and third will receive $50. You will receive credit if your photo is published in Tree Care Industry.

In addition, all contest entries will be considered for the first annual National Arborist Foundation Calendar.

The NAF is a non-profit organization for projects and research of direct significance to the commercial tree care industry. The calendar, a fund-raising project, will be available in 1993.

Here are the TCI Photo Contest rules:
1. Photos: You may send a glossy color print, 5-by-7-inches or larger; the negative of a color print; or a 35mm or larger format color transparency. All photos considered for the contest or calendar become the property of Tree Care Industry magazine. We will return unused photos if you send a stamped, self-addressed envelope.

2. Content: Your photo should show one or more of the following: arborists at work; historic trees; significant trees in an urban or residential setting. Your photo will not be considered unless it depicts recognized and accepted arboricultural standards of practice for tree care and safe work techniques and procedures as outlined in ANSI Z133-1988.

3. Identification: Be sure to include your name, title, company name, address and telephone number with your entry. We also need a brief description of the photo and the name(s) of any individual(s) in the photo. Unidentified entries will not be considered.

TCI staff will judge the contest and decide which photos are suitable for publication. Photos considered for the NAF Calendar will be judged by representatives of that organization.

If you have any questions about the contest, please call TCI at 603-673-8952.
Kinetic Stump Cutter, Inc., has developed and patented a cutter head that requires very low horsepower to cut a tree stump below grade. After using different engines ranging from 5 to 16 hp, the performance never changed. The cutter is powered by the Kohler engine. The machine weighs approximately 170 pounds and is 28-1/2 inches wide. For further information write to Kinetic Stump Cutter, Inc., P.O. Box 115, Jupiter, FL 33468-0115. Phone: 800-422-9344.

Bandit Industries, Inc., introduces a self-propelled, 14-inch diameter capacity whole tree chipper. The Model 1400 Track Bandit is driven by a Caterpillar E70B undercarriage with a powerful hydraulic motor track drive with ground pressure of about 6 PSI. The Model 1400 will chip an 80-foot whole tree in less than a minute and is ideal for land clearing and road building. The chip discharge swivels 220 degrees. For more information and free video, contact Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340. Phone: 517-561-2270.

Dicke Tool Company announces its expanded line of wood- and fiberglass-handled tree trimmers. The newly expanded line includes traditional western hemlock head and extension section, economical one-piece poles, and durable hollow and foam-filled fiberglass extensions. These poles are produced in the popular 1-1/4-inch outside diameter and adapt to most other manufacturer’s cutters and saws. For further information contact Dicke Tool Company, 1201 Warren Ave., Downers Grove, IL 60515. Phone: 708-969-0050.

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NAA Campaigns For Tree Maintenance

While Vice President Dan Quayle was campaigning in New Hampshire early in February, the National Arborist Association did some campaigning of its own.

In a brief meeting, Robert Felix, executive vice president of NAA, presented Quayle with a copy of the NAA's White Paper on the importance of tree maintenance as a means of reducing negative global climate change. Entitled "The Importance of Large Tree Maintenance in Mitigating Global Climate Change," the research document was prompted by concerns that President Bush's "America The Beautiful" program focuses on new plantings and does not adequately address the need to maintain mature, healthy trees.

The NAA and the International Society of Arboriculture support the president's initiative and recognize the value of planting new trees. However, both organizations stress in the White Paper the need to keep an eye on the present while planning for the future.

In addition to Bush Administration officials, the NAA has distributed the White Paper to Congress, state foresters and urban foresters across the nation. The document was prepared by NAA, ISA, and ACRT, a Kent, Ohio, consulting firm, and funded by a grant from the National Arborist Foundation.

For more information or to receive a copy of the White Paper, contact the NAA at 1-800-733-2622.

Robert Felix, right, executive vice president of the National Arborist Association, presents Vice President Dan Quayle with a research document that stresses the need to maintain mature, healthy trees.
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Get It In Writing

By D.J. Snyder

The day before Christmas I received a phone call from a homeowner who wanted an estimate for replacing some boundary line trees that his neighbor had arranged to be removed. When I arrived, the client showed me the stumps of what had been several flowering crabs in a rustic, uncared-for environment. The client told me that he wanted an estimate for replacing the specimens with the same caliper of nursery stock as the stumps. He claimed he would plant the trees after reaching a settlement with his neighbor.

