MODEL 2500-4
☆ 25 HP Kohler Command Engine ☆ Stable Four Wheel Stance ☆ Complete Hydraulic Control Including Steering & Propulsion ☆ Compact 35” Width Fits Easily Through Gates ☆ 1” Thick Cutter Wheel ☆ Shown With Dual Wheels Option

MODEL 3500
☆ Economical Tow Behind Unit ☆ Shown With Optional Remote Control ☆ Heavy Duty Construction

MODEL 4100-D
☆ 41 HP Deutz Diesel ☆ Big Cutting Power in a Mid-Size Machine ☆ Optional Remote Control

MODEL 10600
☆ 106 HP Four Cylinder Turbo-Charged Deutz Diesel Engine ☆ Great for Land Clearing

MODEL 7200
☆ 72 HP Four Cylinder Turbo-Charged Deutz Diesel Engine ☆ Massive 1 1/2” Thick 31” Diameter Cutter Wheel with 48 Teeth ☆ Unmatched Cutting Dimensions

J.P. Carlton builds the highest quality Stump Cutters available. For more information, or to arrange a demonstration call: (800) 243-9335.
OUTLOOK
By Robert Felix
Find out what unintended consequences are, and how to prevent them.

INDUSTRY INPUT
The candid comments of TCI readers.

WASHINGTON IN REVIEW
By Brian Barnard
In an attempt to reduce air pollution, the EPA is targeting outdoor power equipment. Read about their efforts and the green industry's response.

MANAGEMENT EXCHANGE
By Richard Ensmen
Brush up on the principles of time management and rate your effectiveness at this elusive skill.

On The Cover:
An arborist's ladder truck from the '40s, precursor to the aerial lift. Photo courtesy of F.A. Bartlett Tree Expert Co.

Case Studies: Tree Appraisal
How does one estimate the value of a tree with nothing more to go on than a two-year-old stump? Enter the complex and often litigious world of the tree appraiser with these cases from experts across the country.

PRODUCTS THAT EMPOWER
By Peter Gerstenberger
Tree care operations are becoming increasingly mechanized. Read about the diversity of power equipment that just might make your job easier!

WORKERS COMP CAUTION!
Insurance experts review the criteria for hiring a subcontractor and avoiding costly workers comp problems down the road.
Have you ever heard of the law of “unintended consequences”? Most people relate that to a law or government regulation written for one industry that winds up regulating another, but that isn’t the phrase’s only meaning. Unintended consequences get you in all kinds of different ways.

For example, did you ever drill a hole in a sprinkler system when you were applying dry fertilizer? You didn’t intend for that to happen. How about having your truck sideswiped while it is parked at the customer’s curb? Or how about that piece you are going to lower being heavier than you thought, getting out of control and swinging into the side of the house you were trying to avoid?

A major unintended consequence that concerns me is the tree that collapses while a climber is working in it or on it. In the last three years, there have been three fatalities resulting from trees collapsing. Those are major, unintended consequences.

The trees involved were hazardous. The climbers never looked for the hazardous conditions, or they may not have even been trained to do so. There’s more.

Have you ever heard of a climber suddenly coming upon a raccoon, a squirrel’s nest, or bees while ascending a tree and not yet tied in? There has been more than one fall as a result of these situations. How about the basal rot hidden by vines growing around the base of a tree? There are all kinds of tree conditions that can cause such unintended consequences.

Not every tree is inspected by a qualified arborist before a climber ascends it. Climbers need to be instructed in the identification of conditions that could ultimately result in a tree or a limb collapsing, or that could otherwise create a hazardous situation. They need to be reminded continuously to look before they climb.

The National Arborist Association has recently provided its members with an illustrated “Hazard Tree Quick Check” program for field personnel. Included are decals for the truck sun visors, decals for the inside of the tool box or clipboard, a pocket manual, a tailgate session and an attendance documentation sheet.

If you would like more information, please call the NAA at 1-800-733-2622.

Climbers sometimes need help to avoid situations where doing their job could result in unintended consequences.

Robert Felix, Publisher
You want a stronger business. Have you considered a stronger saw?

To the average citizen, a chain saw is a cutting tool. No more, no less. But if you depend on it for your livelihood, a saw is more than just a cutting tool. It's a business tool. Which is why you should take a good, hard look at Shindaiwa. We manufacture high-performance chain saws for professionals. People who demand the rock-like reliability, low weight, easy starting, and smooth power few saws deliver. Ours do. From the all-new, 4.5 cubic-inch 757 to the compact 300S, every Shindaiwa is built for maximum cutting efficiency, minimum cost of ownership. It's the result of flawless construction. Small displacement, high output engines. And engineering tolerances normally reserved for Formula One race cars. For added protection, you're backed by a national network of independent servicing dealers. So visit one soon. Because if you're running a business, shouldn't you be running the strongest business tools as well?

Please circle 36 on the Reader Service Card.
Tree Appraisal

When trees are wrongfully removed, damaged in construction or vandalized, a consulting arborist may be called as an expert witness to testify in litigation or to help settle an insurance claim.

Appraiser: Scott Cullen
Tree Species: Mixed northeastern forest species, mostly hardwood (birch, ash, maple, oak, etc.)
Location: New Canaan, Connecticut; property line between two single-family residences.
Owner/Caretaker: Home owners.
Date of Appraisal: April 1991

An arborist was hired by Owner A to remove several trees in an unmaintained area along his driveway. The arborist proceeded with the work until stopped by Owner B who claimed the trees were actually on his property.

The two owners agreed that the trees were in fact on B's property and were mistakenly removed. A agreed to reimburse B for the value of the trees. B obtained a nursery replacement estimate in the range of $28,000 and presented it to A, who in turn presented it to his insurance company.

I was retained by an insurance adjuster to appraise the actual, reasonable loss. This case is interesting for several reasons. First, a large number of trees was involved. Second, species, condition and size had to be estimated based on stumps only. And, third, two methods of valuation were used and the results were averaged.

The first step was to inventory the trees and assess field conditions. Fifty-two stumps were located and measured and size measurements were adjusted to reflect probable trunk diameter at an appropriate height above grade. Careful examination of the bark and the cut wood surface allowed a species identification for 90% of the trees. Annual growth rings, angle of growth, presence of decay and proximity to other stumps or remaining trees were all considered as components of condition. Many cut stumps of vines were noted around the tree stumps. The remaining trees were generally crowded together and many were covered with vines and/or had dead limbs. These factors were also considered components of condition and of location.

The trees were all less than 12 inches in diameter so the Replacement Method was initially used to determine value. The formula for this method of determining value is (from the Guide for Establishing the Value of Trees and Other Plants, 6th Edition): Replacement Cost (Retail cost + Installation & Guarantee) x Species Factor x Condition Factor x Location Factor = Value.

Retail costs were obtained from several local nurseries for 100% rated (i.e., desirable, high value) trees in various sizes. Species factors were assigned to the appraised trees based on professional judgment and generally accepted characteristics of the value species. (The unidentified species were rated at 50%.)

Given the field conditions and the fact that only the stumps remained, all trees were assumed to have a maximum Condition Factor of 50%. Certain trees with additional negative factors (trunk decay, exceptional crowding, etc.) were given lower ratings.

While the properties were in a high-value residential neighborhood, the trees were given a location factor of 60% because they were located in an area that was not landscaped or maintained.

The appropriate Retail Cost, an adjustment factor for Installation & Guarantee, Species Factor, Condition Factor and Location Factor for each tree were entered into a computer spreadsheet which was programmed with the Valuation Formula. The computer calculated the individual sums, added them and provided a print-out of the data.

The total value of the trees, after all adjustments, using the Replacement Method was $4,679, or only about 20% of the loss claimed by Owner B.

With such a discrepancy, I decided to employ a second approach to value, the Total Property Value Method.

Certain court cases have found that trees that are indigenous and unmaintained rather than ornamental have no value apart from the land. Further, looking at the remaining trees and the wooded area in question, it could have been argued objectively that the removals actually added value by at least the cost of the work incurred by Owner A. Following this line of reasoning, it seemed unlikely that a qualified real estate appraisal would have identified any real difference in total property value after the removal of the trees. This method, therefore, assumed that the trees had no value, but was this reasonable? They were Owner B’s trees after all, and they were
removed without his permission.

I determined that the most reasonable value would be obtained by averaging the results of the two valuation methods. The appraised value of the trees, therefore, was ($4,679 + 0)/2, or $2,339.50. I never learned the outcome of the case. Since I wasn't called for court testimony I assume that the appraised value was either accepted or served as the basis for some settlement by the parties.

*Scott Cullen is a licensed (CT) and certified (ISA) arborist and is a member of the American Society of Consulting Arborists. He is an arboricultural and real estate consultant in Greenwich, Connecticut.*

**Appraiser:** Doug Hunt  
**Tree Species:** Three hemlocks: Two are 10-12 inch caliper; one is 6-7 inch caliper  
**Location:** Left side of home, between neighbor's fence and client's driveway.  
**Owner/Caretaker:** Tamke Tree Experts; cut down tree as requested by client.  
**Appraisal Date:** April 30, 1992

In October 1989, a client of ours directed our representative to cut down several evergreens encroaching upon the driveway at the left side of the home. These evergreens were on our client's side of the fence. As the trees were thin, weak hemlocks with scale and mite problems, and encroached on a planned expanded driveway area, it made sense to remove them. Although our company emphasizes checking property lines and tree ownership, in this case there seemed to be no question because of the fence.

Several months had passed when our client informed us that the neighbor said "we" cut down his trees. Our client claimed full responsibility for directing our crews and offered to pay the neighbor the sum of $10,000 for replacement values. The neighbor would not accept this as fair settlement.

The neighbor's attorney started litigation and our client used his home owner's insurance company as a defense. Although our client admitted full responsibility to us and made a financial offer to the neighbor, the insurance company's attorney advised him not to take full blame and we had to hire an attorney to represent us.

The plaintiff's expert witness appraised the loss of these trees at $50,000. However, the appraiser could be considered flawed for several reasons. First, the appraiser did not use trunk diameter as a basis of size, but speculated on the height of the trees. Furthermore, the information he used on tree replacement costs was not substantiated in his report, and he did not consider species, placement or condition of the lost trees.

In April 1992 we appraised the trees. We followed the basic standards of Replacement Cost Evaluation. Only the tree stumps remained, so we extrapolated a taper factor for these trees using adjacent Hemlock trees planted at the same time. We validated replacement cost through reputable nurseries and quoted transportation and crane rental costs to lend credibility to our appraisal. Using species, condition and proper size considerations, we appraised the trees at $11,780.

During pre-trial hearings, the judge seemed to favor our client's proposed expert witnesses and defense documents. The judge overruled almost every objection that the plaintiff's attorney raised concerning the appropriateness and qualification of witnesses and evidence. Accurate, professional and complete appraisals can strongly influence the courts. The plaintiff's appraisal was so poorly done it made our appraisal look great.

Fifteen minutes prior to the start of the trial on the following day, the plaintiff's attorney offered a settlement figure of $30,000 to the defense attorneys. We assumed that the plaintiff was trying to cover his attorney fees of $20,000 and recapture the initial $10,000 settlement offer made by our client. Although we were to some degree innocent bystanders caught in the web of litigation, the insurance company and its attorney demanded that we contribute towards the settlement. We agreed to contribute $2500. If we refused to contribute, and the trial went forward, we would have spent at least that amount of money in additional legal fees. Between the settlement and defense attorney fees, this experience cost us $8000.

Now before work commences, we question our clients on tree ownership and we no longer assume that fence lines demarcate property lines.

Our contracts have always said that the responsibility for determining tree ownership lies with the customer. We have subsequently added that our company shall be indemnified if the customer for wrongful tree removal and that all expenses and legal fees for defense of such wrongful removals shall be passed on to the customer.

When we first became aware of the problems and understood that our client was offering $10,000 as replacement for the lost trees, we assumed that this would be a simple matter. We elected at that time not to involve our own insurance carrier. Although we were in the right, it still cost us $8000, not such a simple matter.

