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COVER PHOTO:

A crew from Ruppert Landscape Company works at establishing a marsh from this wasteland at the Fort McHenry Tunnel in Baltimore. (Photo courtesy of Ruppert Landscape Company.)
Are you blowing your horn enough?

Do people know that you are an environmentalist? Do they know that the care you provide to the trees in America's towns and cities is critical to the preservation of our environment? You are a positive force in society.

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You need to blow your horn. You need to tell people the whole story about trees and the environment. You need to help the public understand the importance of mature trees. They provide the oxygen we need to breathe, and filter the air of pollutants. Trees provide sound barriers and reduce energy costs by providing shade in the summer and wind barriers in the winter.

Most important, people must be made aware that trees in urban and suburban environments are subject to people pressures. They can't easily live as long as forest trees.

Of course, the bottom line is the role that you and the property owner share in tree preservation. If the owner isn't conscious of the need for tree care, you aren't even in the equation. In that situation, you have more educating to do. Both the National Arborist Association and International Society of Arboriculture can help you with informational brochures. You have to increase your regular customers' awareness of the importance of trees, the care trees need, and the professional services you can provide.

This industry has never been in a better position to be part of the environmental movement.

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Robert Felix, Publisher
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Ocean City, Maryland recently experienced a series of nor'easters. The storms devastated much of the shoreline, destroying many of the sand dunes, creating sandbars and ripping up wooden fences and walkways. Ruppert Landscape Company constructed 22 miles of sand fence and planted over three million clumps of beach grass to repair the damage.

By Kathleen Obenschain

As the world grows more sensitive to the environment, corporate America is faced with increased regulation and a public that demands businesses work in harmony with nature. Ruppert Landscape Company, of Ashton, Maryland, is the middle ground - a business involved in an industry that restores the environment and beautifies properties.

"It's no secret that new environmental regulations, such as stringent tree preservation laws guarding native areas, have created opportunities for tree care professionals," says John Talley, Ruppert Landscape Company's environmental branch manager. "The same is true for the landscape contracting industry where wetland mitigation is one such opportunity."

The filling of natural wetlands and ecosystems coincided with the construction boom of the '80s. Ongoing concerns for the environment are evidenced by the laws regarding wetlands protection or replacement for unavoidable losses, which have increased in recent years. In response to the pressure these regulations have placed on owners and developers, Ruppert Landscape has created a branch dedicated to environmental reclamation (including wetland mitigation and all types of ecological restoration). The company first became involved in creating wetland areas in 1985 with its work on the nationally award-winning project at Baltimore Harbour.

In its simplest form, a wetland area is any natural low-lying area to which water drains. New regulations require a no-net-loss stipulation. This means that for every acre of wetland destroyed, an acre of wetland must be established. The Army Corps of Engineers controls development within our nation's wetlands. The Corps also determines who is allowed to disturb these areas and issues the necessary permits for development and reconstruction. In some instances, a state's Department of Natural Resources is also involved in a wetland project's approval process.

The threat of red tape, additional costs and increased development time scare a lot of developers. To ease their fear, many environmental consulting firms now specialize in this area and an increasingly large number of landscape architects are beginning to design these types of projects. They are attending classes to learn about wetland plants and referring to contractors who have experience in...
Baltimore Harbour at Fort McHenry Cove before wetland mitigation: the shore was flooded with debris which Ruppert crews cleared before proceeding to grade the site.

Continuous tidal action and run-off move sand and sediments progressively into the planting area. Grasses function to stabilize the sandy shorelines and to trap sediment.

Before: Ruppert Landscape Company was challenged with transforming this area into a scenic vista. Highway construction of the I-95 Fort McHenry Tunnel caused the dumping of dredge material, resulting in the loss of 143 acres of open water.

The final product: The man-made marsh is well-established. Ruppert Landscape used grasses which were custom grown from seed collected from natural marshes. Now lush, the project is a success.
building wetlands.

Not a traditional part of the landscape, like a row of street trees or an annual display, wetlands are nevertheless an important part of the environment. The benefits reaped from wetland creation and restoration projects are many.

Wetland plantings go beyond beautifying storm water management ponds and man-made lakes by transposing low-water areas into natural focal points. Property managers often solicit landscape contractors to beautify their retention ponds, turning this common eyesore into a property showpiece.

Wetland plants absorb excess nutrients, improving water quality. Particularly at roadway drainages or sewage treatment plants, wetlands are effective at controlling runoff and filtering out impurities before it reaches open water.

Wetlands plantings are a food source and habitat for wildlife. They also provide excellent recreation areas where people can hike, fish, observe wildlife, go boating and practice photography.

Able to hold large amounts of water for a short period of time, wetland areas help protect the upland environment from floods.

Wetlands can also serve to control erosion. Saving the land from river, lake and shore-battering waters, wetland plantings help to stabilize these areas.

The three main considerations for planting a wetland area are soil, plant selection and installation schedule.

Soil - In constructing a wetland, soil is particularly critical. Soil borings to measure the soil's pH level, organic content and its relationship to the water help to determine if the soil can sustain a wetland community. The site is then graded to construct an appropriate area.

Plant selection - Because of the newness of the wetland industry, there seems to be a shortage of wetland plant suppliers. The most reliable way to secure trees, shrubs and grasses is to arrange to have them custom grown. Regulations dictate that the type of material planted must be what was filled, i.e., woodlands, grass areas, etc. Most plants can increase the aesthetic value of the land and assist in stabilizing the structure and screening the area.

Installation schedule - The best time to plant is from April to September, as the planting season for wetlands is shorter than for most ordinary landscape projects. Most wetland plant material is dormant during the colder months, so planting then would make it difficult to determine survivability rate. Additionally, vegetation planted out of season is likely to be consumed by animals in search of food.

Growing in popularity, wetlands are both functional and beautiful parts of nature, but are only one type of environmental restoration being performed today. With an eye on caring for the environment, Ruppert Landscape also manages projects involving reforestation, beach dune restoration, afforestation and soil bio-engineering.

For more information about wetland plantings, contact John Talley, Ruppert Landscape Company, at 301-774-0400.

Kathleen Obenschain is communication specialist with Ruppert Landscape Company.
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Following the rules

On a recent trip to a seminar, I became involved in a conversation with two other arborists. The subject was one that I have heard all too often. At the seminar, I heard the same topic come up with other tree service owners. The problem is that the smaller companies, without insurance or licensing, etc., are undercutting us so badly. Making matters worse, they don’t have to incur the same expenses.