I explained that I could write an evaluation of loss. I felt, however, that he was going to attempt to misuse an estimate so I refused to provide one. I also felt that the removals had been done well and that it appeared that more than 70% of the specimens may have been on the neighbor’s property. In short, I questioned the client’s motives and told him that he wanted to hire me for deceptive purposes.

I also felt that the work that had been done would stimulate new growth in the boundary area. In fact, it was an idea I would have tried to sell as a way to improve the view. His argument, however, was that the trees looked rustic and had been let to grow wild.

Since I was in a festive mood and I wanted to use my tree evaluation skills (as prescribed by the International Society of Arboriculture), I offered to provide a professional evaluation for $20. We shook hands on it, but I did not offer a written contract.

While I was surveying the site, a worker arrived and started working on foundation plantings with a chain saw rather than pruning tools. This seemed inappropriate for these particular plantings, and I began to doubt the client’s claim that his plantings were cared for by professionals over the last 20 years. (It also made me wonder why he had called me.)

At any rate, after considering the insect infestation, the rot, the crown symmetry (or lack of it), many rubbing and badly callused branches on remaining trees, as well as other factors, I provided the written evaluation and a bill for my services. A week later I received a letter from the client saying that the evaluation was not what he had requested and he was refusing to pay the bill. Since I had kept my end of the bargain, I felt it was his responsibility to pay the $20 as we had agreed. And if his house was any indication, he apparently could afford to pay.

So I went next door to his neighbor and offered to represent her at no charge, and I reviewed her legal rights to have work done in the boundary area.

Next time I’ll have to be sure to get my regular evaluation fee and a written commitment. I hope that sharing this experience reinforces the importance of a written contract and shows some of the complexities encountered in “evaluation.”

D.J. Snyder owns and operates the D.J. Snyder Company in Boston, Massachusetts and is an active member of the Massachusetts Arborists Association.

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 bear the name of the author and his/her employer or school or they will not be considered for publication. Articles and photos must be received by the first day of the month for the following month’s issue.
Learn How To Protect The Birds And The Bees...

...Plus Pets, Children And Trees.

Mauget tree care seminars feature tree health and environmental protection as key discussion topics.

But our informal seminars are designed to answer to your questions, too. In fact, two-way discussion has been one of the most important parts of past seminars. Bring us your questions about the environment, diseases, insects, nutrition, pruning, spraying, and wounding. No other tree care seminars provide more practical and useful information about tree health. Mauget micro injection utilizes a closed system to protect the environment.

Seminar dates, cities, and distributor marketing areas are listed below. Call your nearest distributor about a Mauget seminar in your area.

Annual seminars are open to all Green Industry firms — owners, managers and applicators.

This year, put another tool to work in your business. Learn how to keep trees healthy and protect the environment. Sign up for a Mauget seminar today.

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Lanphear Supply Division
Cleveland, OH
(216) 281-1704
(300) 332-TREE
March 2, Mayfield, OH
March 3, Columbus, OH
March 4, Toledo, OH

Releaf Tree Consultants
Nineveh, IN
(317) 933-9351
March 3, Indianapolis, IN

Professional Tree Care & Injection
Winter Park, FL
Central & South Florida
(407) 647-3335
(800) 356-4351
March 4, Fort Myers, FL
March 6, Sarasota, FL
March 13, Orlando, FL

Target Chemical Co.
Los Angeles, CA
(310) 725-8518
March 2, Los Angeles, CA
March 3, Portland, OR
March 4, Elkhorn, NE

Special Seminars For Northeastern States
March 16, Boston, MA
Arnold Arboretum
(617) 244-2400
March 17, Amherst, MA
Amherst College
(413) 545-2300
March 19, Syracuse
March 20, Philadelphia
(717) 737-2300

Call 2 on the Reader Service Card
THE CHIPPER THAT THINKS.

Introducing the new optional “Feed Sensor” available exclusively on the Vermeer 1250 Brush Chipper.