*Doug Hunt is the president of Tamke Tree Experts, Inc., in Liberty Corner, New Jersey.*

**Appraiser:** Alan R. Brook  
**Tree Species:** Indigenous cedar (Juniperus ashei Buchholz), live oak (Quercus virginiana Buckl.) and red oak (Quercus texana).  
**Location:** Six miles northwest of Bandera, Texas.  
**Owner/Caretaker:** Home owner  
**Appraisal Date:** December 9, 1993

This case involves tree losses and damage caused by house movers in removing a portable building as a result of note foreclosure.

A nursery's appraisal called for replacing the trees lost with specimen trees. His report, dated shortly after the damage, gave a replacement value for the trees as $22,032. It was, in my opinion, the motivation for the suit. I believe my evaluation was realistic even though it was made years after the damage occurred.

I believe the nursery erred in several ways in his evaluation:

1. Replacing cedars, which the owner is removing as undesirable throughout his property, as specimen amenity trees;

2. Considering the oaks at high species value even though they are in an oak wilt disease center;

3. Replacing multi-trunks with individual specimen trees.

On December 9, 1993, an associate and I met with the owner. He showed us the trees or the stumps of trees he recalled as...
Mauget Inject-A-Cides
Stop Tree Insect Pests From Playing Hide & Seek

Good News! Destructive insect pests can be controlled effectively without spraying! That's right. Micro injections of Mauget Inject-A-Cide® B and Inject-A-Cide® insecticides stop more than 35 leaf feeding, boring, and sucking insects wherever they hide in a tree.

Right For The Environment! The low-pressure Mauget micro injection process is a totally closed system. No pesticide is introduced into the environment. Entry points are fewer, smaller, and less intrusive than other methods used today. Materials are placed in the tree’s vascular system where they move systemically throughout the tree. Only injurious insect pests feeding on the tree are controlled.

Right For Your Business . . . and Your Customers! This year, don’t play hide & seek with tree insects. Make micro injections of Mauget Inject-A-Cides an integral part of your IPM program. Help protect your customers’ valuable shade trees and ornamentals.

J. J. Mauget Company
2810 N. Figueroa Street
Los Angeles, CA 90065
FAX: 213-225-3810
1-800-TREES RX

Inject-A-Cide and Inject-A-Cide B are restricted use pesticides and may be applied only by a trained and certified applicator or persons under their direct supervision in states where use has been officially authorized. Inject-A-Cide and Inject-A-Cide B are the registered trademarks of the J. J. Mauget Company. *Contains technical *Bidrin. **Contains Metasystox-R, a registered trademark of the parent company of Farbenfabriken Bayer GmbH, Leverkusen. As with any tree protectant, always read and follow instructions on the label. ©1994, J. J. Mauget Company

When we began our evaluation, we found evidence of oak wilt on nearby properties.

We also found that there was an inconsistency between the list of replacement trees shown by the nursery and the inventory we made with the homeowner’s assistance. For instance, the nursery listed four red oaks and no live oaks to be replaced. Our count was three red oak stumps and two live oak stumps. In another example, the nursery listed five cedars to be replaced while we counted three cedar stumps. In a third instance, the nursery called for replacing multi-trunk red oaks with three trees, apparently representing three trunks. The largest oak stump measured 12.5 inches in diameter.

A number of considerations come into play in determining values in cases such as this. One overriding factor in evaluating the oak’s loss was the proximity of the oak wilt disease. Both the live oak and the red oak are highly susceptible to the disease and, because of this, lose much of their value as desirable amenity trees species. The cedar is considered a nuisance and even a problem tree in this area: It has little value as an amenity tree species.

From reference contained in the nursery’s proposal, all the trees to be replaced were multiple trunk trees. Such trees are not considered specimen trees as compared to single trunk trees. To replace one multiple trunk tree with three specimen trees, as proposed, is over-compensating.

Considering that soil was a shallow clay over a limestone marl, replacement was not a feasible method of establishing the value of loss in this instance. Rather, the trunk formula was chosen to establish the loss value.

In addition to the total loss of nine trees, some branches were removed from three live oaks. While this branch removal did not diminish their value, the trees still required corrective pruning.

I appraised the total tree loss, including the cost of corrective pruning, at $2,215, or one-tenth the value calculated by the nursery company. The case is still being litigated.

Alan Brook is a consulting arborist in San Antonio, Texas.

For additional information:
American Society of Consulting Arborists (ASCA)
5130 W. 101st Circle
Westminster, CO 80030

International Society of Arboriculture
P.O. Box 66
Savoy, IL 61874-9902
217-355-9411
LEASE PURCHASE AVAILABLE WITH APPROVED CREDIT

— Used —
Stumpers, Chippers Mulchers
— New —
Rienco Hydro-grassers

110 Trucks In Stock

BUCKETS CRANES CHIPPERS STUMPERS

Call Us For Your Equipment Needs

TREE SPADES

KNUCKLEBOOMS

(35) BUCKET TRUCKS:
36', 40', 42', 45', 50', 55', 65'.
Call For Specs. & Prices

1983 International; 6x6 DT466 Auto With Holan Bucket Model 29-E75; 70 Ft; 2 Buckets And Jib ........ $69,500

1980 International; 3208 CAT Diesel; 5 Spd; 2 Spd. With Hi-Ranger 65' Bucket ......................... $42,500

1988 Int'l S1900; 466 Engine; 13 Spd.; Tandem With 17' BEDARD Rear Mount PK 12000 Knuckleboom Crane, 5-Ton Capacity With 37' Side Reach.

Please circle 25 on the Reader Service Card
Your magazine is a gold mine of information and having a copy in my briefcase provides a constant source of reference. Keep up the good work.

Robert P. Schmeiser Jr.
Northern Land & Tree
East Northport, New York

An impressive article
I recently received my latest issue (January) of TCI and was most impressed. I particularly like the feature on trees and construction. I think that there are a lot of opportunities to be had by educating the right people about preventive care and your articles go a long way towards understanding the impact of neglect and negligence.

Richard L. Dubé
Gorham, Maine

Letters should be addressed to:
Tree Care Industry, Editor
P.O. Box 1094
Amherst, NH 03031

Tree care professionals know “down-time” costs money — that’s why more VERSALIFTS go into the field every month. Low maintenance, long life, dependable service, and now 60-foot working height is yours with the VERSALIFT VO-55! Here’s your chance to get the best aerial device available at a down-to-earth price. Standard features include continuous rotation, start/stop, full pressure hydraulic controls and more. VERSALIFT... your next aerial lift!

Write, call or fax for a quick quote

P.O. Box 20368 • Waco, Texas 76702-0368 • Phone 817-776-0900 • Fax 817-776-7531
Project Air Quality

By Brian Barnard

It's time to remove that large dead oak in Mrs. Smith's yard. As you unplug your chain saw from the charger you joke to your crew, "I hope these batteries hold up, or we'll be bucking that tree with Grand Dad's misery whip!"

Don't laugh, because the Environmental Protection Agency (EPA) is determined to reduce pollution, and your gas-powered chain saw is one target.

When Congress passed the Clean Air Act in 1990, EPA told each state to reduce emissions 15% by 1996. Since then, several states have been scrambling to meet this deadline while others have attempted to put restrictions on the use of small engines.

There are several phases to the federal and state requirements. At the federal level, EPA has Phase I, Phase II, and a projected third phase called the California Federal Plan.

The EPA's Phase I regulations are expected to be published in final form this spring. These will be based primarily on the state of California's regulations, which do not include chain saws. The federal plan will include chain saws. It is not yet known when the federal regulations will take effect.

A draft of EPA's Phase II emission regulations, which will be significantly tougher than Phase I rules, is expected in May 1995.

State regulations

Meanwhile, several states have made some progress in complying with EPA's regulations. The California Air Resources Board (CARB) has outlined emission rules for small engines, which will affect small, non-road, spark-ignition engines up to 25 horsepower. Chain saws, blowers and related hand-held equipment fall into this category.

The CARB Phase I rules take effect January 1 and require manufacturers to offer warranties on all emission parts. The rule also requires the use of test fuels, which has not been popular with equipment operators because oxygenated fuels and test fuels with certain chemical additives have reportedly caused engine problems.

Other states including Texas, Maryland, and Virginia have drafted plans to meet the Clean Air Act. The Metropolitan Washington Air Quality Committee attempted to meet the 15% reduction in emissions by reducing the use of small equipment. That plan, however, prompted a coalition of eight industry groups, including the American Association of Nurserymen, the National Arborist Association and the Portable Power Equipment Manufacturer's Association, to offer an alternative proposal.

The coalition asserted that the proposed use restrictions "simply employ smoke and mirrors in shifting the numbers around to give nothing more than the artificial appearance of emissions reductions. ... We do not believe this is a sound approach to public policy, nor does it serve well the residents of the metropolitan Washington area."

The coalition's alternative proposal included improved nozzles on gasoline cans to reduce spillage and evaporation emissions; improved education on proper equipment maintenance; incentive programs to replace older equipment with equipment that meets California standards when such equipment is available; and implementing a citywide tree planting and care initiative as part of a pollution-reduction effort.

The Washington committee has revised its plan, focusing instead on voluntary use restrictions, car pooling, and other changes less likely to directly affect the use of small engines.

Manufacturers' viewpoint

From the manufacturers point of view, Phase I has been tough enough. The PPEMA recently surveyed manufacturers of portable power equipment such as chain saws to determine the cost of meeting California's air quality regulations. The results are staggering. Approximately $41 million will be spent to meet California's regulations. In addition, product availability and diversity are sure to decline. Even more overwhelming is the fact that with today's technology, most manufacturers could not meet the anticipated requirements of Phase II regulations.

The ultimate result of small engine emission regulations will be engines with complex fuel systems and higher prices.

Don Purcell, president of PPEMA, has been working with EPA from the beginning of the 1990 Clean Air Act. PPEMA and other groups continue to communicate with EPA to promote what Purcell describes as "practical and sensible regulations from federal and state agencies."

"Improvement is welcome as long as it makes sense," Purcell says.

Brian Barnard is Government Affairs specialist for the National Arborist Association.
How Well Do You Manage Time?

By Richard G. Ensman Jr.

Wise sages and time management experts have reminded us for years that we can never really “save” time. We can only spend it.

How effectively do you spend time? Do you plan your time carefully, treating your minutes and hours as the truly precious resources they are? And even more important, do you spend your hours achieving the personal and professional goals most important to you?

How well do you really manage time? To answer this question — and to brush up on the key principles of time management — grab a pencil and take this brief “time test.”

If your answer is “always,” give yourself 3 points; if your answer is “usually,” give yourself 2 points; if you answer “occasionally” or “sometimes,” give yourself 1 point. “Never” or “rarely” gets 0 points.

1. Do you regularly review long-range goals for your personal and professional life?
2. Do you spend a few minutes thinking about and planning your day before you start it?
3. Do you outline each day’s appointments and key tasks in your calendar?
4. Do you list your tasks and activities in priority order and concentrate on the top priorities?
5. Do you keep - and use - an ongoing “to do” list?
6. Do you handle the most important tasks of the day when you feel most alert?
7. Do you group similar tasks together and do them all at the same time?
8. When you enter your office or pick up your mail, do you immediately discard messages and items you don’t need?
9. When you’re working on a large project, do you break the task down into small chunks and work on one piece of the project at a time?
10. Do you shut your door or engage in “quiet time” when you must handle detail work?
11. Do you keep reference materials, such as telephone books and important manuals, within arm’s reach of your primary work area?
12. Do you organize your working tools, such as pens, rulers, telephones and equipment, so they’re ready to use the minute you want them?
13. Do you maintain a simple but well-defined filing system into which you place all loose papers and materials?
14. In completing paperwork, do you handle each piece of paper only once?
15. Do you use a dictating machine to handle memos, messages and correspondence?
16. Do you skim magazines, journals and reports to learn key information?
17. Do you use waiting time and travel time to handle small tasks or catch up on reading?
18. Do you make decisions and embark on courses of action quickly?
19. When you start a project or task, do you have backup plans that can be implemented quickly and easily if your original plans don’t work out?
20. Do you keep your secretary, assistant or colleagues informed about your work so they can handle minor tasks without interrupting you?
21. Do you give clear instructions to subordinates and colleagues - clear enough so they don’t have to come back to you with ongoing questions?
22. Do you set clear agendas for meetings and stick to them?
23. Do you stop working on a task when you begin to feel stress or a loss of energy?
24. Do you keep a simple time log to systematically assess where and how you spend your time?
25. Do you take time each week to appraise your productivity and determine whether you’ve completed the goals you set out to accomplish?

