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The deadline for the July magazine was upon us. Bob Felix, whose byline and smiling countenance usually grace this page, was in a jam. Everybody at TCI and NAA had more work than they cared to think about. Bob's load was perhaps the heaviest. "Peter, you'll have to write my column," he said.

He didn't make that decision easily, nor is this a task I accepted lightly. Most subscribers read Outlook first. We at TCI take our job of helping to educate the industry very seriously. Outlook sets the tone for the magazine. This is an important page in the magazine, because you are important to us.

We want very much to reach you, to help you. We feel that communication leads to learning, and learning leads to improving.

I once heard Dr. Alex Shigo make an insightful observation that applies to the current state of affairs. He said, "When the economy is down, education is up." By that he meant that when the going gets tough, arborists energetically search for anything that will help them do their jobs better. The present level of activity in the NAA office attests to that.

Everything the NAA does connects with education in one way or another. The association is enjoying an upsurge in new members. People like you are recognizing the value of an organization that helps its members get better at what they do. If you strip away the organization, the board of directors, the committees, the staff and the magazine from the NAA, what remains is arborists helping arborists. Services like TCI simply make it easier to help each other.

Tree Care Industry enters into the picture because it is published by the National Arborist Association. The magazine funnels information from the NAA staff, the board, members and industry leaders to help 17,000 arborists, its readers.

I encourage you to take part in this process. Send us your stories, your suggestions for stories, your photos and your letters. You will help your fellow arborists. Others will follow suit, and help you in turn. Everyone wins.

Peter Gerstenberger, Editor
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TO BELIEVE IT.

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The Brown Brontosaurus' patented design grinds trees and bushes into a thin, beneficial covering of fine mulch rather than discharging large, dangerous chunks of debris like most rotary flail mowers.

Road Side Mower Model
(Rail-way mower now available also)

If you are presently cutting brush and are not using a Brown Brontosaurus, you are probably wasting both time and $$$!

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What Lies Ahead?

By Peter Gerstenberger

There is a saying, "That which does not kill you only makes you stronger." That saying could be applied to the last few years, which have been tough economically for the commercial tree care company.

Now, as the dust settles, a new kind of tree care company is emerging, and the company willing to make changes is the one that will survive and flourish.

Using statistics provided by the National Arborist Association as well as interviews with companies across the country, we can see where the industry is and where it is headed.

Demographics

Tree care companies and their owners are unique. In fact, you could say that there is no such thing as the "average arborist." Yet, statistics on commercial tree care company owners and companies reveal some common threads.

According to survey results, 70% of all owners have a degree beyond high school. The owners of some of the most successful firms across the country entered the industry with business backgrounds, picking up their tree knowledge later. Some earn advanced degrees while they manage their firms full time.

Sales

NAA member surveys show that the gross volume of sales remained stable from 1990 to 1991, and sales in most areas of the country are described as fair to good. The commercial/industrial market is flat in many areas, so many company owners feel that work is harder to get. Nonetheless, the residential market holds promise.

The surveys also show that firms are concentrating on advertising, selling and educating clients.

Pruett, Inc. of Lake Oswego, Oregon, for example, fine-tuned its direct mail advertising and now uses highly qualified mailing lists. The company selects names based on criteria such as the value of the property owner’s house and auto. Following up the direct mailing with telegrams assures a 7-10% response.

Pruett also is creating buying profiles of current clients in order to better identify prospects.

Besides focusing on clients, most companies polled are paying more attention to training for their salespeople. Contracting with an outside firm for this type of training can cost as much as $3000 a year and take a full day out of the salesperson’s weekly schedule.

Despite the time and expense, the Carpenter-Costin Company in Boston has enrolled all its salespeople in training classes. Owner Paul Marsan says, “It doesn’t matter how much training costs; what matters is that it’s cost-effective.”

The sales training seems to be paying off because Marsan now has a healthy backlog of work, even though he’s in the area hardest hit in the current recession. “Frankly, I’m worried about keeping up with the work when the economy gets better,” he says.