Delivers maximum operating efficiency and control on the heaviest-built hydraulic-feed chipper in its class. The “Feed Sensor” electronically monitors engine drag and then instantly signals and controls hydraulic feed to reduce overloading. Means less engine wear, fewer feed jams, fewer repairs. As a result, you free your crew to concentrate more on brush control and less on equipment problems.

Plus, the Vermeer 1250 keeps your gang off the street with curbside feed. Wide open waist-high feed table makes it easy. Diesel options give you all the power you need.

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In Iowa (515) 628-3141

Ask us about our Full-year parts warranty.

“The Diggin’ Dutchman”
Vermeer

The Quality Shines Through...

Please circle 34 on the Reader Service Card
True-Blue Braided Climbing Rope is a unique combination of extrusion set blue polyester fiber wrapped over a white polyester core in a Samson 12-strand “DuraTite” braid. This 100% polyester braid also has each of the 12 strands treated with a Samthane Finish that adds maximum wear life and consistent knot control. The outer blue polyester fibers also have Samson’s “Parallay” parallel fiber orientation that minimizes fiber wear on rough surfaces and prolongs rope working life. This product offers the highest level of working performance for stretch, breaking strength, and wear in a distinct blue color.

**CHARACTERISTICS/FEATURES**
- Maximum wear life
- 100% Polyester construction
- Excellent knot control
- Stays firm and round in use
- Lowest stretch
- Highest strength
- Non-Rotational
- Maintains flexibility
- Rot-Mildew resistant
- Maximum knot-heat resistance

### NEW ROPE TENSILE STRENGTH

<table>
<thead>
<tr>
<th>SIZE DIA</th>
<th>TRUE-BLUE</th>
<th>BRAIDED POLYESTER</th>
<th>3-STRAND POLYESTER COMBO</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>WEIGHT</td>
<td>AVE. STRENGTH</td>
<td>WEIGHT</td>
</tr>
<tr>
<td>1/2</td>
<td>8.5</td>
<td>7,300</td>
<td>7.0</td>
</tr>
</tbody>
</table>

**LOAD-ELASTIC ELONGATION CURVE FOR STABILIZED TRUE-BLUE ROPE UNDER CYCLIC LOADING**

**PACKAGING:**
- 120' & 150' pre-cut lengths, shipped in polybags or buckets
- 600' Reels
- Bulk Drums
Arbor-Plex Climbing and Bull ropes combine polyester and polyolefin fibers in a 12-strand "DuraTite" construction. The DuraTite braiding process tightens the braid to keep the rope round and firm for knot control and to allow the strands to be snag resistant. The tough polyester jacket fibers surround the polyolefin center fibers to maximize resistance to wear and fiber fusing while creating a light weight — high strength rope. The outer polyester fibers have Samson's "Parallay" fiber orientation that prolongs rope life by minimizing the sawing action of fibers over rough surfaces. Arbor-Plex offers the best in performance/price relationship — Look for the "Green Stripe".

**NEW ROPE TENSILE STRENGTH**

<table>
<thead>
<tr>
<th>SIZE DIA.</th>
<th>WEIGHT AVG. 100'</th>
<th>APPROX. AVE. STRENGTH LBS.</th>
<th>WEIGHT AVG. 100'</th>
<th>APPROX. AVE. STRENGTH LBS.</th>
<th>WEIGHT AVG. 100'</th>
<th>APPROX. AVE. STRENGTH LBS.</th>
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</thead>
<tbody>
<tr>
<td>1/2&quot;</td>
<td>6.6</td>
<td>5,400</td>
<td>6.7</td>
<td>5,300</td>
<td>6.2</td>
<td>4,800</td>
</tr>
<tr>
<td>5/8&quot;</td>
<td>12.0</td>
<td>9,000</td>
<td>11.0</td>
<td>8,600</td>
<td>9.5</td>
<td>7,000</td>
</tr>
<tr>
<td>3/4&quot;</td>
<td>16.2</td>
<td>12,000</td>
<td>15.4</td>
<td>10,000</td>
<td>12.5</td>
<td>9,800</td>
</tr>
</tbody>
</table>