Time management quotient

To determine your “time management quotient,” add up your points for each question. If your score ranges between 65 and 75, congratulations! You’re a fine time manager and chances are that you’re using your time to get top results in your personal and professional life.

If your score ranges between 45 and 64, not bad, but you can probably become more productive each day with some modest improvements in your time management habits.

If your score ranges between 25 and 44, well, you have the right idea but you’ll have to work hard to begin using key time management principles in your life.

If your score is below 25, you’ve got a lot of work to do. With some intensive reading - or even a time management course - you can dramatically improve your work habits and achieve far more than you thought possible.

You can’t choose between saving and spending time; your only choice lies in how you use your time. Budget it carefully, fervently guard against time-wasting habits and use those precious minutes and hours where they’ll bring you the greatest return.

Richard G. Ensman Jr. is a freelance author based in Rochester, New York. He specializes in business and management topics.
WHEN YOU MAKE THE BEST TOOLS, IT'S HARD TO MAKE THEM BETTER WITHOUT MAKING THEM MORE COMPLICATED. BUT WE'VE DONE IT.

For 1994, every Corona professional grade pruning tool has been improved. Simply.

Take our new precision-machined pivot bolt design, for instance. For 60 years we've employed a reverse-threaded machine bolt and lock nut. Simple, reliable, but requiring two wrenches and a little dexterity to adjust. Our new design is self-seating, self-aligning and right-threaded. It won't work loose. And it makes blade changing in the field a one-tool, one-minute job.

We've also switched to barrel nuts in place of machine screws for mounting the hardwood handles on our loppers and hedge shears. They protect the threads and make changing handles easier. And we've gone to more comfortable, textured non-slip grips on our hand tools.

All of our forgings are now of Coronium™ a new, higher alloy steel milled to our specifications. This change, combined with refinements in our heat treating, puts blades in your hand that cut cleaner and hold an edge longer.

Without changing our tools basic, proven designs, we've streamlined and strengthened our forgings. And we're spending more time polishing metal parts to give them greater rust resistance and to make them easier to clean and disinfect.

On the service side, we've simplified our model numbering and figured out a way to lower prices on replacement parts.

All of this is pretty basic stuff, we admit. No gimmicks. Nothing complicated.

But that's what you'd expect of Corona. We're simply doing what we started out doing 60 years ago. Listening to you, the people who earn a living with pruning tools. Then designing, engineering and forging rugged, American-made tools that cut clean, hold an edge and outlast others by far.

Put our latest generation of tools to the test. If you like them, tell others. If you think they need improvement, tell us. To do so, or for the name of your nearest Corona dealer, call 1-800-234-2547.
Cap'n says to John Henry
"Gonna bring me a steam drill 'round,
Gonna take that steam drill out on the job,
Gonna whop that steel on down,
Lawn, Lawn, gonna whop that steel on down.

John Henry told his cap'n,
"Looky yonder what I see -
Yo' drill's done broke an' yo' hole's done choke,
An' you can't drive steel like me,
Lawn, Lawn, an' you can't drive steel like me."

John Henry was hammerin' on the mountain,
An' his hammer was strikin' fire,
He drove so hard till he broke his pore heart
An' he laid down his hammer an' he died,
Lawn, Lawn, an' he laid down his hammer an' he died.

John Henry told his cap'n,
Said, "A man ain't nothin' but a man,
And befo' I'd let that steam drill beat me down
I'd die with a hammer in my hand,
Lawn, Lawn, I'd die with a hammer in my hand."

The ballad of John Henry grew out of a true story. He was a real person who lived, worked and died in West Virginia. The story was undoubtedly embellished over the years.

John Henry was allowed a moment of satisfaction at having beaten the machine. He was a hero. Then things went downhill in a hurry.

The next day, the steam drill was back on the job.

Perhaps its operator found that by moving a widget slightly to the left and increasing the pressure a pound or two, he could reduce the machine's cycle time an infinitesimal amount and drive three more pieces of steel in a day. No more John Henry wanna-be's stepped forward.

Or perhaps that particular machine was a dud. Maybe it worked one day in 10, allowing even a poor flesh-and-blood substitute for John Henry to beat the machine. Inevitably, its demons exorcized, the steam drill took the place of its human counterpart.

Eventually in either case, railroad laborers would flock to mechanical school to learn how to use the steam drill and other labor-saving devices. Owners found that with production up, they could give their workers every other Sunday off. Bowling leagues were formed. Somebody invented the portable barbecue grill, and the rest, as they say, is history.

In the tree care industry, the industrial revolution is still happening. Machines aren't replacing men and women so much as they are helping arborists to do their jobs better or more productively. The machines themselves are constantly improving, and new machines that take over certain manual tasks are appearing regularly.

If you are in charge of tree care production, one of the keys to flourishing is not to develop a John Henry mentality. He was heroic. He probably had big muscles. But he was also close-minded and resistant to change. Look where it got him.

Is a machine always the best choice? Not in all cases, and for many diverse reasons. However, imagine what application a machine might have, what benefit it might bring to your operation, and how it might enhance your profits. Try to obtain the names of other arborists who use the product. By talking to other arborists, you may be able to test your cost-v.-benefit hypothesis for a particular power product before you buy one.
For more specific information, call the manufacturers listed. The companies with a small logo beside their name support the commercial tree care industry by paying dues as members of the National Arborist Association.

Leaf blowers & lawn vacs
Gas and electric-powered leaf blowers are fast and efficient. They are particularly handy for cleaning out sensitive shrub and flower beds as well as driveways and sidewalks.

Anyone who has ever entertained a vacuum cleaner salesman learns that the measure of a unit's power is the amount of air it moves, expressed in cubic feet per minute, or CFM. The principle of leaf blowers and lawn vacs is the same. Look for the CFM figure when you shop for a machine.

Smaller, hand-held units will handle light cleanup while the larger backpack units can even be used to clear light snow. For large-scale cleanups, there are vacuums that are towed by garden tractors capable of picking up wood chips and debris from lawns and parking lots.

Many blowers can be converted to vacuums or used for more specialized functions. There are models with attachments for gutter cleaning, spraying liquids, spreading dry items like grass seed and shredding leafy debris.

Manufacturers have made units quiet and fuel-efficient. There are units available that already meet 1995 CARB (California Air Resources Board) requirements. Some units produce under 70 decibels, measured 50 feet away.

Electric units should not be discounted. They are both powerful and quiet, provided you have a place to plug them in. At least two companies make hand-held electric blower/vacuum units. There are vacuum/mulching units as well as one that can pick up heavier debris like gravel and aluminum cans.

Saws & line trimmers
In the arborist marketplace, there are two schools of thought about chain saws. They are both based on the attributes of lowest price, highest quality and best serviceability. The prevalent notion is that it is possible to find one or two of these attributes in a saw, but never all three. Accordingly, one school places the emphasis on lowest price, while the other school is attracted to one or both of the other attributes.

Important characteristics to evaluate in a professional-use product include weight, power, handling and ergonomics; sophistication of the ignition, carburetion and air filtration systems; ease of starting and maintenance; durability; service; and, of course, price.

Make up your own scorecard, ranking these important features in the order that is right for you. Then shop. The chain saw/clearing saw/line trimmer market is highly competitive, and there are a lot of good products available.
**Saws & line trimmers**

Dolmar USA, Inc.
1022 Hawn Ave., P.O. Box 78526
Shreveport, LA 71107
318-226-0081

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
708-540-8400

Homelite/Div. of Textron, Inc.
14401 Carowinds Blvd.
Charlotte, NC 28273
704-588-3200

Husqvarna Forest & Garden Co.
9006-J Perimeter Woods Drive
Charlotte, NC 28216
800-438-7297

McCulloch Corp.
P.O. Box 11990
Tucson, AZ 85734
602-574-1311

Partner Industrial Products
905 W. Irving Park Road
Itasca, IL 60143
708-773-2801

Poulan PRO
P.O. Box 91329
Shreveport, LA 71149-1329
318-687-0100

Shindaiwa, Inc.
11975 SW Herman Road
Tualatin, OR 97062
503-692-3070

Stihl, Inc.
536 Viking Drive
Virginia Beach, VA 23452
804-486-9100

Tanaka
22322 20th Ave., S.E.
Bothell, WA 98021
206-481-2000

Tilton Equipment Co.
P.O. Box 68
Rye, NH 03870
800-447-1152

**Leaf blowers, lawn vacs**

10 North Park Drive
Hunt Valley, MD 21030
301-527-7000

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
708-540-8400

Gravely International
One Gravely Lane, P.O. Box 5000
Clemmons, NC 27012
910-766-4721

Homelite/Div. of Textron, Inc.
14401 Carowinds Blvd.
Charlotte, NC 28273
704-588-3200

Husqvarna Forest & Garden Co.
9006-J Perimeter Woods Drive
Charlotte, NC 28216
800-438-7297

PeCo, Inc.
P.O. Box 1197, 100 Airport Road
Arden, NC 28704
704-684-1234

Stihl, Inc.
536 Viking Drive
Virginia Beach, VA 23452
804-486-9100

**Power pruning tools**

American Hydraulics, Inc.
Route 4, Box 4668
Hartwell, GA 30643
404-376-3192

Brewt Power Systems/Maibo
5120 N. Arena Way
Atwater, CA 95301
209-394-3122

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
708-540-8400

Homelite/Div. of Textron, Inc.
14401 Carowinds Blvd.
Charlotte, NC 28273
704-588-3200

Husqvarna Forest & Garden Co.
9006-J Perimeter Woods Drive
Charlotte, NC 28216
800-438-7297

I-Iusqvarna Forest & Garden Co.
9006-J Perimeter Woods Drive
Charlotte, NC 28216
800-438-7297

McCulloch Corp.
P.O. Box 11990
Tucson, AZ 85734
602-574-1311

Partner Industrial Products
905 W. Irving Park Road
Itasca, IL 60143
708-773-2801

Poulan PRO
P.O. Box 91329
Shreveport, LA 71149-1329
318-687-0100

Shindaiwa, Inc.
11975 SW Herman Road
Tualatin, OR 97062
503-692-3070

Stihl, Inc.
536 Viking Drive
Virginia Beach, VA 23452
804-486-9100

Tanaka
22322 20th Ave., S.E.
Bothell, WA 98021
206-481-2000

Tilton Equipment Co.
P.O. Box 68
Rye, NH 03870
800-447-1152

**Power pruning tools**

With many cuts to make, a power tool can reduce operator fatigue and increase efficiency. When those cuts are in reach of the ground or an aerial lift, you have a situation that is ideal for a power pruning system.

The power in this case is generated by an internal combustion engine. It may be driven directly off the engine, or linked via a hydraulic or pneumatic system. Hydraulic saws and pruners have been around for a long time.

One advantage of hydraulic or pneumatic systems is the interchangeability of tools. Disconnect one or two quick couplings and change from a pruner to a chain saw to an extended handle saw.

With a pneumatic system, much of the cost is tied up in the compressor. The output of the compressor determines what, and in some cases, how many tools you can use.

Gas-operated extendable saws give you the power and cutting capacity of a chain saw with the convenience of a pole saw. Some have adjustable lengths and insulated shafts to guard against electrocution hazards.
Have You Trained Your Tree Workers In Electrical Hazard Awareness? PROVE IT!!!

That's the question you're sure to be asked by OSHA inspectors or accident investigators. Besides training your workers, you now have to document and certify that they have been properly trained.