Management help

Commercial arborists will probably refer to the ’90s as the decade of the business consultant. Marsan, for example, spent $26,000 to hire a comptroller who
Highest level of education
Grade school 1%
High school 29%
Two year degree 25%
Four year degree 38%
Advanced degree 7%

Degree majors
Forestry 23%
Horticulture 19%
Business 18%
Arboriculture 11%
Other** 29%

Percent time spent with:
Sales 39%
Administrative duties 35%
Field Production 20%
Education & training 2%
Equipment maintenance 2%
Public relations 2%

What Do Companies Sell?
Here is how sales break down for the typical tree care company:

<table>
<thead>
<tr>
<th>Service</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pruning &amp; removal</td>
<td>40%</td>
</tr>
<tr>
<td>Spraying &amp; fertilization</td>
<td>14%</td>
</tr>
<tr>
<td>Landscape services</td>
<td>8%</td>
</tr>
<tr>
<td>Lawn care</td>
<td>6%</td>
</tr>
<tr>
<td>Other Arborist services</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
<tr>
<td>Consulting</td>
<td>2%</td>
</tr>
<tr>
<td>Equipment sales</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

Services & service
The downturn in the economy has prompted a number of companies to take another look at their services as well as the quality of service they provide. After analyzing what they do and how well they do it, some firms have added services, while others are focusing on service to their clients.

A new service can provide an immediate boost to the company that has done its homework. That involves researching the market for the service and obtaining the expertise needed to make it profitable. Still, several companies took the gamble—and it paid off.

Pruett Tree Service added landscaping and landscape maintenance to its services and now has a one-month work backlog. Owner Dick Proudfoot wishes he had added the services sooner.

In Denver, Colorado, the Swingle Tree Company diversified into lawn irrigation system installation and repair as well as bed and border herbicide treatments. Swingle is now enjoying an excellent year, even though the past five years have been economically sluggish in the Rocky Mountain states.

Diversifying helped many other companies remain stable through turbulent economic times. Managers listed lightning protection, vertical mulching, pest management, tree injection, transplanting and fertilization as revenue builders.

Arborguard, Inc., in Georgia, for instance, is selling add-on services such as Grow-Gun treatments, root stimulants and soil amendments.

Other companies are taking a different approach and are analyzing the profit in individual services. Frequently, the analysis points to cutting back on low-margin services while focusing on more financially promising areas.

These companies prefer to concentrate on what they do best. Zimmerman Tree Service in Florida is an example of this conservative strategy. “We are working with all members of our company for smoother operations, and justifying our prices by making sure our clients are pleased with their work,” says owner Michael Zimmerman.

Others echo this sentiment. Good service is more important than ever for holding on to clients and generating more sales.

Says Peter Sortwell of Arbor Care in California, “We consider ourselves a service company first.” Arbor Care started an in-house program called Customer Care to teach its people to anticipate and head off clients’ problems.

Increased productivity has also helped firms find new profit in traditional services. Training and incentives can increase employee productivity, and new equipment can increase efficiency. Dave Dickson of Swingle reports that increased emphasis on efficiency has boosted overall production 20%.

Future challenges
The cost and difficulty of complying with government regulations have always been among the greatest challenges of commercial tree care. A common concern for many company owners now is a new set of Department of Transportation regu-
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ADDRESS____________________________

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1976 Mack 4x4 dsl. service truck, w/ winch. $14,500.

1987 Ford w/12' Chip Box, 32K miles, $17,500.

1982 Chevy Kodiak, 3208 CAT, 13 sp. tandem w/ '86 Big John 90AA tree spade. Little use. $39,500.

1985 Ford V8 (factory rebuilt) 5x2 w/ Aerial Lift AL-50 & chip body. Very clean. $29,500.

1980 Ford F800 crane & dump. 4 ton crane. $7900.

1983 Ford dsl., 5x2 w/ 8 ton crane, 56' boom. $26,500.

1966 Ford F800 w/ Hiab log loader. $7900.

1987 Ford V8, 5x2, 11,000 miles w/JLG 10 ton crane. 65' boom & 29' jib=94' hook height. Very nice. $39,500.

1987 Ford V8, 5x2, 11,000 miles w/JLG 10 ton crane. 65' boom & 29' jib=94' hook height. Very nice. $39,500.

1987 Ford V8, 5x2 w/ LR50 & chip box. Nice. $37,000. 5 other gas and diesel LR50's in stock from $18,500.

1988 Chevy w/ Lift All 65', 9400 miles. $49,500. Pitman crane. $15,500.

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1966 Ford F800 w/ Hiab log loader. $7900.