Well, the truth of the matter is that these smaller companies don’t care about following the rules. They know that if they pay the help under the table in cash, then they don’t have to pay taxes or workers comp. A lot of the people who do this don’t have a lot to lose, so they don’t give a damn. They are in it for a quick profit. If it doesn’t work, they just move to another area and do it again. Any legitimate tree service operation knows all about the exorbitant expenses involved in this type of business. In California, where I work, we have very high workers comp rates. It is also required by the state that a tree service charging more than $300 have a contractor’s business license. The employee withholding taxes and E.D.D. and Social Security, etc., etc., are enough to frustrate any business person.

What is really frustrating to me is not that there are so many tree companies working “underground,” but that virtually nothing is being done to control this problem. The legitimate business owners are complaining, but who is going to make any changes? Meanwhile, the “cowboys,” as I have heard them called, are doing just great. I know of one such outfit that has bragged about pocketing over $100K in just three years. I, on the other hand, just paid my taxes, again.

What are we going to do about these small outfits that are bidding so low? How are we going to be able to raise our rates to an appropriate level? When will we be able to begin to compete against these odds?

I’m sorry to say this, but I am getting jealous. I want to start putting some money away, too. When I think about it, I’m sure I could really make some good money if I got rid of my employees and had just one “under the table” helper. I could work for cash and hardly pay any taxes! But that’s not going to happen. I have too much integrity.

We all know that there are too many regulations in any business. However, as long as the rules are there, I, for one, am going to continue to play by the rules. I am proud of the business I have built and I’m proud of my reputation. I just wish it wasn’t always a struggle to do things right and compete against those who don’t care.

Blair Glenn
Saratoga, California

Letters should be addressed to:
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Safety Is A Profit Center

By Bill R. Boguski

Safety is not something that is done because it is mandated by law. Safety should become an integral part of your everyday operating procedures. Safety, or loss control as we call it in the insurance industry, is not something that’s shoved aside and given attention only when there is an accident. It’s not a job that can be given to an individual as a secondary duty.

The fact is, an effective loss control program can affect your ability to be competitive and it can help you manage your bottom line.

An effective loss control program and good loss experience can make the difference between profit or loss in your organization.

An insurance company looks for four attributes in an effective loss control program.

The first is the attitude of management. We expect management to understand that loss control is an integral part of operations control and that controlling losses is a top priority, just as much as selling and delivering a quality service.

Second, we evaluate all of the exposures in your operations and develop recommendations that would improve operations or eliminate hazards. We also weigh management’s attitude toward complying with these recommendations.

Third, we look for the opportunity for improvement in your operations and programs. We want to know if a bad risk can be made good and if a good risk can be made even better.

Fourth, we look at accident frequency. Even though the dollar amounts paid or reserved for losses may be low, a high accident frequency tells us that controls are either not in place or are not effective. We look at frequency rather than severity because the severity of an accident is a matter of degree. For example, a splinter in the eye can be a first-aid visit to the doctor or it can be the loss of an eye. It’s all a matter of millimeters.

Pricing an account

In order to properly price an account, our underwriters need a completed application, loss information, information on your various exposures, and evaluation of your existing loss control program and its effectiveness.

With this information, our underwriters can price both your general liability and workers compensation exposures and calculate a premium that is appropriate for each given situation.

Now, let’s walk through a couple of examples to show you how your loss control or safety program has a profound impact on your bottom line.

First, let’s talk about general liability.

A number of factors go into pricing general liability.

Rates. The base rate for your industry is set by the Insurance Services Office (ISO) and is historically calculated annually as the rate needed to control losses for your class up to $25,000.

Exposures. This is simply the exposure base used to calculate your premium. In your case, this would be per $1,000 of sales.

Increase limit factor. This multiplies the rate to give you the limits that you want or need. For example, $1 million worth of limits may be 2.4 times the base rate for $25,000 of coverage.

Experience, credits, and debits. Three complete years of loss data is run through a formula to calculate your individual credit or debit based upon your particular loss experience.

Schedule credits or debits. These can be plus or minus 25%, except in New York, where they are plus or minus 15%. This factor is where underwriting judgment comes in and is the area where management attitude and an effective loss control program can be most beneficial.

Special or unique exposures. This may be a request for pollution coverage or unique or special equipment used in your operations. Usually, this is a flat charge added to the calculated premium.

Let’s walk through an example. The general liability base rate for $25,000 of coverage is multiplied by the increase limit factor and the exposure base to give you the manual rate.

In our example:

Base rate = $10
Increase limit factor for $1 million of coverage = 2.4
Exposure base = $1,000,000/$1,000 = 1,000
Manual rate = $10 x 2.4 x 1,000 = $24,000

Comparing companies

Remembering that our manual rate is $24,000, let’s look at two companies and how that rate is affected by experience rating and schedule credits to get to the premium.

ABC Tree has had a mediocre loss experience. There’s probably a higher-than-average accident frequency. The experience rate developed through the formula is a plus-15%, which modifies the manual rate of $24,000 to $27,600.

XYZ Tree has had good loss experience with fewer losses than expected, and he’s earned a 20% credit, resulting in an experience rated premium of $19,200.

What happens when the schedule credits are applied? Remember, this is
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underwriting judgment taking a look at management’s attitude towards safety and the loss control programs that are in place. ABC Tree has a below-average rating, with few loss control programs in place. Management’s attitude is poor. Therefore, ABC Tree has a 25% debit. XYZ Tree has an excellent attitude, and they have loss control programs that are in place and effective. They have a 20% credit.

Now, combining both experience and schedule credits, you see that ABC Tree has a 40% debit and XYZ Tree has a 40% credit.

When you apply the 40% debit to the $24,000 manual rate, ABC Tree’s premium becomes $33,600, while XYZ Tree, with a 40% credit, has a premium of $14,400. Add to this the unique exposures which are a flat charge, and ABC Tree’s premium is $36,000, while XYZ’s is $16,800.

Thus, XYZ Tree, with a good attitude, good loss control programs, and a good
The ISA International Conference and Trade Show is the most enduring and richest tradition in Arboriculture. It is the greatest education experience of the year — lectures, seminars and meetings plus interaction with exhibitors provide a feast of information.

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loss experience, has a premium less than half that of its competitor.

Workers comp

Now, let's take a look at workers compensation. Workers comp laws vary state by state. Three factors are used in calculating premiums - the experience modification rate, the manual rate and the units of payroll.

The workers comp premium equals the experience modification rate, times the manual rate, times the payroll units.

Much like general liability, the experience modification rate reflects your variation from the average of others in the same classification and reflects your actual losses over a 3-year period.

The experience modification rate is the actual losses divided by the expected losses of accounts in your category as actuarially calculated.

Let's take a look at two examples:

Contractor A with an experience modification rate of .6 has $100,000 in labor costs divided by 100, yielding 1000 payroll units. His manual rate is $30 per $100 of payroll. Multiplying the manual rate by the experience modification of .6 and 1000 payroll units results in a premium of $18,000.