The alphabet soup that covers these changes are OSHA 1910.269, OSHA 1910.331 and ANSI Z133.1-1994.

**OSHA 1910.269.** Effective January 31, 1995, you must certify that all employees who come closer than 10 feet to energized wires have received electrical hazard training.

**OSHA 1910.331.** Effective in August, 1991, all employees who may come within 10 feet must be trained in electrical hazard awareness, and that training must be documented.

**ANSI Z133.1-1994** outlines the required training subjects. Remember, an ANSI violation is an OSHA violation.

**ACRT PROVIDES ELECTRICAL HAZARD AWARENESS TRAINING AND NECESSARY COMPLIANCE CERTIFICATION**

Since 1985, ACRT has trained more than 10,000 tree workers. We can train in your community, at the ACRT Institute, or by self study using the newly revised National Arborist Association home study course.

Don't take chances. Depend on a training organization with a proven track record; an organization that can certify that the training provided your employees complies with all applicable laws and regulations.

For information, write, phone or fax

The ACRT Institute of Arboriculture and Urban Forestry
227 N. Depeyster St.
P.O. Box 219
Kent, OH 44240
800-622-2562
Fax 216-673-3205

*Training may be expensive, but try costing out ignorance.*
Workers Comp And Sub-contractors

A tree care business may be required to pay workers compensation insurance for a sub-contractor if the business does not obtain a certificate of insurance. According to experts at ITT Hartford, a business may also have to pay if it cannot produce a certificate at the time of its annual insurance audit.

NOW...One Pruner which will work with Either Open- or Closed-Center Hydraulic Systems

The only one of its kind...FIELD CONVERTIBLE in a matter of seconds, using the exclusive Super Sleeve™.

- Cuts up to 2-inch limbs
- Power return for smooth operation
- Durable, lightweight fiberglass construction
- Seven feet long for extra reach
- Easy blade adjustment - no disassembly

The 48200 Utility Pruner can be found working for utility crews...commercial tree trimmers and arborists...park maintenance crews...municipal forestry departments...on golf courses...and in cemeteries...wherever reliable trimming performance is important.

Put the Greenlee Fairmont Limb-Lopper™ Pruner to work for you! It is one of many hard working hydraulic utility tools available from Greenlee Fairmont distributors throughout the country. Call 800-432-4564 for the name of the distributor nearest you.

GREENLEE FAIRMONT TEXTRON
Greenlee Textron Inc. / Subsidiary of Textron Inc.
507 Downtown Plaza, Fairmont, MN 56031 USA
800/432-4564 • 507/238-4387
© 1994 Greenlee Fairmont Textron Inc.

Most workers compensation laws say that a contractor must pay compensation benefits to employees of its uninsured sub-contractors. This statutory responsibility is automatically insured by the standard policy issued to the contractor.

To avoid this liability, the contractor must be able to prove that its sub-contractor had workers comp insurance in force covering the work performed for the contractor. According to rules published by the National Council on Compensation Insurance, the insurer can charge additional premium on the contractor's policy as follows:

a. The contractor has to provide a complete payroll record of the subcontractor’s employees. Extra premium is based on the classifications which would have applied had the employees been the contractor’s.

b. If the contractor doesn’t provide payroll information, the full sub-contract price of the work performed during the policy period is used as the payroll amount. There are exceptions to this rule when investigation discloses that a definite amount of the sub-contract price represents payroll.

There are exceptions to the second provision. If the business sub-contracts for mobile equipment and an operator, payroll is computed as not less than one-third of the sub-contract price. If the business hires labor and material, payroll is not less than half of the sub-contract price. For labor only, payroll is not less than 90% of the price.

Check with your insurance agent to determine your responsibilities before you hire sub-contract labor.

ITT Hartford is the endorsed carrier for the National Arborist Association’s Property and Casualty Insurance program. More than 60 NAA member companies are insured through this program, which is now in its third year.
POWERFUL CONTROL, PERFECTLY PACKAGED.

For years, Fungo® has met your needs for effective control of key turf and ornamental diseases. Now Fungo is in water soluble bags, responding to your demands for safety and ease of use.

And Fungo WSB is an ideal replacement for Benlate. Its active ingredient, Thiophanate-Methyl, is a direct substitute.

Thanks to its systemic action, a single application of Fungo WSB provides up to 14 days of control of major turf and ornamental diseases, including Brown Patch, Summer Patch, Necrotic Ring Spot, Red Thread, Dollar Spot, Diplodia, and Anthracnose.

And Fungo WSB is very versatile. It's labeled for use on major turf varieties along with spray applications for roses, shade trees and woody ornamentals. You can also use it as a drench on annuals and perennials.

Get Fungo WSB from your Scotts distributor today. Or call us toll-free at 1-800-492-8255.

Fungo in water soluble bags—the perfect package for controlling disease.

Note: Fungo WSB is not yet registered for sale in California. © 1994 The Scotts Company, Marysville, Ohio 43041. Fungo is a registered trademark of The Scotts Company.

Please circle 35 on the Reader Service Card.
TREE EVALUATION

When appraising a tree's monetary value, one of the best references to use should be the “Guide to Plant Appraisal,” published by the Council of Tree and Landscape Appraisers, which is currently in its 8th edition.

1. Which of the following evaluation methods listed below is not a commonly employed appraisal method used to determine the dollar value of landscape trees?
   a. Replacement cost method
   b. CTLA “trunk formula” or “basic value” method
   c. “Compounded replacement cost” method
   d. IRS real estate market value method
   e. Emotional value method

2. Whether or not you decide to use the replacement cost method or the trunk formula method will be dependent on the size of the plant and the maximum size that is considered replaceable or transplantable in your region.
   a. True
   b. False

3. The main factor(s) that determines the value of landscape plants is
   a. location
   b. condition
   c. species
   d. size
   e. all of the above

4. The replacement cost method of plant appraisal should be the method of choice for determining the value of large trees that cannot be readily transplanted.
   a. True
   b. False

5. For trees larger than transplantable size, the most common method used to determine the appraised value has been to use the basic value method or trunk formula refined and promoted by the Council of Tree and Landscape Appraisers (CTLA).
   a. True
   b. False

6. When using the trunk formula method for appraising trees considered too large to be replaced with nursery or field stock, the appraised value is calculated by determining the tree's basic value and then adjusting that value depending on the tree's condition and location ratings.
   a. True
   b. False

7. Not all species, varieties or cultivars have the same species rating percentage due to differences in
   a. hardiness and cleanliness
   b. durability and life expectancy
   c. structural strength and site adaptability
   d. resistance to injuries from insects and disease
   e. all of the above

8. When assessing the condition rating of a tree, numerical point values are summed for all of the following factors except
   a. roots
   b. trunk
   c. scaffold branches and smaller branches and twigs
   d. foliage
   e. mycorrhizae

9. As a general rule, if more than ___ of the circumference of the bark and cambium is injured or lost, the decrease in value approaches 100%.
   a. 30%
   b. 50%
   c. 70%
   d. 90%

10. When determining the location factor of a plant, which of the following attributes does not contribute to the final location factor?
    a. Site
    b. Contribution
    c. Placement
    d. Hardiness

11. When using the trunk formula method, trees larger than 30 inches in diameter should have their trunk diameters converted to “adjusted trunk area” to prevent tree values from becoming unrealistically high.
    a. True
    b. False

12. According to The American Standard for Nursery Stock, the height at which tree diameter measurements should be taken for trees from four inches in diameter to non-transplantable size is ___ inches above the ground.
    a. 3
    b. 6
    c. 9
    d. 12
    e. 54

13. The Internal Revenue Service has historically accepted tree casualty losses of replacement size trees but has yet to fully recognize losses based on the trunk formula or basic value formula method for larger trees which cannot be replaced.
    a. True
    b. False

14. If a tree is or was not structurally safe prior to appraisal and cannot reasonably be made safe, the tree would have a negative value and should be removed.
    a. True
    b. False

15. A site rating is based on the func-
The International Society of Arboriculture presents

Arbor Navigation
70 Years on Course

August 14-17, 1994 - Halifax, Nova Scotia, Canada

The ISA Conference and Trade Show is a dynamic, educational experience providing an array of lectures, seminars, meetings, and the opportunity for interaction with exhibitors. The Historic Halifax Common is the location for the Field Day, outdoor Exhibits and Tree Climbers Jamboree. Educational seminars, commercial exhibits, and displays will be in the World Trade and Convention Center.

The banquet will be held in the Citadel, the huge stone fortress overlooking the beautiful city of Halifax. Enjoy a summer evening feast while taking in the color, sound and excitement of the history and ambience around you.

Discover Atlantic Canada; explore our heritage, culture and arts; visit our scenic waterfronts and parks; and enjoy dining on our seafood bounty from the North Atlantic.

**For complete conference information write to: ISA, P.O. Box GG, Savoy, IL 61874-9902 or call (217) 355-9411/FAX (217) 355-9516 and ask for our conference brochure.

Please circle 19 on the Reader Service Card.

TREE CARE INDUSTRY - MAY 1994
Introducing...
The New Aluminum Blocks for False Crotch Work

Our New Aluminum Blocks are sure to be your choice for false crotch work—

- Very reasonably priced.
- Lightweight and Heavy-duty—the safe working load is 4,000-6,000 lbs. with a minimum of a 5/1 safety factor.
- Oil impregnated bronze bushing needs no maintenance and withstands shock loading.
- We have an assortment of Samson Stable Braid lanyards to support the block in the tree.

E-Z See Climbing Line from Samson...in stock!

Call today for your copy of the American Arborist catalog—just $4—refundable with your first order!

CALL TOLL FREE
24 hrs/day to place your order:
800-441-8381
Local: 610-430-1214
FAX: 610-430-8560

ORAL IVY, INC. 104 GUY'S LANE BLOOMSBURG, PA 17815

This test was compiled by Chris Carlson, a professor and director of Horticulture Technology at Kent State University, Salem, Ohio, campus.

1. E
2. A
3. E
4. B
5. A
6. A
7. E
8. E
9. B

ANSWER KEY

10. D
11. A
12. D.
13. A
14. A
15. B

AN OUNCE OF PREVENTION

Oral-Ivy®

A FEW DROPS DAILY IN WATER OR JUICE PREVENTS THE "FIERY ITCH" OF POISON IVY OAK AND SUMAC
$12.50 for 6 Months Protection Wholesale Discounts
1-800-553-6778

YOUR COMFORT - EVERYONE'S SAFETY

ORAL IVY, INC. 104 GUY'S LANE BLOOMSBURG, PA 17815

AN Ounce OF PREVENTION
Oral-Ivy® A FEw Drops Daily in Water or Juice Prevents the "fiery itch" of Poison Ivy Oak and Sumac $12.50 for 6 Months Protection Wholesale Discounts 1-800-553-6778 Your comfort - Everyone's Safety

Oral-Ivy, Inc. 104 Guy's Lane Bloomsburg, Pa 17815

Please circle 26 on the Reader Service Card

Please circle 3 on the Reader Service Card

BORDER CITY TOOL
CARBIDE TIPPED STUMP CUTTERS OVER 38 YEARS EXPERIENCE

NOW MANUFACTURING & DISTRIBUTING "STUMP CLAW TEETH"
BUY DIRECT FROM THE ORIGINAL MANUFACTURER
Call Toll Free: 1-800-421-5985 FAX: 1-810-758-7829
23325 Blackstone, Warren, MI 48089-2675
Telephone: (810) 758-5574

Please circle 8 on the Reader Service Card

TREE CARE INDUSTRY - MAY 1994
PARTNER'S Lightweight, Walk-Behind Unit Removes Stumps Within Minutes

PARTNER'S Stump Grinder eliminates the need for heavy, expensive, difficult-to-manuver stump removal equipment. The Stump Grinder allows homeowners and landscapers to grind unsightly stumps to below ground level within just minutes, without calling a specialist. The land can be re-sodded or landscaped immediately.

Get The Lasting Power of A Partner
Call (800) 323-3553

Easily folded and carried. Fits into car trunks or hatch-backs for convenient transport.