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*Only 10 units in stock at these prices*

<table>
<thead>
<tr>
<th>Morbark Disc Chippers</th>
<th>48 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 cyl. Ford gas</td>
<td>$11,500</td>
</tr>
<tr>
<td>4 cyl. White gas</td>
<td>$11,500</td>
</tr>
<tr>
<td>4 cyl. Cummins</td>
<td>$14,995</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Morbark Drum Chippers</th>
<th>48 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>20/10</td>
<td>$7500</td>
</tr>
</tbody>
</table>

**Rayco Stump Grinders**

<table>
<thead>
<tr>
<th>Model</th>
<th>Lease* 48 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Model 1620 Super Jr.</td>
<td>$6995</td>
</tr>
<tr>
<td>Model 1635 ASA Diesel</td>
<td>$12,995</td>
</tr>
<tr>
<td>Model RG1635-ASP 35 H.P.</td>
<td>$11,750</td>
</tr>
<tr>
<td>Model RG 1665-AC 65 H.P.</td>
<td>$14,995</td>
</tr>
<tr>
<td>Model 1670DC 80 H.P.</td>
<td>$21,500</td>
</tr>
<tr>
<td>Hydra Stumper: 240 H.P.</td>
<td>$85,000</td>
</tr>
</tbody>
</table>

**Asplundh Whisper's**

<table>
<thead>
<tr>
<th>Model</th>
<th>Lease* 48 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 cyl. Ford or Hercules gas w/ 12&quot; cutter head</td>
<td>$10,900</td>
</tr>
<tr>
<td>Asplundh Chipmunk</td>
<td>$9,500</td>
</tr>
</tbody>
</table>

\* All lease purchases require 2 payments down. $1.00 buy-out with approved credit. Other lease plans available. Used Asplundh & Morbark chippers and Rayco stump grinders available.

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Amherst, NH 03031

For the record
We wish to clarify for NAA members and other readers a situation which recently took place in Michigan and the subsequent action taken by MI-OSHA. Many TCI magazine readers are probably aware of an accident which occurred in Michigan resulting in an operator's death while (he was) feeding brush into a disc-style chipper. Although the accident did not involve a chipper we manufactured, we nonetheless had great interest in the circumstances surrounding the incident. To our knowledge, the facts and cause of the accident have not been released. So, we cannot provide details as we don't have first-hand information available.

The accident received a great deal of publicity, which possibly was the reason for MI-OSHA to take immediate action. One of MI-OSHA's first steps was to research current ANSI Z133 standards for brush chippers. The standards require a combined distance of 85 inches for chippers (disc or drum) not equipped with a mechnical or hydraulic-feed wheel system. This measurement is taken from the knives outwardly on a line parallel to the ground (90-degree angle). The 85-inch measurement standard has been in effect for a number of years and was in effect prior to the introduction of disc-style chippers with a hydraulic-feed wheel system.

MI-OSHA elected to use and enforce the 85-inch measurement for all chippers and now requires that measurement to the first point of hazard, which is the feed wheels on a chipper so equipped or the knives for non-feed wheel chippers. This is a requirement by MI-OSHA for chippers used only in Michigan and is not a federal standard. The new standard by MI-OSHA requires a modification for many existing chippers which can be easily accomplished by adding a hinged folding table to the stationary infeed chute.

Dennis Tracy, sales manager
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Hundreds of tree-care professionals from all over the United States and Canada, from as far away as Hawaii and Alaska attend TCI EXPO and come away filled with new information about the industry. They see demonstrations of new products and techniques, talk with manufacturer's and supplier's representatives at the world's largest trade show of tree care equipment and supplies...and...they network with and get to know their peers from all over. There is no charge for admission to the trade show.

Plan to GO to TCI EXPO'92. Expand what you KNOW and your horizons as a tree care professional will GROW. Bring other members of your organization and save on registration costs.

Watch for more announcements in TREE CARE INDUSTRY. Or, if you can't wait, call toll free at 1(800)733-2622.