**LOAD-ELASTIC ELONGATION CURVE FOR STABILIZED ARBOR-PLEX ROPE UNDER CYCLIC LOADING**

- **FIRM & ROUND**
- **POLYOLEFIN CENTER STRANDS**
- **POLYESTER JACKET STRANDS**
- **PARALLAY® FIBER ORIENTATION**
- **GREEN IDENTIFICATION STRIPE**

**PACKAGING:**
- 120' & 150' pre-cut lengths, shipped in polybags or buckets
- 600' Reels
- Bulk Drums
Tree Master is a premium 4-Stage Climbing Rope made of DuPont Dacron. Identified by an internal blue strand and an external green strand. It is the finest 3-strand climbing rope available. It remains firm under load and has excellent knot holding characteristics when used with the Taut Line Hitch, Magus Hitch, Camel Hitch and Steeplejacks Safety Belt Hitch.

It offers outstanding wear life and is produced in accordance with Samson's highly recognized Quality Assurance Program and will meet the most demanding requirements of the Professional Arborist.

Elongation of Tree Master is low at working loads offering excellent control. Tree Master has greater elongation at higher load levels which illustrates its ability to absorb shock loads as in an accelerated decent.

**CHARACTERISTICS/FEATURES**
- Maximum wear life
- 100% Polyester
- Stays firm under load
- Stays flexible
- Mildew resistant

**NEW ROPE TENSILE STRENGTH**

<table>
<thead>
<tr>
<th>SIZE DIA</th>
<th>BRAIDED POLYESTER COMBO</th>
<th>3-STRAND POLYESTER COMBO</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>WEIGHT AVE. LBS.</td>
<td>WEIGHT AVE. LBS.</td>
</tr>
<tr>
<td></td>
<td>APPROX. 100'</td>
<td>APPROX. 100'</td>
</tr>
<tr>
<td>1/2&quot;</td>
<td>8.0</td>
<td>7,000</td>
</tr>
</tbody>
</table>

**PACKAGING:**
- 120' & 150' pre-cut lengths, shipped in polybags
- 600' Reels
- 1200' Reels
“The Bull Rope” Product Code: 176

CHARACTERISTICS/FEATURES
- Lightweight
- Easy to handle
- High strength
- Excellent knot holding
- Can be stored wet or dry.
- Excellent chemical resistance
- Low stretch offering complete load control

Tough Polyester Jacket fibers cover polyolefin core fibers to maximize abrasion resistance and fiber fusing when running through crotches, over limbs and against bark while under load. Low elasticity offers unequalled load control and special Jacket Fibers give you excellent grip and rendering capabilities on winches.

Pro-master is identified by a green I.D. strand and is a tighter construction compared to other polyester/polyolefin ropes. This tighter construction offers maximum resistance to wear which greatly extends its service life.

Samson’s unique pro-set stabilization process assures that Pro-Master has consistent lay tension minimizing rope stiffness after use. Each strand is firm, smooth and round offering resistance to snag and wear while allowing excellent load control.

For price and performance, there isn’t a better bull rope available in the marketplace. Pro-Master.

NEW ROPE TENSILE STRENGTH

<table>
<thead>
<tr>
<th>SIZE</th>
<th>PRO-MASTER WEIGHT</th>
<th>APPROX. AVE. STRENGTH</th>
<th>BRAIDED POLYESTER COMBO WEIGHT</th>
<th>APPROX. AVE. STRENGTH</th>
<th>3-STRAND POLYESTER COMBO WEIGHT</th>
<th>APPROX. AVE. STRENGTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/8</td>
<td>4.5</td>
<td>8,200</td>
<td>11.0</td>
<td>8,600</td>
<td>12.5</td>
<td>7,000</td>
</tr>
<tr>
<td>3/4</td>
<td>12.5</td>
<td>10,800</td>
<td>15.4</td>
<td>10,000</td>
<td>17.5</td>
<td>9,800</td>
</tr>
<tr>
<td>7/8</td>
<td>18.0</td>
<td>15,500</td>
<td>20.9</td>
<td>16,000</td>
<td>22.5</td>
<td>13,000</td>
</tr>
</tbody>
</table>