Contractor B has the same manual rate and payroll amounts, but with an experience modification rate of 1.4, has a premium of $42,000.

The dividend to Contractor A for following safe practices is $24,000, or the difference between $42,000 and $18,000. If you were bidding a job that involved $100,000 worth of labor costs and you had to set aside $42,000 for insurance premiums versus $18,000, I think you can see that your ability to be competitive is greatly affected. You can't afford to overlook safety.

Team safety

Management commitment is an absolute necessity. You must care about safety as much as you do about quality and
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productivity. Your program has to be one with action - not just words or a safety manual sitting on a shelf.

In order to make your safety program work, I suggest that you initiate a program of team safety. Explain to employees that accidents cost the company money and without money there can’t be salaries, raises or promotions.

Let them know that safety is a profit center of the company. Ask employees for suggestions. They know what the problems are and how to correct them.

Establish achievement and recognition programs to gain employee support and involvement. Peer pressure is also effective. If an employee is not following safe practices, nobody knows it better than his or her coworkers.

Hold regular safety meetings. Regular communication is vital to the continued life of an effective safety program.

Safety is a positive attitude. It’s open and honest communication on a regular basis, combined with commitment. If you have these three factors, you will succeed in controlling your losses.

Bill Boguski is assistant vice president with ITT Specialty Risk Services, Inc. in Hartford, Connecticut. Specialty Risk Services is the loss control arm of Hartford Insurance. Hartford and the National Arborist Association offer a property/casualty insurance program to qualified NAA members. For more information, call 1-800-733-2622.

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Randy Owen, R.J. Owen Tree Service, Lum, Michigan

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Membership starts when you submit certificates of insurance.
Membership is available to commercial tree service firms only.
Are You A Computer Tyro?

By Susan B. Haupt

Tyro is a great word for a novice. It specifically means a beginner at learning something. You are probably already a computer tyro without realizing it because you use computers every day! They are in telephones, video equipment and many other things from inexpensive watches to automobiles. Our children even start using computers during their first years in school.

Just as hand-held calculators became as commonplace as typewriters in the office, so too will computers. Eventually, the day will come when you will be using them, if you aren't already, so you might as well start now. This is an especially good time because computer prices are about as low as they are ever likely to be.

Prepare yourself

You first need to learn how to use computers, but don't plunge in without preparing yourself. Start by becoming familiar with computers. Read computer magazines and talk to people who have been using computers. Spend time discussing your needs with computer dealers. Visit computer stores and ask questions about what you see. This way you can find the people you want to work with as you purchase, install and use a computer. You will need knowledgeable people to help you get started and to keep you going when you have problems.

Your computer purchase will consist of hardware and software. Hardware is the computer: a screen, keyboard, hard disk, printer and surge protector. Software is a program that tells the computer what to do.

You will need knowledgeable people to help you get started and to keep you going when you have problems.

Start slow

Word processing is the best way to learn how to use a computer. Its spell check will catch typos and other errors you can easily overlook in correspondence. You can also use software purchasing decision first, based upon your needs. Then purchase a computer with the speed and memory necessary to run the software.

You should also have blank diskettes for backing up. Backing up means making extra copy of the data you create as you use your computer. It is an essential exercise for all computer users.

Don't overbuy when you are just starting out. Before you buy anything, you must consider what your information management and storage needs are now, as well as what you think they will be in three to five years. Don't buy too much capacity when starting out, but don't buy a system that will immediately limit you, either. You can always add on as your needs change.

A good rule of thumb is to make your software purchasing decision first, based upon your needs. Then purchase a computer with the speed and memory necessary to run the software.

You should also have blank diskettes for backing up. Backing up means making an extra copy of the data you create as you use your computer. It is an essential exercise for all computer users.

Learning to use a spreadsheet is more difficult than word processing but definitely worth the effort. Creating your first spreadsheet might be one of the most difficult things you have done. However, once set up, it does all your math, thus minimizing the possibility of errors.

Spreadsheets can be easily modified and expanded. They can show you how increases and decreases in charges and costs affect the bottom line. Did your workers comp go up? Enter the new rate and watch the figures change. It takes a bit of work but, in the long run, is cost-effective because of the accounting and administrative time it saves.

Help is always available. Some computer dealers and many schools and colleges offer training sessions. In some areas, groups of people who use the same software have formed clubs so they can exchange ideas and information. Newsletters written for specific software are available by subscription. These give detailed information on using the system and are invaluable as you move beyond the basics.

After you have become relatively proficient with your first software program, you can add another. A spreadsheet is an excellent choice. There are many off-the-shelf spreadsheet programs, with Lotus 1-2-3 and Quattro heading the list.