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Training Rule Issued

DOT Expands Requirements For Handling Hazardous Materials

The Department of Transportation (DOT) has issued a final rule on training requirements for transporting hazardous materials. The rule, which went into effect on July 1, affects anyone who transports hazardous materials, which include certain common pesticides as well as gasoline.

The rule was issued as the result of the adoption of the Hazardous Materials Transportation Uniform Safety Act of 1990.

While the new rule is now in effect, employers have until April 1, 1993, to train current employees. Those hired after November 15 must be trained within 90 days of employment.

Under the new rule, four specific areas require documented training:

1. General awareness—Employees must be able to recognize and identify hazardous materials in the workplace. Employers should make sure their existing Haz-Com program adequately covers this.

2. Function-specific training—Employers must train workers so that they have the knowledge, skills and abilities to function properly in their jobs. For example, each employee who works with pesticides should know how to fill out shipping papers properly. Employers can add this to their existing Haz-Com program, tailoring the function-specific training to the job description.

3. Safety training—Employees must understand the hazards posed by materials in the workplace under normal conditions or in an accident. This includes how to use personal protection and emergency response information, how to avoid accidents, and what corrective actions to take after a release of hazardous materials.

Promptly responding to an accident is important. Drivers must understand the potential hazards of certain products and be trained in emergency spill containment and proper reporting in case of an accident.

4. Driver training—The DOT left this portion of the final rule broad to accommodate training programs now used in the public and private sectors. A commercial driver’s license with proper endorsements may meet this requirement.

Need for training

The emphasis on further training stems from a DOT study that showed human error causes most accidents that result in the release of hazardous materials.

Safety training standards are already in place in several areas, and may satisfy the requirements of the new rule.

For example, tree care employers currently must have a working Hazard Communication Program in place to inform employees about hazardous chemicals in the workplace. Those who have a complete program with all proper documentation probably comply with the latest rule.

Employers must also meet the Environmental Protection Agency’s Worker Protection Standard, which deals with hazardous substances.

In addition, the DOT requires that drivers have a commercial driver’s license if they operate vehicles that bear hazardous materials placards.

Operators of vehicles with a manufacturer’s gross vehicle weight rating (GVWR) of 26,001 or more pounds and drivers towing trailers with a manufacturer’s GVWR of more than 10,000 pounds must also have CDLs.

The CDL hazardous materials endorsement provides the driver with general knowledge and skills. The employer, however, must determine if the CDL endorsement satisfies the training requirements in this final rule.

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Networking is one reason why so many tree care firms belong to the National Arborist Association—but it's not the only reason. NAA provides home study programs, video training cassettes, safety programs, management guidelines, marketing support and a wealth of information that enables arborists to easily comply with government regulations. A major benefit is NAA's toll free HOT LINE - 1-800-733-2622.

If your firm is not an NAA member, why not JOIN TODAY—and start enjoying all of the benefits of membership.

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☐ YES, I want to belong to NAA and take advantage of this “Special Offer”! Enclosed is my payment of $175 for dues through 1992.

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Membership starts when you submit certificates of insurance. Membership is available to commercial tree service firms only.
Conifer Topping
It May Be Common, But Is It Right?

By John Hushagen

Arborists around the world resoundingly condemn tree topping as a harmful practice that ruins tree structure, makes wounds that the tree can’t close, and destroys the appraised dollar value that trees add to the landscape. Despite this seemingly universal consensus, there is still confusion within the arboricultural community about the topping of conifers.

In theory, topping a healthy conifer with a small diameter cut (less than six inches) should not do significant harm. I have observed that healthy second-growth Douglas firs (Pseudotsuga menziesii) have effectively closed the topping wound with callus after several seasons. Longitudinal dissections in some of the same trees revealed that discoloration and decay were contained to a fairly small area.

However, we must ask how much benefit (e.g., greater safety from “windsail” reduction) is to be gained by cutting the top 15 feet off a 135-foot fir. The answer is little, if any.