PACKAGING:
- 150’ pre-cut lengths
- 600’ Reels
- 1200’ Reels
**Starter Cord**

**NYLON REFILL SPOOLS**
- Built to Briggs & Stratton specifications
- Variety of sizes and put-ups for rack replacement or individual pre-packaged sales
- End labels clearly show strength, size, length
- Available in longer lengths

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
<th>PUT-UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>255-040-84</td>
<td>4</td>
<td>250 SPOOL</td>
</tr>
<tr>
<td>255-045-84</td>
<td>4 1/2</td>
<td>250 SPOOL</td>
</tr>
<tr>
<td>255-050-83</td>
<td>5</td>
<td>200 SPOOL</td>
</tr>
<tr>
<td>255-060-83</td>
<td>6</td>
<td>200 SPOOL</td>
</tr>
<tr>
<td>255-004-AF</td>
<td>4 1/2</td>
<td>200 SPOOL</td>
</tr>
</tbody>
</table>

**NYLON STARTER CORD VENDOR**
- Popular sizes for all types of 2 and 4-cycle engines
- Compact, countertop unit for point-of-sale action

---

**Nylon Solid Braided Rope**

The finest quality and best performing nylon solid braid cord and rope ... for 1001 home, utility, marine, farm and industrial uses.

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
<th>PUT-UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>266-060-03</td>
<td>6</td>
<td>50 HANK</td>
</tr>
<tr>
<td>266-060-05</td>
<td>6</td>
<td>100 HANK</td>
</tr>
<tr>
<td>266-060-68</td>
<td>6</td>
<td>500' SPOOL</td>
</tr>
<tr>
<td>266-060-70</td>
<td>6</td>
<td>1000' SPOOL</td>
</tr>
<tr>
<td>266-080-03</td>
<td>8</td>
<td>50 HANK</td>
</tr>
<tr>
<td>266-080-05</td>
<td>8</td>
<td>100 HANK</td>
</tr>
<tr>
<td>266-080-68</td>
<td>8</td>
<td>500' SPOOL</td>
</tr>
<tr>
<td>266-080-70</td>
<td>8</td>
<td>1000' SPOOL</td>
</tr>
<tr>
<td>266-100-05</td>
<td>10</td>
<td>100 HANK</td>
</tr>
<tr>
<td>266-100-68</td>
<td>10</td>
<td>500' SPOOL</td>
</tr>
<tr>
<td>266-100-70</td>
<td>10</td>
<td>1000' SPOOL</td>
</tr>
</tbody>
</table>

**BREAKING STRENGTH**

- #6: 800lbs.
- #8: 1250lbs.
- #10: 1400lbs.

---

**‘Tie-It’ Braid**

Samson's most economical General Purpose rope. Constructed of white braided polypropylene cover with a knot holding control core.

‘Tie-It’ Braid ties well and gives excellent knot retention unlike standard hollow braid poly's. Breaking strength 1300lbs.

- Exclusive Samson 12-strand interlocked construction
- Strongest of all nylon solid braids
- Stays firm and round
- Consistent, reliable strengths and sizes
- Resists rot, mildew, mold and most chemicals
- Stays flexible
- Standard Pack
  - 12 hanks per case
  - 1 spool per case

**PRODUCT CODE**

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
<th>PUT-UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>112-080-03</td>
<td>8</td>
<td>50' HANK</td>
</tr>
<tr>
<td>112-080-05</td>
<td>8</td>
<td>100' HANK</td>
</tr>
<tr>
<td>112-080-70</td>
<td>8</td>
<td>1000' SPOOL</td>
</tr>
<tr>
<td>112-080-92</td>
<td>8</td>
<td>1500' PULL CARTON</td>
</tr>
</tbody>
</table>

* AVAILABLE IN OTHER SIZES
Sam-Shot Throwing Line with Pouch

A durable 18oz. 'Coroura' canvas pouch with 100' of 1/4" throwing line. Used as pilot line to get your climbing rope over tree limbs. A time saver and a must for all tree care and climbing specialists.