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<table>
<thead>
<tr>
<th>SOFTWARE NAME</th>
<th>AVAILABLE FROM</th>
<th>APPLICATIONS</th>
<th>USER-DEFINED FIELDS?</th>
<th>SINGLE USER?</th>
<th>MULTI-USER?</th>
<th>HARDWARE SPECS.</th>
<th>ARBORIST-RELATED FEATURES</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Accountable Arborist</td>
<td>Berkshire Software, P.O. Box 656, Lee, MA 01238, (413)496-7713</td>
<td>AR, Billing, Job Costing broken down by dept., Scheduling, Routing, Estimating, Work in Progress Analysis &amp; Customer History, Automated Call-Back</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM, 640K RAM, 10Mb hard drive, color monitor preferable</td>
<td>Does revenues v. cost comparisons by job dept.</td>
</tr>
<tr>
<td>Arbor Computer Systems</td>
<td>Arbor Computer Systems, 117 Weston Road, Westport, CT 06880, (203) 226-4335</td>
<td>AR, AP, Payroll, Job Costing, Inventory</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM, 8088 processor or greater, 640K RAM, 2 floppy drives or hard drive</td>
<td>Custom designed to run the daily operation of a tree care company.</td>
</tr>
<tr>
<td>Armor Premier Accounting Software</td>
<td>Armor Systems, Inc., 324 N. Orlando Ave., Orlando, FL 32751, (407)829-0753</td>
<td>GL, AR, AP, Payroll, Inventory Control, Purchase Orders, Billing Order Entry, Job Cost, Customer Info, Etc.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM XT, AT, 386, 486; 512K RAM per user</td>
<td>Inventory control for tracking supplies &amp; stock, even from multiple sites.</td>
</tr>
<tr>
<td>Briefcase</td>
<td>ARI Network Services, 330 E. Kilbourn, Milwaukee, WI 53202, 1-800-658-9044</td>
<td>Sales Force Automation: Territory Mgmt., Sales Tracking, Forecasting, Call Reports, Appointments, Open Orders</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>IBM 386</td>
<td>Custom built to track specific customer info, will interact w/ mainframe or mini.</td>
</tr>
<tr>
<td>CLIP (Computerized Lawn Industry Program)</td>
<td>Sensible Software, 18761 North Frederick Ave., Suite F, Gaithersburg, MD 20879, 1-900-635-8485</td>
<td>AR, Scheduling, Routing</td>
<td>Yes</td>
<td>Yes</td>
<td>On Request</td>
<td>IBM 386 w/ 4Mb RAM, 120 Mb hard drive</td>
<td>Can print route invoices for drop off with application-specific information.</td>
</tr>
<tr>
<td>Doane System</td>
<td>Doane Ag Services Co., 4900 SW Griffith Dr., #125, Beaverton, OR 97005, 1-800-367-7082</td>
<td>Integrated Accounting, Billing, Job Costing, Scheduling</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM 386 or higher, 640K RAM, hard drive</td>
<td>Use for recurring billing, T &amp; M billing, job profit/loss statements.</td>
</tr>
<tr>
<td>Forms in the Field</td>
<td>Forms in the Field, Inc., P.O. Box 2544, Glenview, IL 60025, (708) 729-5944</td>
<td>Automated Estimate/Contract/Work Order Creation in the field, used with Lotus 1-2-3 version 3.1 or greater.</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>IBM (Mac in Fall, '93) 286, 4 Mb RAM, 10Mb hard drive</td>
<td>Produce forms at the client's site w/ battery-operated notebook computer &amp; portable printer.</td>
</tr>
<tr>
<td>Quad Arborist</td>
<td>Quad Technology, Inc., 191 South Keim St., Pottstown, PA 19464, (215) 326-5507</td>
<td>Job Tracking, Work Orders, AR, Invoices, Mgmt. Reports, Statements, Form Letters, Customer Histories</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM AT, 386 or 486</td>
<td>Automated proposals &amp; letters, interfaces w/ accounting softwares, windows version soon avail.</td>
</tr>
<tr>
<td>The Service Solution</td>
<td>Practical Solutions, Inc., 7100 N. High St., Suite 202, Worthington, OH 43086, (614)436-9066</td>
<td>Sales Tracking, Analysis, Scheduling, Routing, Billing</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
<td>IBM 386 or 486, 8Mb RAM, 130 Mb hard drive</td>
<td>Saves remarks unique to each service &amp; customer. Reviews services, creates new work orders.</td>
</tr>
<tr>
<td>Superscape</td>
<td>SoftQuest, Inc., 8711 Burnet Road, Suite F-72, Austin TX 78757, 1-800-299-9991</td>
<td>Landscape Mgmt. Bidding, Scheduling, Routing, Work Orders, Billing, AP, Time Mgmt.</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>IBM 466 w/ Windows</td>
<td>N/A</td>
</tr>
</tbody>
</table>
Also, of more importance, your new skills will make the conversion of your valuable financial data from a manual system to a computer system so much easier.

It is important to keep one thing in mind during what is frequently a discouraging learning period. Everybody started off knowing absolutely nothing about computers. The first time we used computer software we had to make a long-distance call to find how to get out of the program. It was, logically, either Exit or Quit. And now that is one less thing you have to learn.

Susan Haupt is president of Lobo Management, Inc., and a business consultant with 35 years tree care management experience. Her areas of expertise include accounting systems emphasizing cost analysis and management; company standards and policy; computers and software. She helped to develop “The Accountable Arborist,” a complete job management and accounts receivable software system. Her address is Jug End Road, P.O. Box 261, South Egremont, MA. Phone: 413-528-5030.

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   - The relationship between electrical hazards and trees.
   - Safe tree care practices around all electrical conductors.
   - Aerial rescue techniques.
   - Compliance with OSHA regulations.

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   - A hard hat decal
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OSHA Reform Introduced

By Brian Barnard

As expected, both the House and Senate have introduced bills to revise the 21-year-old Occupational Safety and Health Act (OSHA). Known as the Comprehensive Occupational Safety and Health Reform Act (COSHRA), the bills aim to reduce the number of job-related deaths and injuries, according to Rep. William Ford, (D-Michigan), chairman of the House Education and Labor Committee and one of the bill’s sponsors.

Approximately 10,000 job-related deaths, 1.7 million disabling injuries, and 390,000 cases of occupational disease occur each year.

While some experts believe that the reform measure will not go into effect for two years, its passage will affect the commercial arborist.

The bill would require employers with 11 or more workers to set up joint labor-management safety and health committees to “reduce or eliminate hazards and to prevent injuries and illnesses to employees.” The committees would be expected to establish written programs to identify, evaluate and document safety and health hazards. Also, the written plan must include methods and procedures for correcting safety and health hazards.

COSHRA also would increase fines for violations and expand provisions for criminal prosecutions. The bill extends these criminal penalties to employers “...and every officer, management official, or supervisor having direction, management, control, or custody of any place of employment of such employee.”

This means a crew leader on a job site could be fined or go to jail if convicted of willfully violating OSHA regulations.

The revision also includes OSHA coverage of state and local government workers, and mandates standards on ergonomics. If passed, COSHRA would mandate that the Secretary of Labor issue a final standard on ergonomic hazards in two years.

The intent of the bill, which has the backing of labor, is to increase employee bargaining power to offset OSHA’s supposedly weak monitoring ability.

The prospect for passage is unclear. Some predict the current version, which was introduced by Democrats and has the support of the United Auto Workers, will move swiftly.

However, COSHRA has already met resistance. Republicans, who say the bill is a blanket approach that does not address specific situations, are expected to introduce their own version of OSHA Reform in the House. The Employee Policy Foundation also criticized the bill, estimating that COSHRA could cost the private sector $26 billion annually.

Gary Visscher, a minority staffer for the House Education and Labor Committee, was quoted as saying, “It may take two years for the bill to reach both floors.”

Judge Issues Ruling on Ergonomic Hazards; Dismisses $1M in Penalties

In the absence of a federal ergonomic standard, the Occupational Safety and Health Administration cannot use the General Duty Clause to enforce repetitive stress disorders, administrative law Judge David G. Oringer has ruled.

The case, Secretary of Labor v. Pepperidge Farm, Inc., No. 89-0265, stems from a $1.4 million OSHA citation of Pepperidge Farm, Inc., in 1988. Oringer dismissed nearly $1 million in penalties.

Oringer’s ruling marks the first time a legal connection has been made between the workplace and ergonomic injuries. This connection, coupled with the judge’s ruling, could prompt a specific OSHA regulation on ergonomics.