The blade is specially designed for grinding stumps.

PARTNER
905 W. Irving Park Rd.
Itasca, IL 60143
INDUSTRY ALMANAC

June 4
Modern Arboriculture - A Systems Approach to Practical Tree Care
Featuring Dr. Alex Shigo
Arbor Day Farm/Lied Conference Ctr.
Nebraska City, Neb.
Contact: National Arbor Day Foundation, 402-474-5655

June 5-7
Tree City USA National Conference
Arbor Day Farm/Lied Conference Ctr.
Nebraska City, Neb.
Contact: National Arbor Day Foundation, 402-474-5655

June 6
Connecticut Tree Climbing Workshop
Housatonic Community-Technical College
Bridgeport, Conn.
Contact: 203-579-6456

July 12
Annual Nursery Field Day
Hampton Roads Agricultural Research and Extension Center
Virginia Beach, Va.
Contact: 804-363-3900

July 28-29
Landscape Contractors Association Summer Conference
Rockville, Md.
Contact: Sue Stott, 301-948-0810

September 21
Landscape Contractors Association
Landscape Expo
Howard County Fairgrounds
Contact: Sue Stott, 301-948-0810

October 5-7
ISA/Pacific Northwest Chapter
Annual Training Conference
Victoria, B.C.
Contact: Lynnette Claire, 206-365-3901.

November 13-17
PLCAA
Conference and Green Industry Expo
St. Louis, Mo.
Contact: PLCAA, 800-458-3466

November 17-19
TCI Expo '94
Pennsylvania Convention Center
Contact: 800-733-2622

ACRT Training

Our comprehensive, cost effective, proven training for your tree workers...
• Reduces liability risk
• Improves productivity
• Upgrades worker skills
• Meets safety requirements

Since 1985, ACRT has trained more than 10,000 tree workers nationwide. With just the right blend of classroom teaching and field experience, we’ll have your new workers ready to climb and your experienced workers ready for promotions or certification in a week or less.

Basic and advanced arborist courses are taught at our headquarters each month. We can also customize specific job skills courses for your requirements.

Write, phone or fax for rates, course dates and openings.

The ACRT Institute of Arboriculture & Urban Forestry
P.O. Box 219
Kent, OH 44240-0219
800-622-2562
Fax: 216-673-3205

BRUTE
FIREWOOD PROCESSING EQUIPMENT
THE RIGHT EQUIPMENT TO FULFILL YOUR NEEDS.
LARGE OR SMALL, HOMEOWNER OR FULL-TIME PRODUCER

MODEL 106 SPLITTER
THE BEST IN THE BUSINESS
Fast, safe, and powerful, the Model 106 Splitter is unbeatable for tree services. With the optional log lift, it can split blocks over 4 feet in diameter up to 24 inches in length — effortlessly! The 106 was designed from the ground up for speed, dependability, and years of rugged use.

Features:
• 18 HP twin cylinder Kohler engine with electric start
• 25 tons of splitting power
• 6-second cycle time, 40/lb cylinder
• Hydraulically-cased 6- or 4-way wedges
• Auto-cycle valve
• 28 GPM 2-stage pump
• Hydraulic log lift (optional)

Call today to take advantage of our limited-time offer on splitters and conveyors!

EAST HILL MANUFACTURING CORP.
166 Spruce St., PO Box 6265, Rutland, VT 05702
Tel. (802) 773-0199 • Fax (802) 773-0691

Please circle 2 on the Reader Service Card

Please circle 13 on the Reader Service Card

TREE CARE INDUSTRY - MAY 1994
The New Brown 9½ foot brush shredder is designed to quickly re-clear your right-of-way and is most effective in light to medium growth areas. This shredder is ideally suited for use behind a properly guarded farm series tractor with dual wheels for maximum flotation and traction. Designed for rugged mowing without excessive weight. Light enough to be used in rough areas yet heavy enough to mow your 3 to 4 year growth.

True Cutting Width: 114" (9 ½ ft.) • Cutting Height: 1" to 12" • Overall Deck Width: 120" (10 ft.) • Frame Construction: 2x3x1/4" Tube; 3x3x1/4" Tube; 4x4x1/2" Angle; 1/4" & 3/8" Steel Plate • Deck: 1/4" Steel Plate • A-Frame: 3x4x1/4" Tube with Flex Link Cat.II • Weight: 3,600 lbs. • Blades: 4-1/4"x6" Heat Treated Alloy • Blade Bar: 1" Solid Plate, 36" Diameter • Drive Shaft: Heavy Duty 135 HP with Heat Treated Tubes, Size #8 • Tail Wheels: 2-600x9 Laminated Tire with Guarded Fork Mount • Divider Gear Box: 270 HP with 1/4" Spline Shafts • Outboard Gear Box: 165 HP with 1/4" Input Shafts & 2 13/6" Output Shaft • Slip Clutch: Heavy Duty 100 HP, 4 Disc Clutch, Fully Enclosed • Horse Power Requirement: 95 to 120 PTO Horse Power • Maximum Material Size: 3" to 4" Material (What Can Be Driven Over)

1. Tremendous flywheel effect created by a 500 lb. blade bar, reduces tractor lugging while cutting heavy material.
2. Blade contact 54 times per second created from 810 RPM blade bar speed.
3. Cutting diameter up to 8" (depending on model) allowed by open back cutter deck design.
4. Can replace your standard grass mower as well as your chain saw (in most conditions).
5. Can cut down and grind the material in a matter of seconds saving you time and money.
6. Proven in all types of terrains (limited only by your tractor).

★ Only TRUE heavy duty mower on the market, with unit weights of 1,750 lbs. to 2,400 lbs.
★ 10's of thousands of miles of experience; unmatched in serviceability, in Right-of-ways across the country.
★ Over 3,500 units in operation in all types of industries.

CALL TODAY FOR MORE DETAILS AND FREE BROCHURE.
1-800-633-8909
Gary Mullane Named President Of National Arborist Association

Gary Mullane, president of Low Country Tree Care, Hilton Head, South Carolina, has become the new president of the National Arborist Association. Mullane was named to the NAA's top post in February at the association's annual meeting, held in Hawaii.

In accepting the position, Mullane said: "NAA's forward thinking leadership, members and staff have positioned the association to lead commercial arboriculture into the 21st century."

Mullane also said he expects growth in the association's membership and programs during this year. "OSHA's latest regulations require employers to train," he said. "NAA's existing programs and those being completed right now will provide member firms with all of the training programs employers need to field a well-trained, professional, safety-conscious work force."

Mullane is a graduate of the University of Massachusetts. He has been a member of NAA since 1971 and has served on the association's board since 1988. He is also a member of the American Society of Consulting Arborists, the International Society of Arboriculture, the National Association of Sports Officials, and he represents NAA on the Council of Tree and Landscape Appraisers.

His other interest include consulting, organic recycling and golf. Mullane resides in Hilton Head with his wife Lynn and children Kevin and Tara.

In closing remarks at the February meeting Mullane said: "NAA will grow in 1994. We will all get better at what we do and we will have fun doing it."

Peavey Tree Pruning Poles & Supplies

Peavey Manufacturing Company is pleased to offer a complete line of top quality tree pruning poles and equipment for the professional as well as the amateur who wants a quality made tool.

For years we have made a limited line of pruner poles for the large industrial users, and we feel that if we can satisfy these customers on a nationwide basis that we can satisfy anyone else.

We have a variety of poles including white ash in solid lengths and also six foot sectional poles with lightweight aluminum couplers. There is also available a line of non conductive sectional, or full length fiberglass poles for the electrical contractors. Included you will find a complete price list and order form for all pruner poles and equipment.

Available in threaded or clip type couplers.

PH4R Pruning Heads

S1 Saw Head

Peavey Manufacturing Co.
P.O. Box 129 East Eddington, Maine 04428
(207) 843-7861 - 843-6778 - FAX (207) 843-5005

Please circle 28 on the Reader Service Card

TREE CARE INDUSTRY - MAY 1994
There are two ways to work smarter...

**THE HARD WAY**

Work harder or work smarter? Some people think that's an easy question to answer. But there are hard ways to work smarter and there are easy ways. You could take accounting, management, government and other related courses, and in, say, five years, you'd be ready to take your tree care business right to the top.

Or, become a [National Arborist Association](https://www.nationalarboristassociation.org) member and tap into a source that has all that information ready for tree care companies. A source that doesn't have to reinvent the wheel every time a question comes up. A source that offers you **all the experience of its staff and other members**, to help you work smarter.

**THE EASY WAY**

Take a look at what members have in their business arsenal:

- **A Toll-Free Hotline:** Tree care answers to your tree care business and technical questions. When you need them.
- **Business Management Guidelines:** What would you pay for accounting, cost analysis, sales compensation and human resource guidelines that are already set up for tree care companies?
- **Federal Regulation Guidelines:** NAA members get the rules spelled out for them exactly as they relate to tree care companies. No more wading through page after page of government gibberish!
- **Safety and Technical Training Materials:** There is no other source that offers such comprehensive training programs at such a reasonable cost.
- **Networking with Peers:** You could find out how a tree care company similar to yours turned a problem into a profit center. Maybe you can't call another tree care company in your area with a question, but why not a fellow NAA member from across the country?
- **Better Group Rates on Insurance:** NAA searches out the best plans, then negotiates for you and executes “power buys” to keep the cost of insurance under control.
- **Better Advertising and Public Relations:** An ongoing public awareness program including events such as the National Arborist Day at Arlington National Cemetery, means that the NAA logo on your advertising and stationery carries more weight with cautious homeowners and businesses. Plus, the NAA offers an excellent array of professionally developed brochures and marketing materials at a fraction of what they'd cost you to produce.

**NATIONAL ARBORIST ASSOCIATION**

P.O. Box 1094, Route 101, Amherst, NH 03031  603/673-8952  FAX 603/672-2613

So if you are determined to make '94 a banner year for your business, you can hit the books... Or, you can hit this toll-free number and become a member today! **1-800-733-2622**
Ohio Chapter ISA Plants Allee At Chadwick Arboretum

An allee of 14 trees now graces the Chadwick Arboretum in Columbus, Ohio, thanks to the efforts of Ohio Chapter of International Society of Arboriculture.

Part of the master plan, the allee guides visitors to a plaque honoring the late Dr. L.C. Chadwick, for whom Chadwick Arboretum was founded and named.

“Chad” died in October 1993, leaving a legacy of education and service in the worlds of plants and humanity.

A group of local arborists planted 14 upright European hornbeam, Carpinus betulus “Fastigiata” on March 26. A stump grinder dug holes four feet wide and 20 inches deep, and the 14 trees were installed and mulched within three hours.

Chapter members who were present were Dave Ahlum, Arbor, Inc.; Dave Staats, City of Upper Arlington; Bill Fitch, City of Columbus; Joe and Sharon Lilly, Expert Tree Service; Drew Todd, Ohio Urban Forestry and Ohio Chapter president; and Dave Snyder, consulting arborist.

Friends lending hands and/or equipment were Chris Ahlum, Dan Staats, Tim Hash, Bob Ogburg (Expert Tree Service), Forrest Jammer (Wood Landscape Service), and Gene Muir (Greater Columbus Stump Removal).

Stihl Recalls Backpack Blowers, Sprayers

Stihl Incorporated of Virginia Beach, Virginia, is recalling all BR 320, BR 400, SR 320 and SR 400 backpack blowers and sprayers manufactured after October 21, 1991, with serial numbers above #224438666. This recall is necessary because of possible fuel line leakage. This leakage could cause a fire under certain conditions, resulting in the serious injury or death of users or bystanders. This is a recall for safety reasons.

The BR 320, BR 400, SR 320 and SR 400 are marketed as backpack blowers and sprayers and are intended to be used for blowing debris, cleaning, etc. The units subject to the recall were distributed and sold from November 1991 to the present, and retailed for approximately $485. The backpack blowers and sprayers were sold through the Stihl distributor/dealer network.