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
</tr>
</thead>
<tbody>
<tr>
<td>658-081-61</td>
<td>18OZ</td>
</tr>
</tbody>
</table>

Hollow Braid Polypropylene

Our premium grade polypropylene single braid. This line is an 8 carrier construction of 100% monofilament polypropylene. Though not as strong as the polyester single braids, it is lighter and lower in cost.

Polypropylene has excellent dielectric properties and is resistant to most chemicals. Standard Color: Yellow. Packaging: 500' & 1000' spools

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
<th>PUT-UP</th>
<th>BREAKING STRENGTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>044-081-68</td>
<td>1/4&quot;</td>
<td>500' SPOOL</td>
<td>800LBS.</td>
</tr>
<tr>
<td>044-081-70</td>
<td>1/4&quot;</td>
<td>1000' SPOOL</td>
<td>800LBS.</td>
</tr>
<tr>
<td>044-101-68</td>
<td>5/16&quot;</td>
<td>500' SPOOL</td>
<td>1200LBS.</td>
</tr>
<tr>
<td>044-101-70</td>
<td>5/16&quot;</td>
<td>1000' SPOOL</td>
<td>1200LBS.</td>
</tr>
<tr>
<td>044-121-68</td>
<td>3/8&quot;</td>
<td>500' SPOOL</td>
<td>1500LBS.</td>
</tr>
<tr>
<td>044-121-70</td>
<td>3/8&quot;</td>
<td>1000' SPOOL</td>
<td>1500LBS.</td>
</tr>
</tbody>
</table>

Tiger Brand Cotton Cord

Tiger is the only 100% cotton sash cord that also provides quality and durable performance in a variety of applications.

- Smooth, non-scoring surface for use as gaskets and packings.
- Solid braided cover, 100% cotton.
- High strength, 100% cotton core.
- Available polished or unpolished.
- Excellent performance as filter.

<table>
<thead>
<tr>
<th>PRODUCT CODE</th>
<th>SIZE</th>
<th>PUT-UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>039-080-05</td>
<td>6</td>
<td>100' HANK</td>
</tr>
<tr>
<td>039-080-71</td>
<td>6</td>
<td>1200' SPOOL</td>
</tr>
<tr>
<td>039-080-05</td>
<td>8</td>
<td>100' HANK</td>
</tr>
<tr>
<td>039-080-71</td>
<td>8</td>
<td>1200' SPOOL</td>
</tr>
<tr>
<td>039-080-75</td>
<td>8</td>
<td>2400' SPOOL</td>
</tr>
<tr>
<td>039-100-05</td>
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<td>039-100-71</td>
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<td>1200' SPOOL</td>
</tr>
<tr>
<td>039-120-05</td>
<td>12</td>
<td>100' HANK</td>
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<tr>
<td>039-120-71</td>
<td>12</td>
<td>1200' SPOOL</td>
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</table>

<table>
<thead>
<tr>
<th>SIZE</th>
<th>#4</th>
<th>#41/2</th>
<th>#5</th>
<th>#6</th>
<th>#7</th>
<th>#8</th>
<th>#10</th>
<th>#12</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIA.</td>
<td>1/8&quot;</td>
<td>9/64&quot;</td>
<td>5/32&quot;</td>
<td>3/16&quot;</td>
<td>7/32&quot;</td>
<td>1/4&quot;</td>
<td>5/16&quot;</td>
<td>3/8&quot;</td>
</tr>
</tbody>
</table>
Standards for Strength and Usage

All Samson arborist ropes are produced in accordance with Samson's highly recognized Quality Assurance Program and will meet the most demanding mooring, anchoring, and towing requirements.

New Rope Tensile Strengths are based on tests of new and unused rope of standard construction in accordance with manufacturer's Standard Test Methods. It can be expected that strengths will decrease as soon as a rope is put into use. Because of the wide range of rope use, changes in rope condition, exposure to the many factors affecting rope behavior, and the possibility of risk to life and property, it is impossible to cover all aspects of rope applications or to make blanket recommendations as to working loads.