OSHA’s General Duty Clause requires employers to maintain a workplace free from recognized hazards. In order for the Secretary of Labor to prove a firm violated the General Duty Clause, it must prove that a hazard exists, the hazard was recognized, the recognized hazard could cause serious injury, and a feasible means for abating the hazard was in effect at the time of the inspection.

Oringer ruled that the government met the first three criteria but not the fourth. OSHA cannot force employers to “experiment” to reduce job safety hazards without specific standards. If OSHA were to promulgate an ergonomic standard, employers could then be required to experiment with alternative methods to eliminate hazards.

The case is not yet final. Both parties may review the decision. If no review is filed, the decision becomes a final order.
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Chain Saw Safety

By Peter Gerstenberger

Arborists log thousands of hours of chain saw use every year without incident, but there is always the potential for injury. While there are several causes of injuries, there are three lines of defense against them.

Kickback

Kickback is by far the leading cause of chain saw cuts. This occurs when the chain on the upper portion of the bar tip hits a solid object or takes too large a cut. The saw is forced in an upward arc toward the operator. The chain saw can drive a chain at 3500 RPM's with 1100 pounds of thrust.

Kickback can occur seven and a half times faster than your reflexes.

Good technique - including proper stance, knowing where the bar tip is, keeping two hands on the saw and never cutting with the upper quadrant of the bar tip - will prevent most kickback accidents.

Other injuries

Slicing cuts occur when a chain saw unexpectedly slices through a limb or log, striking the operator in the foot or leg. The left thigh or knee is most prone to slicing cuts, which are most likely to occur when the operator is tired or has poor footing.

Proper operation

Proper training and awareness are the first line of defense against chain saw injury.

You should have firm footing or be held securely in the tree. The saw bar should be clear of surrounding branches or other obstructions.

Proper stance is important for safe operation of a chain saw. Your left hand should be on the front handle, elbow straight. Even if you are left-handed, you must operate a saw with your left hand on the front handle.

Your left thumb should be wrapped around the handle. This will prevent your hand from slipping off the handle. Cuts to the back of the left hand are common chain saw injuries.

Your body should be entirely to the left of the chain saw to prevent any upward movement of the saw from striking your body.

Keep the elbow of your left arm locked so that if the saw kicks back, the force pushes your whole body away rather than pushing the saw up toward your head.

There are times you may be tempted to operate a chain saw with one hand. Don't do it. If you find you need one hand to steady yourself, then you should reposition or secure yourself in such a way that you can use both hands on the saw.

Saw features

Chain saw engineering provides a second line of defense against injury.

Saws manufactured after 1985 are required to have front hand guards and features to reduce kickback. Saws with engines 3.8 cubic inches and larger must have at least one such feature; smaller saws must have at least two.

Bar tip guards, guide bars with a tighter curve at the nose and low kickback saw chains are anti-kickback features. You should make certain to have adequate anti-kickback protection on the saw you use.

The most popular anti-kickback feature is the chain brake. Test your chain brake about once a month or more often.
To test, place the running saw on a stable surface clear of obstructions. Holding on with both hands, open up the throttle. Without letting go, activate the chain brake by rotating your left wrist forward. The chain should stop immediately.

Operators should make sure that the chain brakes on their saws work and should not disconnect them. Keep the internal parts of the brake free of oil and dirt, and replace worn out or broken parts promptly.

They should also make sure that the raker teeth on the chain have not been filed further than what is recommended by the chain manufacturer. Often, the manufacturer will provide two depth settings, one for soft woods and one for hard woods. There are many filing tools to help you get the proper tooth angle and raker depth for the chain you are using and wood you are cutting.

**Personal protection**

Protective work apparel is the final line of defense against saw injury. Regardless of the chain saw you pick or the job you use it for, you must be equipped with personal protective equipment. You must wear a hard hat and sturdy work boots. Gloves are recommended. You may wish to get gloves with ballistic protection specially designed for chain saw operators.

You need eye protection to guard against flying debris and dust. Many arborists like to wear full face shields; if you choose to wear a face shield, you must still wear separate eye protection.

You should wear hearing protection if you will be operating a saw or another noisy piece of equipment for long periods. Prolonged exposure to noise in excess of 90 decibels can damage your hearing. Chain saws typically operate at between 100 and 120 decibels. A good rule of thumb is to wear hearing protection any time you are operating a chain saw.

A growing number of arborists, including some of the nation’s largest commercial companies, have field-tested and are advocating the use of saw pants and other types of ballistic protection, especially for saw use on the ground. Many even find them comfortable enough to wear while climbing.

There are many manufacturers of chain saw protective clothing. Recently, Husqvarna Forest and Garden Company,
the maker of Husqvarna chain saws, introduced its own line of protective apparel.

Husqvarna's ProForest system offers head, face and hearing protection. It consists of a UV-resistant ABS plastic helmet, comfortable suspension, NRR-22 hearing protectors, and metal screen face protection with nylon visor sealing.

Pro Forest pants have an outer layer of Ambush Cloth, which is lightweight and breathable but may be the toughest fabric around. Multi-layered warp knit nylon/polyester protects the front and sides of the leg and the full calf. The pants feature zippered bottoms, 5-pocket design and an elastic waist. They are machine washable.

Pro Forest chaps also feature an outer layer of Ambush Cloth, providing protection similar to the pants. They feature a tool pocket and are washable. Quick-release snaps allow the chaps to be put on and taken off easily.

The Pro Forest woodsman's shirt has vents for extra breathability, an extended tail for coverage when bending, pockets and a comfortable pull-over design.

Pro Forest products are designed to meet new American Pulpwood Association standards and are endorsed by world logging expert Soren Eriksson. For more information, call Mark Michaels, product manager, at 1-800-438-7297.

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Contact: David Shaw, 908-431-7903

June 13-18
Urban Forestry Institute
The Urban Forest: Planning

June 17-18
Park & Recreation Design Symposium
Little Rock, Ark.
Contact: National Institute on Park and Grounds Management, 414-733-2301

July 14
Annual Nursery Field Day
Hampton Roads Agricultural Experiment Station, Virginia Tech University
Virginia Beach, Va.
Contact: 804-363-3900

July 25-27
International Lawn, Garden and Power Equipment Expo
Kentucky Exposition Center
Louisville, Ky.
Contact: 800-558-8767

August 8-11
ISA 69th Annual Conference
Bismarck Civic Center
Bismarck, N.D.
Contact: 217-355-9681

September 20-25
National Urban Forestry School
Session I
Nebraska City, Neb.
Contact: Arbor Day Institute, 402-474-5655

September 26 - October 1
National Urban Forestry School
Session II
Nebraska City, Neb.
Contact: National Arbor Day Foundation, 402-474-5655

October 4-5
ISA, Mid-Atlantic Chapter Meeting
Contact: Gary Johnson, 301-405-4691

October 22-24
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Former Penn-Del President Dies

Michael L. Simmons, 45, of Jersey Shore, died in March following a lengthy illness.