According to Stihl representatives, anyone who has purchased a BR 320, BR 400, SR 320 or SR 400 subject to this recall should discontinue its use immediately and return it to an authorized Stihl dealer for the replacement of the fuel line and modification of the fuel tank at no cost to the customer. Backpack blowers and sprayers subject to this recall can be identified by the serial number, visible through the small opening above the recoil starter.

If you have any questions contact your nearest authorized Stihl dealer or call Stihl, Inc., at 804-486-8444.

The Best Is Even Better!
The NEW more rugged GFX Super Split has the exclusive production table level with the top of the ‘I’ beam and heavier tubular front and rear legs. They are now included in all models — just another reason to break the hydraulic habit and start getting more firewood in a lot less time!

Three (3) full cords an hour. Designed as a tough machine, that makes more profit for you.

To find out more — call, write or fax:

GFX CORPORATION
200 Recreation Park Drive
Hingham, MA 02043-4220

(617) 740-0350 • Fax (617) 740-0355
Eight Utilities Receive Tree Line USA Award

Eight major utilities serving a combined total of more than 3 million households have been named Tree Line USA Utilities by the National Arbor Day Foundation.

The Tree Line USA program is sponsored by The National Arbor Day Foundation in cooperation with the National Association of State Foresters and recognizes utilities that meet three requirements: a program of quality tree care, annual worker training in quality tree care practices and a tree planting and public education program.

The 1994 Tree Line USA Utilities are:
- Louisville Gas & Electric.
- Northern Indiana Public Service Company.
- Public Service Company of Colorado.
- Public Service Company of Oklahoma.
- Salt River Project.
- Wisconsin Public Service Corporation.

The application deadline for the 1995 Tree Line USA Awards is November 1. Applications are available from The National Arbor Day Foundation, 100 Arbor Avenue, Nebraska City, NE 68410.

Special Price Offered On Landscape Manual

For a limited time, the International Society of Arboriculture is offering its highly regarded publication “Tree and Shrub Transplanting Manual” for only $1.5.

This manual is the necessary reference for establishing a thriving landscape. With more than 60 figures, photos and illustrations, this manual provides a ready reference for arborists in all fields. There are also two addenda. The first is an information sheet for the owner of a new tree. The second is a guide for developing planting specifications for bid.

This offer will only last until June 1. Hurry and send your order and payment to ISA, Catalog # M1206, P.O. Box GG, Savoy, IL 61874-9902.
Hodges Mfg. Co. has changed all its stump routers to the new Kohler command overhead valve engine. Hydraulic and manual stump routers are available with 18-hp, 20-hp, 22-hp or 25-hp engines. Wheels on the hydraulic units move hydraulically from 34 inches for going through gates to 52 inches for towing and operating on hillsides. All Hodges stump routers are self-propelled. Hodges Mfg. Co., Inc., Rt. 4, Box 328B, Mountain Home, AR 72653 Phone: 800-525-6312.

Bandit Industries, Inc., introduces the Model 60, a hydraulic-feed, disc-style chipper. The Model 60 is a 6-inch diameter capacity machine featuring a 12-inch wide chipper opening with a powerful hydraulic feed system that feeds at a right angle and within inches of the chipper disc. The Model 60 is especially effective on brush, prunings, fibrous material, and paper and plastic waste. The wide chipper opening reduces the need to trim limbs and branches and the low profile, folding infeed tray makes the Model 60 easy to feed. Bandit Industries, Inc. 6750 Millbrook Road, Remus, MI 49340. Phone: 517-561-2270.

The DR® Powerwagon™ is a revolutionary walk-behind powered hauler designed for moving heavy, bulky loads with a minimum of strain and effort. The DR® Powerwagon™ is especially suited for use on sloping property, rough terrain and soft ground. The DR® Powerwagon™ can haul up to 800 pounds and features a 4-speed transaxle, power reverse and dump bed. Ideal for construction sites, landscaping, etc. Prices, specifications, free demonstration video and color brochure available. Country Home Products®, Dept. H41N, Ferry Road, Box 89, Charlotte, VT 05445. Phone: 800-446-8746.

The DRR® Powerwagon is a revolutionary walk-behind powered hauler designed for moving heavy, bulky loads with a minimum of strain and effort. The DRR® Powerwagon is especially suited for use on sloping property, rough terrain and soft ground. The DRR® Powerwagon can haul up to 800 pounds and features a 4-speed transaxle, power reverse and dump bed. Ideal for construction sites, landscaping, etc. Prices, specifications, free demonstration video and color brochure available. Country Home Products, Dept. H41N, Ferry Road, Box 89, Charlotte, VT 05445. Phone: 800-446-8746.

Don't say you can't, say you KAN-DU!
TIME IS MONEY

Non-productive time eats into profits. Lost time accidents cost plenty in lower productivity and increased insurance premiums.

Take charge of productivity and lost time prevention with the **NEW TAILGATE SAFETY PROGRAM** from the National Arborist Association.

**NAA's NEW TAILGATE PROGRAM:**
- Helps you provide a safer workplace.
- Helps you comply with federal regulations for employee training.
- Can help you reduce your insurance costs.

**TAILGATE** is friendly to your employees. It provides them with comprehensive, easy-to-understand accident prevention training. **TAILGATE** is presented verbally with the use of visual aids and illustrations. Its forty lessons can be presented in any order, giving your employees the information they need, when they need it.

**TAILGATE** is friendly to the tree care manager, too. Employers recognize the advantages of OJT training. **TAILGATE** enhances OJT with lessons that take as little as 20 minutes to administer. Plus, it provides the benefits of handouts, tests and documentation.

The **NEW TAILGATE PROGRAM** is based on the ANSI Z133-1994 Safety Standard. Best of all, one program can be used for any number of employees, and repeated as often as necessary.

To order please fill out the order form on page 38 or call the National Arborist Association Hotline at 1-800-733-2622.
Wood/Chuck Chipper Corporation recently introduced the W/C-9HD, a heavy-duty disc chipper with a 9-inch diameter chipping capacity. The new chipper was designed to provide tree care and other "green" professionals with an economical alternative to 12-inch disc chippers without sacrificing performance and service life. The W/C-9HD comes with many standard features and yields lower fuel consumption and a lighter towing load. The W/C-9HD is available with several engine options, as well as other optional equipment. Extra set of knives and a 1-year warranty included. Wood/Chuck Chipper Corporation, P.O. Box Drawer 400, Shelby, NC 28150. Phone: 800-269-5188.

The Code 5 Keyless Ignition System, now available from Service Plus Distributors, can reduce the chance of theft, tampering and delays due to lost keys for any kind of equipment using a standard key-type ignition. The rugged Code 5 Keyless Ignition System is designed for marine use, so the weather-proof and corrosion-resistant unit is ideal for all kinds of engine-driven machinery. The Code 5 is easy to program and can accept multiple 5-digit access codes. The Code 5 keyless ignition system can be installed within one hour. Service Plus Distributors, Inc., 3520 Progress Drive, Suite B, Bensalem, PA 19020. Phone: 215-639-7810.

Growth Products now provides a concentrate liquid controlled release nitrogen product, Nitro-30™ (30-0-0). In this latest enhancement in liquid chemistry, Nitro-30™ (30-0-0) a methylene nitrogen solution provides all the benefits of liquids at a cost competitive price. The controlled release nitrogen source provides all of the advantages of liquids while providing controlled release nitrogen, tank mix compatibility, low to no salt index and high activity index. Nitro-30™ can be used through any spray and irrigation system with no clogging or abrasion to equipment. Growth Products, Ltd., P.O. Box 1259, White Plains, NY 10602. Phone: 800-648-7626.
HELP WANTED

We are a full service arboriculture firm with offices in the Midwest and the East Coast. With our continued expansion, we are seeking qualified arborists for production, plant health care and sales positions within our company. We consider safety, quality, production and communication to be the foundations of proper tree care. If you believe the same and wish to make arboriculture a career, we would like to hear from you. Send your resume with salary history to Carol Demski, c/o The Care of Trees, Inc., 2371 S. Foster Ave., Wheeling, IL 60090. Phone: 708-394-4220.

Arborists, field representatives, climbers, technicians. Ira Wickes Arborists, one of the oldest and most respected companies in the business, is looking for high-quality people to help us continue to grow. Excellent compensation, benefits, incentives. Please send resume or contact us at Ira Wickes Arborists, 11 McNamara Road, Spring Valley, NY 10977. Phone: 914-354-3400.

Experienced climber/foreman wanted to manage crew. We are a fast growing, quality oriented company in the Chicago North Shore. Minimum 3 years experience, CDL and self-motivation required. Excellent compensation and benefits available. Please send resume and contact The Kinnucan Company, 28877 North Nagel Court, Lake Bluff, IL 60044. Phone: 708-234-5327.

Attn. professional tree persons: Tired of the cold? Palm Beach County's tree health professionals are looking for motivated, knowledgeable people. If you are thinking of moving to SE Florida, give us a call. CDL a plus. Drug-free workplace. 407-968-1045.

Tree company in south Florida looking for motivated, qualified arborist with CDL & min. 2 yrs. exp. Top climber with foreman capabilities most desirable. Professionally aggressive. Year-round work, well established co. since 1978, built on team work. Mail resume and salary requirements to Bill Hodges, 5796 Western Way, Lake Worth, FL 33463, or call 800-932-7267.


Arborists/salespeople. Almstead Tree Company is a professional fast-growing, full-service tree care company located in Westchester County, NY. We are looking for highly motivated personnel who are both knowledgeable and personable. Positions also available for PHC technicians and climbers. Almstead Tree Company, 58 Beechwood Ave., New Rochelle, NY 10801. FAX: 914-576-0193.

Experienced climbing foreman needed to manage crews. Must have experience in rope and saddle, full knowledge of all aspects of tree care and equipment maintenance. Must be able to train and guide employees with positive motivation. Minimum 3 years experience. Certified arborist/treeworker preferred. Must have clean driving record, own transportation and a vision for success. Excellent company compensation and benefits available. Contact Agape Horticultural Services, Inc., 2660 West Baseline Road, Mesa, AZ 85202. Phone: 602-820-3939.

Experienced climber and sales rep, in SE Pennsylvania. Foreman capabilities desirable. We do professional work, year-round, in every area of arboriculture and landscaping. Established for 34 years. Mail resume to Acme Tree Service & Landscaping, Inc., 203 Woodland Ave., Morton, PA 19070 or call 610-399-6686.


Plastic Composites Corporation has produced more fiberglass booms and buckets than ANY other company. We have been the primary original equipment manufacturer of Hi-Ranger* glass components over the last three decades. Now we are in a position where we can deal directly with the rebuilding and user industry for replacement parts and repairs to fit the Hi Ranger* and other aerial lifts.

When you buy from PCC, you get OEM quality at the best price available.

Please call to discuss your needs for glass or liners to fit Hi-Ranger* and other aerial lifts. We have the product, the price and the service team to meet your needs.

REPLACEMENT BOOMS, BUCKETS AND LINERS
TO FIT HI-RANGER* AND OTHER AERIAL LIFTS

Plastic Composites Corporation has produced more fiberglass booms and buckets than ANY other company. We have been the primary original equipment manufacturer of Hi-Ranger* glass components over the last three decades. Now we are in a position where we can deal directly with the rebuilding and user industry for replacement parts and repairs to fit the Hi Ranger* and other aerial lifts.

When you buy from PCC, you get OEM quality at the best price available.

Please call to discuss your needs for glass or liners to fit Hi-Ranger* and other aerial lifts. We have the product, the price and the service team to meet your needs.

PCC PLASTIC COMPOSITES CORPORATION
8301 North Clinton St.
Fort Wayne, IN 46825
Phone 1-800-747-9339
Phone 1-219-484-3139
Fax 1-219-489-2532

* Hi-Ranger is a trademark of Hi-Ranger, Inc.

Are you a natural?
Then bring your talents to us!

SavATree, the successful, dynamic company who pioneered the environmentally responsible approach to tree and shrub care, seeks motivated sales professionals to join the expanding sales force in our NY, NJ and CT locations.