**Working loads** are given for rope in good condition with appropriate splices, in non-critical applications and under normal service conditions. Working loads are based on a percentage of the approximate average breaking strength of new and unused rope of current manufacture. For Samson Braided Ropes used under normal conditions, the working load percentage is between 11% and 20% of published strengths.

Normal working loads do not cover dynamic conditions such as shock loads or sustained loads, nor do they cover where life, limb or valuable property are involved. In these cases a lower working load must be used. A higher working load may be selected only with expert knowledge of conditions and professional estimate of risk, if the rope has been inspected and found to be in good condition, and if the rope has not been subject to dynamic loading (such as sudden drops, snubs or pick-ups), excessive use, elevated temperatures, or extended periods under load. Working loads, whenever given, do not apply in such applications as towing lines, rescue ropes, life lines, safety lines, climbing ropes, or the like.

Normal working loads are not applicable when rope is or has been subject to dynamic loading. Whenever a load is picked up, stopped, moved or swung there is an increase force due to dynamic loading. The more rapidly or suddenly such actions occur, the greater this increase will be. In extreme cases, the force put on the rope may be two, three, or even more times the normal load involved.

Examples could be ropes used as a tow line, picking up a load on a slack line or using a rope to stop a falling object. Dynamic effects are greater on a low elongation rope such as polyester than on a high elongation rope such as nylon, and greater on a shorter rope than on a longer one. Therefore, in all such applications normal working loads as given do not apply. For dynamic loading applications, for applications involving severe exposure conditions, or for recommendations on special applications, consult the manufacturer.

**DANGER TO PERSONNEL**

Persons should be warned against the serious danger of standing in line with a rope under tension. Should the rope fail, it may recoil with considerable force. In all cases where any such risks are present, or there is any question about the loads involved or the conditions of use, the working load should be substantially reduced and the rope be properly inspected before every use.

Avoid using rope that shows signs of aging and wear. If in doubt destroy the used ropes.

No type of visual inspection can be guaranteed to accurately and precisely determine actual residual strength. When the fibers show wear in any given area, the rope should be replaced, downgraded, or replaced. Check the line regularly for fraying, broken yarns. Pulled strands should be rethreaded into the rope if possible. A pulled strand can snag on a foreign object during a rope operation.

Both outer and inner rope fibers contribute to the strength of a rope. When either is worn, the rope is naturally weakened. Open the strands of rope slightly and look for powdered fiber, which is one sign of internal wear. A heavily used rope will often become compacted or hard which indicates reduced strength. The rope should be discarded if this condition exists.

Avoid all abrasive conditions. All rope will be severely damaged if subjected to rough surfaces or sharp edges. Chocks, bits, winches, drums and other surfaces must be kept in good condition and free of burrs and rust. Pulleys must be free to rotate and should be of proper size to avoid excessive wear.

Avoid chemical exposure. Rope is subject to damage by chemicals. Consult the manufacturer for specific chemical exposure, such as solvents, acids and alkalis. Consult the manufacturer for recommendations when a rope will be used where chemical exposure (either fumes or actual contact) can occur.

Avoid overheating. Heat can seriously affect the strength of synthetic ropes. The temperature at which 50% strength loss can occur are:

- Polypropylene 150°F, Nylon 150°F, Polyester 390°F. When using rope where temperatures exceed these levels (or if it is too hot to hold), consult the manufacturer for recommendations as to the size and type of rope for the proposed continuous heat exposure conditions.

When using ropes on a capstan or winch, care should be exercised to avoid surging while the capstan or winch head is rotating. The friction from this slippage causes localized overheating which can melt or fuse synthetic fibers, resulting in severe loss of tensile strength.

All rope should be stored clean, dry, out of direct sunlight, and away from extreme heat. It should be kept off the floor, on racks to provide ventilation underneath. Never store on a concrete or dirt floor, and under no circumstances should girdle and acid or alkalies be kept in the same building. Some synthetic rope (particularly polypropylene or polyethylene) may be severely weakened by prolonged exposure to ultraviolet (UV) rays unless specifically stabilized and/or pigmented to increase its UV resistance. UV degradation is indicated by discoloration and the presence of splinters and slivers on the surface of the rope.

For free inspection guidelines, additional information and/or assistance, contact one of the Samson locations.