A graduate of Hazleton High School, he received a master’s degree in forest resources from Penn State University.

He was employed as a technical representative for Tree Inject Systems Limited, based in Cheektowaga, N.Y., since 1981. He had also operated the former Wright Lawn and Tree Care Service, Williamsport.

He was a former president of Penn-Del Chapter of the International Society of Arboriculture from 1985 to 1987, and headed the organization’s Research Trust Fund. He was a Pennsylvania representative for the Horticulture Trade Alliance and its policy chairman. He was a member of the Society of Commercial Arborists, the Society of American Foresters, and the National Arborist Association.

He coached Little League for Susquehanna Transit Team of Greater Susquehanna Valley League.

He was a member of St. Luke’s Catholic church.

An Army veteran of Vietnam, he received a Bronze Star and an Army Commendation Medal.

He was an avid hunter and fisherman. Simmons is survived by his wife, Evelyn R. (Barrett); two sons, Michael and Christopher; his parents, Michael L. and Mary Natishin Simmons; and a sister, Janice Simmons.
New Book Recounts Fascinating Folklore

Do you know why the ginkgo is called the “stink bomb tree,” and why the magnolia is called the “bat” tree, or for whom the Douglas fir was named?

The environmental movement has brought with it a renewed fascination with nature, not only on the scientific level but on the aesthetic as well. The Folklore of Trees and Shrubs by Laura C. Martin taps this interest in an engaging collection that encourages a deeper appreciation of the history and personalities of some of the most important green plants on our planet.

This alphabetical compendium describes 100 trees and shrubs, with factual information as well as lore and interesting anecdotes. The book covers many aspects of these majestic masters of the forest, from their medicinal and cosmetic uses, both ancient and modern, to their significance in myth, religion and culture.

The Folklore of Trees and Shrubs is available at your local bookstore (ISBN: 1-5644-018-2, published April 1992). It can also be purchased directly from The Globe Pequot Press, toll-free, 1-800-243-0495 (In CT: 1-800-962-0973). The cost is $24.95 hardcover, plus $3.00 for shipping and handling.
Chevy trucks for 1993 feature new electronic control automatic transmission with improved shifting for models under 8600 pound GVWR; enhanced 4.3L Bortec V6 (L 35) with Central Port Fuel Injection and improved electronic spark control and engine idle. A $500 coupon redeemable on the purchase of a new Chevy light-duty truck is available to National Arborist Association members. For further information, contact Chevrolet Motor Division Commercial Truck Headquarters, P.O. Box 1000, Plymouth, MI 48170. Phone: 800-759-5550.

Armor Systems, Inc., has released a new accounting software package for the agriculture/nursery-related market. Armor Premier Accounting Software can increase productivity, reduce costs and control business activities for arbors, nurseries, garden centers and agriculture-related businesses. Armor Premier can track inventory and sales, help maximize cash flow and balance your cash drawer for quick and simple closeout. For further information contact Armor Systems, 324 N. Orlando Ave., Maitland, FL 32751. Phone: 407-629-0753.

Growth Products, Ltd., introduces Essential, a liquid solution for the management of organic matter in soil. Essential contains a unique blend of carbon-rich materials to provide the various stages of decomposition. Essential is designed to provide an energy source for microorganism and supplement plant nutrition with simple and complex sugars, enzymes, amino acids and natural organic chelates. For further information contact Growth Products, Ltds., P.O. Box 1259, White Plains, NY 10602. Phone: 800-648-7626.

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A new video on the safe storage and containment of chemicals is available free from Safety Storage, Inc. “Professional Hazmat Solution” focuses on chemical and hazardous materials storage requirements and how the company’s prefabricated buildings and secondary containment products can be used to comply with federal, state and local regulations. The units are constructed of specially coated, continuously welded steel and are available with capacities up to 348 square feet. For further information, contact Safety Storage, Inc., 2301 Bert Drive, Hollister, CA 95023. Phone: 408-637-5955.

Hercules Engine Company, Canton, Ohio, has developed a fluid coupling for drum or disc chippers. Its unique design mounts the coupling directly to the engine flywheel housing to maintain a close coupling with the chipper. It is designed for the Hercules model G1600 4-cylinder, 61 hp gasoline and model D2300 4-cylinder, 74 hp diesel engines, and is available on Hercules-powered Asplundh, Bandit and Morbark chippers. For more information, contact your chipper manufacturer, or Hercules Engine Co., P.O. Box 24101, Canton, OH 44701-4101. Phone: 216-438-1315.

Hodges Mfg., Co., introduces its new hydraulic stump router. Its patent pending design features wheels that extend hydraulically to 52 inches for safe operation and towing; they move in to 34 inches for going through narrow gates. It takes stumps out from 30 inches above ground to 16 inches below ground, is self-propelled, both wheels drive, and operates hooked or unhooked from the tow vehicle. For further information, contact Hodges Mfg., Co., Inc., Rt. 4, Box 328B Mountain Home, AR 72653. Phone: 800-525-6312.

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TREE CARE INDUSTRY - MAY 1993
Entice, a feeding stimulant manufactured by Custom Chemicides, is a compound developed to improve pest control of both biological and contact pesticides. When used with biological insecticides, Entice stimulates the appetite of chewing insects. It can help these products control targeted insect populations without hazards to humans or the environment. When used with contact insecticides, Entice helps keep the targeted insects in the treated area longer for greater control. For further information contact Custom Chemicides, P.O. Box 11216, Fresno, CA 93772.

Neogen Corporation has acquired 10 diagnostic test kits from Agri-Diagnostics Associates. The products join Neogen's family of more than 90 diagnostic kits for the agriculture, food and pharmacologic industries. These on-site test kits allow users to conduct accurate disease detection and diagnosis without a laboratory. The tests are based on immunoassay methods in which antibodies have been developed to recognize specific plant pathogens. For further information, contact Neogen Corp., 620 Lesher Place, Lansing, MI 48912. Phone: 517-372-9200.

DJK Enterprises introduces the Yard Ball for composting, the newest technology in managing residential yard waste. The Yard Ball can hold up to 15 bushels of yard waste for quick conversion to a few handfuls of usable organic compost. It weighs 30 pounds empty and its panels are easily snapped together to make the 42-inch sphere which can be rolled to any location. The Yard Ball is constructed of rigid high-density polyethylene with UV stabilized color additives. For further information, contact DJK Enterprises, Inc., P.O. Box 692, Cedar Falls, IA 50613.
HELP WANTED

Horticulturist: Sales and service as District Manager for fast growing N.J. tree care co. Sales experience preferred. In-depth horticulture knowledge required. Total compensation and growth opportunities are superior. Send resume and salary history to: Tree-Tech, Inc., 1248 Sussex Turnpike, P.O. Box 158, Mt. Freedom, N.J. 07970. Attn: Personnel Dept.