Ideal candidates will have a college degree in arboriculture or a related field and a strong desire to achieve unprecedented results.

In return, we provide an entrepreneurial work environment where excellence is cultivated through employee development and outstanding performance is amply rewarded.

Interested individuals should send or fax their resume to: Human Resources, 360 Adams St., Bedford Hills, NY 10507 Fax: (914) 666-5843. SavATree is an equal opportunity employer.

SavATree
COMPLETE TREE AND SHRUB CARE NATURALLY

Please circle 29 on the Reader Service Card

TREES CARE INDUSTRY - MAY 1994
MORE THAN A LITTLE PROFESSIONAL.

ECS-320: LOADED WITH PRO FEATURES AND JUST 8.2 LBS.

Ideal for tree top use, the lightweight, yet powerful Tanaka ECS-320 is a necessity for trimming services and maintenance crews. Its top-mounted handle offers easy maneuverability anywhere. Chain brake and anti-vibe floating engine provide for safe, comfortable operation. Plus, an automatic, gear-driven chain oiler and long-life engine components—identical to those in our larger saws—ensure trouble-free performance, season after season. If you're after more than a little performance in a small saw, see your nearest Tanaka dealer or call us at (206) 481-2000.

More than a little professional.

Branch manager - East Coast tree services seeking experienced and responsible individual for day-to-day management, including sales. $50K plus vehicle and benefits. Send resume to TCI, Box T, PO Box 1094, Amherst, NH 03031.

FOR SALE


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.

Illustrated safety program helps you provide a safer workplace, comply with federal regulations and can help reduce insurance costs. Call 800-733-2622 for more information.


Wanted immediately: Graduates in Forestry, Landscape, Horticulture or related field. Entry level positions available in utility forestry/line clearance preplanning. Excellent tree identification and customer relations skills are required. Please send resumes to ACRT, Inc., Utility Services, P.O. Box 219, Kent, Ohio 44240. FAX: 216-673-3205.

Horticultural employment - Hayes Tree Service, Inc., a 20-year-old, well-established company in the Boulder Valley, has a position available for an individual with experience in the horticultural field. We are located at the foot of the beautiful Rocky Mountains, home of the University of Colorado, boasting 300+ days of sunshine per year and where recreational and leisure time diversions are plentiful. We offer year-round work, competitive salary and benefits and attractive location to live and work. Trimming experience is necessary. Position will be involved with sales of service. Please contact Hayes Tree Service, Inc., Boulder, Colorado. Phone: 303-443-9554.

Tree trimmer/arborist wanted. Full-time position, with firm which a 46-year history in Pacific Northwest. We will train or ISA certify. Minimum 2 years trimming experience. Must be a self-motivated peak performer with leadership ability. Contact: Tall Tree Service of Eastern Washington (Phone: 509-747-2445), and send resume with letter to 3032 N. Lincoln St., Spokane, WA 99205.

Branch manager - East Coast tree service seeking experienced and responsible individual for day-to-day management, including sales. $50K plus vehicle and benefits. Send resume to TCI, Box T, PO Box 1094, Amherst, NH 03031.

FOR SALE


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.

Illustrated safety program helps you provide a safer workplace, comply with federal regulations and can help reduce insurance costs. Call 800-733-2622 for more information.


Video program offers information on ropes, knots and tree climbing to make on-the-job training easier. Call 800-733-2622 for more information.

ArborWare software lets you control virtually unlimited customer transactions. Estimates & proposals, work tickets, routing, invoicing & statements, accounts receivable, IPM, inventories, and more. Includes tree/shrub, chemical, disease & pest libraries. Mouse support, LookUp & Help Windows, CAD type landscape designer. Reports for all of your financial, management and marketing decisions, DOA reporting, graphs, client history and more. Solid backing by the combined commitment of working arborists and computer experts. Phone: 800-49-ARBOR

Surplus equipment. (2) VO-50 Versalifts, 88 & 91 diesels w/forestry pkgs., $42,000 & $54,000; 83 GMC and 70' Alpine Skyworker $94,500, 50' rear mount, 4X4, $18,500; (5) chippers, 3 diesel Asplundhs, $8000-$11,800, 1 - 1200 B/B, $16,000, 1 - C-14 Trelan, $28,500; (2) log loaders, 1985 Brig. w/Prentice 120 (10 wheeler) & log body, $36,500, 1988 F-90 on 6-wheeler, $22,800; (2) stumpers: 1 Rayco DXH1675, 250 hrs., $19,800; 1 mini chief & trailer, $5800. Call 508-256-0341, 8 a.m. - 4 p.m.

Work smarter, not harder and make '94 a banner year. Get valuable information on federal regulations, business management, training, and more. Call 800-733-2622 for more information.

Used equipment: (1) 1992 Mighty Bandit II w/Kohler 23-hp gas engine; (1) 1991 Model 1200 Brush Bandit w/Cummins 177-9hp diesel engine; (1) 1986 Morbark Super Beaver w/Caterpillar 3208, 250-hp diesel engine; (1) 1984 Morbark 12" capacity w/Ford 4-cyl. gas engine, 1900 hrs.; (1) 1986 Morbark 12" capacity w/Ford 4-cyl. gas engine, 2300 hrs.; (1) 1987 Morbark 12" capacity w/Ford 4-cyl. gas engine, 1800 hrs.; (1) 1989 Vermeer 1250 w/Ford 6-cylinder gasoline engine; (1) 1988 Precision Model 23 (23' diameter capacity) chipper w/Caterpillar 3412, 650-hp diesel engine and knuckleboom loader. For further information, contact Bandit Industries, Inc., 6750 Millbrook Road, Remus MI 49340. Phone: 517-561-2270. FAX: 517-561-2273.

Skyworker - Largest new parts inventory, used equipment inventory, major service facility in U.S. Phone: 706-376-3192. FAX: 706-376-6701.


Used chipper and stump grinders. 1991 Brush Bandit 200+ with 76 hp Cummins diesel engine; 1985 Badger w/76 hp Cummins engine; 1988 Eeger Beever w/Continental diesel, used disc and drum chipper w/gas engines; 1992 Carlton stump grinder w/54 hp Duetz diesel engine; 665 Vermeer w/Perkins diesel, (1) 665A, (2) 630B’s, (1) 630A Vermeer stump grinder. Southeastern Equipment, 800-467-7089.

Big Buster John Bean 10K mistblower, 300-gallon (excellent condition) on GMC truck. If you’ve got lots of bugs and lots of trees, you can pay for this unit in a week. (I did but haven’t had gypsy moths for several years.) Great control with BT or Dimulin, can be used for dormant spray also. 4 times as fast as hydraulic with 1/2 the materials, $9500. Phone: 203-429-9972.

Full spectrum tree service. Established 15 yrs. semi-rural area, university town, excellent school system, great place for a family. Quality accounts, maintenance oriented, established IPM program, easily expandable for new owner or excellent additional profit center for existing business, $75,000 with equipment (bucket, dump truck, chipper, 1000-gallon sprayer), $35,000 without. Owner will help with transition. Phone: 203-429-9972.

Vermeer TS-60 pm S 1800 International with DT 466, unit is in excellent condition. $31,000. Phone: 203-429-9972.

Tree service - spraying, treatment and trimming for awesome 2500-strong customer data base in the West’s fastest-growing city where municipal government and residents give top priority to tree care. Golfing, fishing, hunting and national forest all nearby, and new convention center under construction. Includes five spray trucks, tree equipment. $75,000. Serious inquiries only. Call 719-544-8733 (days); 719-564-2624 (evenings).


1984 Chev C-70 w/52-ft. HiRanger, 40,000 miles, excellent condition, garage stored, 8.2-liter fuel pincher diesel turbocharged, 5-spd w/2-spd rear end, $35,000; 1988 Ford Super Duty 7.3-liter turbo charged w/5-spd. tranny, 14,500 miles, GVW AC/Arbortech thru tool boxes w/10-yd dump bed chipper box, like brand new, 20,000 miles, $22,500; 1989 Chev 3500 chipper truck 20,000 miles, 350 V8/4-spd/powi trac rear end, aluminum chipper canopy, 10 yrs, real nice, $10,500. Scovell Tree Surgery, 805-466-0252.

Windows software designed for arborists. Comprehensive, supported for over 10 years. Call or write for free demo. 610-970-7955. Quad Tech, Inc., P0 Box 643, 191 S. Keim St., Pottstown, PA 19464.

All of the appropriate elements of the ANSI Z133-1994 are included. NAA's video training programs make actual on the job training much easier. After viewing an NAA video a trainee can go into the field with basic background information. Repetitive viewing of NAA's video training program re-enforces the training provided in actual work situations. Attendance sheets provided with this program allow an employer to easily document employee training which meets OSHA requirements. Tests are also provided to measure employee comprehension.

To order the ROPES, KNOTS & TREE CLIMBING video program please fill out the order form on page 38 or call the National Arborist Association Hotline at: 1-800-733-2622.

The National Arborist Association
P.O. Box 1094, Amherst, NH 03031
Phone 1-800-733-2622 Fax 603-672-2613
(6) Bucket trucks: 1985 Int. DT 466 diesel, 57-ft w/h Hi-Ranger with 1994 rebuild, chip box, $29,500; 1982 Chevy, gas, 5/2 57-ft w/h Hi-Ranger, looks and operates perfect, $24,900; 1988 Ford, gas, 5-speed, Asplundh LR-50, chip box, 35,000 actual miles, $30,500. 3 chip trucks: (2) 1983s, (1) 1984, $5500-$6500; 2 new 1994 Altec chippers, 4-cyl, 12-inch blades, never used, $10,800. Knox, TN. Days: 615-986-9561.

FMC fertilizer/sprayer, 35 gpm, 20-hp Wisconsin engine, 500-gallon tank, 200 feet 3/4" 800 psi hose, FMC gun, 1971 GMC 5500. New brakes, tires, clutch and exhaust, 35,000 miles. Good condition, $6500 or best offer. Phone: 414-545-6100 (Wisconsin)

Liquidation - 350 gal EC insecticide, 20% methoxychlor and 10% diazinon. Labeled for crops, including fruits and vegetables, flowers, ornamentals and shade trees. Controls numerous pests including elm leaf beetle and gypsy moth. Contact Bill Demare, 800-282-9115, ext. 236.

PHYTON-27 INJECTION SYSTEM

The pictured equipment costs $178. Phyton-27 costs about $12-$25 per injection, takes about 1-3 hours, lasts 3 years plus. For reliable technical support and overnight delivery, call 1-800-356-8733. Phyton-27 Bactericide and Fungicide: real-world efficacy against Dutch Elm Disease, since 1984. And now for OAKWILT as well.

Source Technology Biologicals, Inc.
3355 Hiawatha Ave. South
Suite 222
Minneapolis, MN 55406

(800) ELM-TREE
(612) 724-7102

Please circle 37 on the Reader Service Card

HYPRO • KURIYAMA • FLOJET • FMC • SOLO • TUFLEX

WESTHEFFER COMPANY, INC.
P.O. Box 363 • Lawrence, Kansas 66044

NEED A SPRAYER?
We Got It!
Over 100 models to choose from. Custom built to meet your specific needs.

• Single or dual tanks
• 50-1000 gallonage
• Mechanical or jet agitation
• Diaphragm, piston or centrifugal pump
• Electric or manual hose reel
• Green Garde, Kuritec or Synflex hose
• Hypro JD9CT or Chemlawn gun

YOUR PARTS WAREHOUSE
Over 2 Million Dollars of Parts Inventory on Hand!
To Order Call Toll FREE: (USA, Canada, Mexico)
1-800-362-3110 • FAX (913) 843-4486

Please circle 43 on the Reader Service Card
TCI EXPO '94

IS THE ONE SHOW WHERE YOU'LL ...  