Sales: Green industry tree care - Bartlett Tree Experts has been caring for America's trees since 1907. We are looking for well organized, self-motivated sales reps. Sales prof's are compensated at a commission rate commensurate with their profitability. A small business challenge, in a corporate environment. Horticultural/business degree preferred. Experienced only. Health & life insurance, company car. Openings in Nassau-Suffolk, Westchester counties NY. Resumes to Bartlett Tree Experts, 345 Union Avenue, Westbury, NY 11590, or call 516-334-0648.

Growing tree care company seeking qualified arborist for a foreman's position. We are looking for individuals who have a passion for trees and enjoy the challenge of caring for them. If you want to be part of a positive organization, where your ideas and accomplishments will be recognized, submit a resume to Bayou Tree Svc., 264 Industrial Ave., Jefferson, LA 70121. Phone: 504-837-8733.

Sales representative - 50-year-old firm in north Mass. area is seeking an aggressive yet personable representative. A strong background in mechanized tree service is necessary. Full benefits and incentives. Send resume to Community Tree Service, Inc., 163 Billerica Road, Chelmsford, MA 01824.

Horticare Professional Landscape & Tree Service is hiring certified arborists and crew leaders with proven experience in arboriculture. Excellent career opportunities and benefits for arborists who are self-motivated, safety oriented, team players and believe in the highest quality standards of customer satisfaction. Degree in horticulture, forestry or arboriculture and pesticide certification a plus. Come live and work in the beautiful Smokey Mountains of Asheville, N.C. Send resume to Darrell Schneider, P.O. Box 1373, Candler, NC 28715. Phone: 704-667-5601.


Hot career opportunity in tree care. Come work where America plays - in Palm Beach County on Florida's Gold Coast. Expanding tree care company needs aggressive, knowledgeable person experienced in all phases of tree care. If you want year-round work, unlimited advancement potential, full benefits, generous compensation based on experience, FAX resume to Zimmerman Tree Service, 407-966-4612.

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TREE CARE INDUSTRY
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(f) apartment complex or other institution
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(l) Other _______________________

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(c) Vice-President (d) Manager (general)
(e) Superintendent (f) Forester
(g) Supervisor (h) Director
(i) Purchasing Agents (j) Landscaper
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May 1993 Issue

This card expires September 1993

Please allow up to six weeks for replies. TCI is not responsible for any advertiser's failure to respond to a request. The listing of an advertiser does not constitute affiliation with or endorsement by TCI.

Twenty-year established tree & shrubbery service, excellent reputation. Located north central Idaho. Two major colleges, select clientele, 85 to 100K gross. Two-man payroll. Two hours from Idaho wilderness. Inquiries to TCI, Box 5, PO Box 1094, Amherst, NH 03031.


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DeepRoot™ tree root barriers provide a solution. Made with 50% recycled plastics DeepRoot has had proven results for 17 years and is specified by hundreds of cities nationwide.

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Trees are good for you.

Trees are beautiful, provide oxygen, clear pollution and offer cooling shade on hot summer days.

Tree roots however break up sidewalks and other hardscapes, causing people to trip and leaving cities and others liable for injuries, repairs and restoration. Patented DeepRoot™ tree root barriers provide a solution. Made with 50% recycled plastics DeepRoot has had proven results for 17 years and is specified by hundreds of cities nationwide.

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Truck and boom reconditioned, $29,500. Tamarack. Phone: 315-386-8273.

80' Big John tree spade on 75 Chev. C-90. Ready to work, $22,500; 45' Big John trailer, mounted, like new condition, $14,500. Phone: 518-377-3452.


Skyworker - Largest new parts inventory, used equipment inventory, major service facility in


1988 L-8000 Ford tandem w/240 hp Ford diesel, 16 front, 44 rears, set back front axle. Allison automatic trans., mounted w/Big John AA90 tree spade in excellent condition. $75,000 or B.O. Phone: 407-968-104.
Hardware and software, by an arborist for the arborist. For more information about the industry's best selling package, call or write Arbor Computer Systems, 117 Weston Road, Westport, CT 06880. Phone: 203-226-4335.


Looking for a used chipper? Call the Midwest's chipper supermarket. We have Morbark, Bandit, Asplundh, Wayne & Mitts chippers. Some in great shape & some not. Alexander Equipment, 708-268-0100, or FAX: 708-268-0114.


65' Alpine Skyworker, excellent condition, mtd. on Int. w/low hrs. on rebuilt V8, 2-speed rear/ Call John, 401-943-3456. $22,000.


Chlorosis tree medicine. 100% effective in oaks, many deciduous trees. 10-minute application. Guaranteed for iron chlorosis. Sample, $29/qt. treats 16 trees. Postpaid. Information and instructions free. Pin Oak Tree Specialist, 7310 North 39th Terrace, Omaha, NE 68112. Phone: 402-455-9384.

WANTED

Used chipper truck with crew cab needed. Shady Tree Service. Call Doris or Richard. 914-769-2756.

Classified ad rates: $45 per inch (1-inch minimum), payable in advance, due the 20th of the month 2 months prior to publication. Send ad and payment to: Tree Care Industry P.O. Box 1094 Amherst, NH 03031
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FROM THE FIELD

Where Is My Hardhat?

By Joseph J. Camilliere III

The other day I pulled up to a job site to check on a crew pruning and cabling a large English elm. As I parked the truck and opened the door, I reached over for my hardhat, but it wasn’t there.

“No bother,” I thought as I approached the crew, who were busy installing an eyebolt.

The foreman yelled down to me: “Hey! Tie on that hacksaw.” I did, and as the hacksaw was pulled skyward I noticed a small object plummeting downward. I bobbed and weaved, but this little object had “medulla-seeking-radar”... BOP!

A washer from 50 feet up bounced off my head and disappeared into the snow. It didn’t hurt much, or even bleed, but it did create a golf ball sized welt.

As I soothed this new appendage with a snowball, I thought: “Good thing he didn’t drop the bolt!” (5/8ths-inch by 18 inches)

I sat in my truck for a few moments wondering what had happened to my hardhat. Lo and behold, a flash of green appeared on the floor. Buried under empty coffee cups and candy wrappers...my HARDHAT!

I have since cleaned out my truck and vow to keep it clean. More important, I purchased a $10 hardhat holder which keeps my hardhat proudly displayed and always available.

“Cleanliness is next to godliness.” I almost found out the hard way how true that is.

Joseph J. Camilliere III is an arborist with the Carpenter-Costin Company, Inc., in Swampscott, Massachusetts.