See the latest tree-climbing techniques using new hardware and new knots to speed up productivity. Find out the answer to any Tree Care Industry question at NAA's Information Central. See how chipper technology is going to respond to changing landfill and dumping laws. Learn about electrical hazards that may threaten lives—and your insurance premiums. Find out if leasing new equipment will increase your productivity and cut your overhead. Learn how lightning protection installation could bring you new business. Find the best source for the equipment and supplies your crews use every day. Learn about the newest pest management and plant health care products and how they should be presented to your customers. See all the business services and technology you need under one roof. Find everything you need to build your business. Because there's only one show with over 120 exhibitors, lectures, seminars and demonstrations that focus on the BUSINESS of the tree care business: TCI EXPO '94. A BETTER 1995 STARTS AT TCI EXPO '94—THE TREE CARE BUSINESS TRADE SHOW.

PENNSYLVANIA CONVENTION CENTER, PHILADELPHIA, PA
NOVEMBER 17TH THROUGH NOVEMBER 19TH, 1994
SPONSORED BY THE NATIONAL ARBORIST ASSOCIATION,
CO-SPONSORED BY ISA.
FOR MORE INFORMATION,
INCLUDING HOTEL ACCOMMODATION AND TRAVEL, CONTACT:
The National Arborist Association, P.O. Box 1094,
Amherst NH 03031-1094 or call TOLL FREE:
1-800-733-2622
Complete truck packages for sale or rent at highly competitive prices, ready for quick delivery. Chip trucks and bucket trucks featuring galvanneal steel bodies on Ford chassis-cabs. MIRK, Inc. Phone: 216-669-2000.

Tree care company, estab. 16 yrs. in south FL. Better than excellent reputation, tremendous client list, fantastic potential, have Pest Control license. Trucks, chippers & grinders in good condition. Owner will stay on as needed. Serious inquiries: TCI, Box ES, PO Box 1094, Amherst, NH 03031.

FMC tree sprayer, Tandem axles, 200-gal tank, 2 hose reels, Wisconsin engine, bean pump (30 gpm, 700 psi). $3800. Phone: 519-945-4385 (res., after 6 p.m., 519-969-5451).


1986 GMC 7000 w/48-ft Hi-Ranger, flat deck, cab guard, tool boxes, tool lines. $19,000. Phone: 519-945-4385 (res. after 6 p.m., 519-969-5451).

Established tree firm for sale in New Jersey. Excellent reputation and clientele. Has work year-round. More information available upon request. Serious inquiries please respond to TCI, Box E, PO Box 1094, Amherst, NH 03031.

Southwest Florida landscape and tree service company. Excellent list of customers. Services include tree removal, trimming, fertilization, transplanting and landscaping of trees and shrubbery. Priced at $225,000, owner financing available. Corporate Investment Business Brokers, 813-936-1718.

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

FOR RENT

Large tree spade with experienced arborist operator. Any place in New England or eastern NY. Develop a new profit center without any capital expenditure. Call Residential Foresters for details, 203-429-9972.

Order Form

Please use this form to order Ropes, Knots & Tree Climbing and/or Tailgate Safety. Mail this form and payment to: National Arborist Association, The Meeting Place Mall, Route 101, P.O. Box 1094, Amherst, NH 03031-1094.

Ropes, Knots & Tree Climbing Video

| NAA members: ___ @ $60 ea. = | Non-Member: ___ @ $90 ea. = |

Tailgate Safety

| NAA members: ___ @ $70 ea. = | Non-Member: ___ @ $110. ea. = |

TOTAL AMOUNT ENCLOSED: $______

Company Name: ____________________________
Name of Individual Ordering: ____________________________
Title: ____________________________ Phone: ____________________________
Address: ____________________________
City: ____________________________ State: ______ Zip: ______
[ ] MasterCard [ ] Visa Card Number: ____________________________ Exp. Date: ______
[ ] Signature: ____________________________

The National Arborist Association
P.O. Box 1094, Amherst, NH 03031-1094
Phone 1(800)733-2522 Fax (603)672-2613

Please circle 31 on the Reader Service Card
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. ACRT, Inc.</td>
<td>15</td>
<td>23. National Arborist Association</td>
<td>25</td>
</tr>
<tr>
<td>2. ACRT, Inc.</td>
<td>22</td>
<td>24. NAA Programs</td>
<td>29, 35</td>
</tr>
<tr>
<td>3. American Arborist Supplies Inc.</td>
<td>20</td>
<td>25. Opdyke, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>5. American Safety Utility Corp.</td>
<td>33</td>
<td>27. Partner Industrial Products</td>
<td>21</td>
</tr>
<tr>
<td>6. Andy's Truck Center Inc.</td>
<td>27</td>
<td>28. Peavey Manufacturing Company</td>
<td>24</td>
</tr>
<tr>
<td>7. Arbor Care Equipment</td>
<td>26</td>
<td>29. Plastic Composites Corporation</td>
<td>31</td>
</tr>
<tr>
<td>9. Brown Manufacturing Corp.</td>
<td>23</td>
<td>31. RICK-Marx</td>
<td>38</td>
</tr>
<tr>
<td>10. J.P. Carlton Company</td>
<td>Inside Front Cover</td>
<td>32. Samson Ocean Systems</td>
<td>Back Cover</td>
</tr>
<tr>
<td>11. CEI</td>
<td>27</td>
<td>33. Sav-A-Tree</td>
<td>31</td>
</tr>
<tr>
<td>12. Corona Clipper</td>
<td>11</td>
<td>34. Schodorf Truck Body &amp; Equipment Company</td>
<td>30</td>
</tr>
<tr>
<td>13. East Hill Manufacturing Corp.</td>
<td>22</td>
<td>35. The Scotts Company</td>
<td>17</td>
</tr>
<tr>
<td>14. Fanno Saw Works</td>
<td>27</td>
<td>36. Shindaiwa, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>15. Fox Manufacturing, Inc.</td>
<td>33</td>
<td>37. Source Technology Biologicals, Inc.</td>
<td>36</td>
</tr>
<tr>
<td>16. GFX Corporation</td>
<td>26</td>
<td>38. Southco Industries Inc.</td>
<td>39</td>
</tr>
<tr>
<td>18. Greenlee Fairmont</td>
<td>16</td>
<td>40. TCI EXPO ’94</td>
<td>37</td>
</tr>
<tr>
<td>20. Jameson Corporation</td>
<td>34</td>
<td>42. Western Tree &amp; Landscape Supply</td>
<td>34</td>
</tr>
<tr>
<td>22. Kan-Du Stumpers</td>
<td>28</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Circle this number on the Reader Service Card for more information on this advertiser.
Out Of The Ordinary

By Steven F. Pregler

When disastrous situations occur, a community's Emergency Services, Public Works and even Forestry departments must work together coordinating their equipment and talents to normalize critical situations.

As city forester, my crew and I have been called upon twice in the past year in somewhat "out of the ordinary" situations.

Most recently, on January 9, a Dubuque woman woke up and went to her kitchen where she smelled gas. She then made the mistake of lighting a cigarette. The next thing she remembered was the ceiling coming down and the floor going up as a violent explosion literally blew her home sky-high and reduced it to a pile of bricks and splintered wood. Neighbors found her amid the debris near the sidewalk.

The blast was heard and felt more than three miles away. Police and firefighters found only rubble at the scene. Bricks were strewn all over the street and pieces of the house were snagged in tree branches 70 feet high and as much as 100 feet away.

After the area was secured and an initial investigation made, street crews were called in to clear the street and Forestry was called to remove debris from the trees behind the house.

Numerous pieces of lumber and shingles hung in the trees like ornaments. The shingles were the least of our problems and we overlooked them. Our main concern was the removal of long 2-by-8s that still had splintered plywood and shingles attached. To add to the difficulty of our task, the temperature was 14 degrees. Snow and ice clung to the tree branches and climbing was the only way to reach them.

Using a throw line, I was able to place my climbing line through a sound crotch high in each of the trees I had to climb. Wearing a saddle/lanyard and climbing spikes, I climbed the trees with a ground man securing my climbing rope. When I was within 15 feet of the debris and in the safest position available, I tied in securely. I then had my ground man throw me another line to raise a lineman's "hot stick," which I used fully extended to push and dislodge the debris from the trees.

On a previous occasion, in July 1993, when many Midwestern cities were experiencing some of the worst flooding in history, Dubuque went relatively unscathed because of the protection of its vast flood wall.

On July 5, however, the city's south end was threatened with flooding when a large multi-trunk Basswood split out on a steep hillside and fell on power lines connected to a pump house at a detention basin. Saturated soil led to massive mud slides which caused the tree to split out.

Power was off for 14 hours and the water level quickly rose to within inches of its banks.

After removing the downed tree and restoring power to the pumps, our Disaster Services director noticed that two trunks remained from the Basswood at the top edge of the mud slide and could come down next. He ordered them removed.

This time our problem was how to remove or top them out to a safe level. Felling the trees was impossible because they had a heavy lean toward the power lines and the hillside was too steep to climb. Besides, climbing was not a safe option as our 55-foot aerial tower was 20 to 30 feet shy of the crown.

Our alternative was to try the Fire Department snorkel with its 90-foot reach. As it turned out, we were unable to fully extend to the side because of the proximity of the uninsulated lower boom to the bare primary power lines. We were still 15 feet too short to do the job.

Unwilling to give up, the Disaster Services director ordered out a ladder truck which we were able to use to top the two trees out, but not without some difficulty. Ladders don't move up and down, but rather extend and retract along with a right and left movement, which is controlled by a fireman on the ground at the direction of the man on the ladder through an intercom speaker. There was also no saw scabbard to hold the saw between maneuvers so we had to lean into the ladder at all times.

Both events proved to be tense times. There was no room for mistakes or miscalculations. They both took every available ounce of strength and energy I had in me. Thank goodness these are not everyday occurrences.

Steven F. Pregler is city forester in Dubuque, Iowa.

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.

This is one serious couple. Introducing the Gravely Pro Chip Series and the Gravely Pro Vac 1050. The Pro Chip Series now offers three new models all built to deliver with the greatest of operator ease. And we’ve designed the Pro Vac 1050 so that it’s versatile enough to work on both turf and pavement. The fact is, when 96% of Gravely owners told us they love the way our Gravelys perform, we knew the relationship was built to last.

Fall In Love With A Gravely

Gravely International, P.O. Box 5000, Clemmons, NC • 910-766-4721 • Telefax: 910-766-7545

Please circle 17 on the Reader Service Card
Samson Introduces 3 Great Ideas For The Professional Arborist.

1. BRAIDED TREE-MASTER
   Truly a premium quality climbing line, Braided Tree-Master is the result of extensive research both in the laboratory and in the field. Made from specially treated polyester fiber over polypropylene with a control core of pre-shrunk nylon, it is unequalled for abrasion resistance and durability. The 16-strand construction produces a smooth surface that helps reduce surface abrasion and it remains flexible and easy to handle even after prolonged service. Braided Tree-Master will not twist or spin under load and it cannot hockle or back turn.

2. E-Z SEE ORANGE
   A premium 16-strand braided climbing line made with specially treated polyester for extra service and abrasion resistance. E-Z See Orange combines the performance and handling characteristics of regular Braided Tree-Master with alternating orange and white strands. The distinctive color patterns of E-Z See Orange makes it easy to identify.

3. REBATES
   For a limited time, Samson offers a $5.00 rebate on 120' and 150' polybagged lengths of both Braided Tree-Master and E-Z See Orange, and $20.00 back on 600' reels. Ask your participating dealer, or contact Samson for details. Rebate offer valid until Sept. 16, 1994.

THERE'S A SAMSON LINE TO HANDLE ANY JOB

The arborist places unique demands on his lines: Climbing, lifting, lowering, running through crotches, over limbs and against bark calls for lines specifically engineered for abrasion resistance, load control, excellent grip and snag resistance. Samson has developed a complete line of ropes specifically designed for the professional arborist. With over 100 years of experience, you can trust your most demanding jobs to the strongest name in rope.

Call or write for more information, specifications, or a complete catalog.

SAMSON OCEAN SYSTEMS • 2090 Thornton Street, Ferndale, WA 98248
Phone: (206) 384-4669 Fax: (206) 384-0572

Please circle 32 on the Reader Service Card