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 be considered for publication. Articles and photos must be received by the first day of the month for the following month’s issue.
For those as serious about what they do as we are...

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are always available for immediate shipment from 
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- 2 Ropes in One
- Rope-within-a-rope construction provides twice the strength and life.
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- Color Coded to lessen rope confusion
- Cut to any Length
- Shipped within Hours of your Order
- Twice the tensile strength of 3-strand and single Braid Bull Ropes

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**American Arborist Supplies'**

**Practical Rigging**

An American Arborist Supplies sponsored article

By: Ron Danise

**SAFETY: DEALING WITH REMOVALS NOBODY WANTS**

It seems that much of what we do these days has been taken from the workplace and reduced to formulas. For many, this makes learning new ideas much easier. The exchange of information, whether abstract formulas or practical applications, is vital and this is what makes workshops and trade shows so important.

It was at one of these get-togethers that I realized that there are Five Key Steps to the way I handle difficult removals; the removals nobody wants.

**Number One:** Match the tools to the job. Would a crane be the safest and most cost-effective way to do this removal, or does it have to be rigged out by hand? Also keep in mind that by using more coated double-braid (ie: stronger) ropes on our jobs, we run into a new problem. Many climbers overlook the fact that the rope may be much stronger than the tree being used as the anchor point. You might find yourself going down with the ship...which seems like a ride we could all do without.

**Number Two:** Consider the location. Ask yourself "What do I have to work around and how much room do I have to work with? Is this a tree my people are comfortable doing? Are any of the major limbs dead or is the whole tree dead? Is it safe to climb? Is it strong enough to lower limbs and blocks of wood?"

**Number Three:** Choose the right people for the job at hand. Your choice of crew is as important as any other factor on the job. The outcome of everything from safety to profit hinges on who does what and how the problems are approached. It is a fact of life that some climbers can handle problem trees and tight work locations better than others. You should let people find their own groove. Tree men, like all people, have their strengths and weaknesses. Matching the individual with the job is critical.

Remember though, the climber is only part of the crew. While he is responsible for making the decision of which limb to cut and what size chunk will be taken off, getting the cut safely to the ground is the responsibility of the ground crew.

**Number Four:** Will the job be worth the trouble? When selling the job, try to think of the ways it will affect your crew. Taking work just to get another job may cost you more than it is worth; not just in dollars, but in the resulting stress on your crew. Accidents are more likely to occur during difficult removals which, by their nature, create undue stress on those involved. Good crew members are hard to find and hard to keep.

**Number Five:** Who am I bidding against? When bidding on a job, always give a firm price. About a year ago, I got a call to look at a tree which needed to be removed. I met the customer on the site. I looked at the tree and the site, and asked about underground wires, irrigation and the septic system. All three were buried near or under the work area, so we would have to rope more of the tree than if we were working out in the open. When I quoted the price, the customer laughed a little and said "If you want the job, you'll need to sharpen your pencil and look over the tree once more." So I did.

I thought for a minute and said "This is a high-risk tree. It will cost: a hundred dollars more than I had originally quoted."

He looked at me with a wide-eyed stare, laughed and said "Okay, do the job before the price goes up again." We have been working with this customer regularly ever since.

Remember that all formulas, while great in the abstract, need to be modified to meet each individual situation and the needs of the customer and of your crew. Always keep in mind that good companies attract good people: long-time customers and loyal crew members. ▼
You demand performance, reliability and value from your tools and rope is certainly one of the Arborists most important tools.

At Samson we build the best rope for the job. Climbing, lifting or lowering, Samson ropes have been proven the best by the two toughest critics anywhere: the Professional Arborist and Father Time.

Since 1884 Samson has offered the highest quality ropes to our customers. Today, professional Arborists rely on Samson rope for maximum performance and value.

**ASK A PRO**

Ask a climber who knows us and he'll probably talk about True-Blue™, our premium climbing rope in a distinctive, high-visibility blue. Or Arbor-Plex, the industry workhorse, the most widely used climbing and bull rope. Perhaps he'll mention Tree-Master, the world's best 3-strand climbing line. Or maybe he's using Pro-Master, a strong and tough 3-strand bull rope that's priced right for any job.

**NEW STABLE BRAID: A STRONGER, MORE DURABLE BULL ROPE**

Now Samson is introducing something new to the arborist industry: Stable Braid. A double braid construction with the ultimate combination of strength and durability, it's ideally suited to block and bollard rigging systems. Available with our Samthane coating, Stable Braid's durability and abrasion resistance are unmatched in the industry.

**BREAKING STRENGTHS:**

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<td>15,500</td>
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<td>3/4&quot;</td>
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<td>10,800</td>
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<td>28,400</td>
<td>18,700</td>
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When you want quality tools go to your professional Arborist supplier and ask for Samson, we've been here all along with the best ropes you can buy.

*Please call or write for a sample and the name of the dealer nearest you.*

**SAMSON OCEAN SYSTEMS, INC.**

2090 Thornton Street
Ferndale, Washington 98248
(206) 384-4669
On Some Brush Chippers
Distance To The
Feed Rollers Is About
The Length Of Your Arm!

WARNING!

Due to recent accidents in Michigan (as well as New York, Florida and Chicago) involving non-Vermeer brush chippers, the following safety regulation has been adopted by the Michigan OSHA, and according to the NATIONAL ARBORIST ASSOCIATION, this requirement may soon become effective across the entire U.S.

"The American National Standards Institute (ANSI) has determined that a distance of 85 inches shall be maintained from the blades out the hopper and down to the ground. Our position is that with the addition of infeed devices the hazard is now closer to the operator increasing the probability of serious injury or death which the recent accidents indicate. To reduce this probability we are requiring that 85 inches be the minimum distance from any hazard to the employees whether it is the blades or infeed mechanism with sides having sufficient height to prevent operating personnel from exposure to the hazard during normal operation."

Michigan Dept. of Labor, Bureau of Safety and Regulations, MI-OSHA

All Vermeer Brush Chippers meet or exceed the new MI-OSHA safety regulations.

1220 & 1250 BRUSH CHIPPERS

Longer feed tables on Vermeer 1220 and 1250 Brush Chippers give you roughly twice the distance as some competitive units! More protection for your operators. More leverage when you're feeding heavy limbs. Plus, you can fold it up and lock out the "uninvited" when the machine is idle.

Also, check out the feed rollers. Spring-loaded vertical rollers allow you to get an aggressive bite on material up to 12 inches in diameter and virtually eliminate the wrapping problems which commonly occur when handling viney material with older chipping machines.

Call today! (800) 829-0051 for details and the name of your Vermeer dealer.

Please circle 47 on the Reader Service Card