Hidden problems
In practice, most tree toppers don’t stop at a 15-foot reduction and a 4-to-6-inch diameter cut. They prefer to reduce the height of a tree by one-third to one-half. Herein lies the problem. If a 140-foot fir is suddenly turned into a 70-foot fir, this topping cut is probably 12 to 15 inches in diameter. Even the healthiest trees under the best of conditions cannot cover a 12-inch wound. Very often one of the top rot fungi enter the wounded area, rapidly devouring the center of the tree.

As founder and owner of one of the larger tree services in the greater Seattle area, I have had ample opportunity to observe the effects of conifer topping. I once climbed and core sampled in several places an old-growth fir that had been topped many years before by nature or man. The base of the tree was sound, and from the ground it looked healthy. But as I worked my way down from the top, I discovered that there were only two inches of sound wood beneath the bark of a 24-inch diameter trunk, halfway down from the top of the 80-foot tree. The decay column was at least 55 feet long!

Heavy, bushy branches, some covered with fungal fruiting structures, clung to the sides of this grand tree. Halfway down the tree, I stopped coring since it was obvious...
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that the tree was too dangerous to keep. Physiologically the tree's plumbing was working but structurally it was an accident waiting to happen.

It is not uncommon to find handfuls of gooey, rotten wood below large topping cuts. Rot spreads down the trunk, weakening the attachments of large branches and causing them to break and become dangerous hangers. Some toppers cut back to a lateral branch hoping it will "bend" and form a new top. What usually happens is that these previously shielded branches are too weak to endure the winds they soon encounter.

**Upsetting the balance**

Topping, or any other form of excessive pruning, upsets the delicate balance among leaf area, shoot growth and root growth. Trees need their leaves to feed shoots, developing buds and roots. Topping starves a tree, forcing it to use its stored reserves to rebuild its crown and fight invading micro-organisms. Topped trees become stressed trees that are susceptible to root rots, a major cause of death in Pacific Northwest trees.

Trees do not blow over because they are "too big." Shortening trees to make them safer is unprofessional, at best. In many cases, conifer topping could be considered arboricultural malpractice since the "cure" more often becomes "the cause" of hazardous trees. Topping confers gives us a somewhat shorter tree that rapidly regrows new, bushy tops that are scabbed onto the outside of a rotting trunk. The tree soon becomes more hazardous than ever.

**Maintaining values**

As professionals, we must cease providing services of dubious value to the trees and the customers. Instead, we should concentrate on promoting hazard tree evaluations and proper pruning.

I feel the best way to explain the correct method of pruning a conifer is to say that the goal should be to reduce the mass of the tree without reducing its size. Thinning from the top to the bottom and from the inside out will reduce the tree's "windsail," reduce branch weight, remove poorly formed, crowded, broken and dead branches, and allow more light to reach the landscape below.

After this, if the client insists on topping or overthinning, bid the client a good day and walk away with your head held high. You won't get that quick, short-term paycheck, but rather will you have sacrificed your principles or the long-term welfare of the tree.

Recently, a client who owns one of the oldest homes in Beaux Arts told me that eight large conifers that we had pruned lost no branches in Seattle's fierce 100-year storm in December 1990. Getting testimonials like that is what quality tree care is all about.


This article was originally written for Plant Amnesty, a Seattle-based plant preservation organization, and printed here with permission. For more information on Plant Amnesty, write to Cass Turnbull, president and founder, 906 NW 87th Street, Seattle, WA 98117, or call 206-783-9813.
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Focus On People

By Don Shope

We should realize that we are not hiring tree trimmers or spray men, or whatever. We are hiring the lifeblood and the very future existence of our companies.

Dependency on others

All of us are dependent on someone else to be successful. That is especially true in a service business like ours where what we are really selling is people's time. We aren't selling widgets where it is relatively easy to determine if they are quality products. We are selling "X" amount of Joe Treeman's time to do whatever the customer requested.

We are almost totally dependent on Joe Treeman's skill to communicate with the customer and his skill in completing the task in a manner that satisfies the customer's expectations. And, of course, we all know that a happy customer becomes a client who brings us more customers.

Additionally, there are many times when we depend on how well someone handles the initial phone call from a potential customer. At other times we depend on the timeliness and skills of our salespeople to communicate with customers and learn their expectations.

With all that dependency, I am continually amazed at how many business managers fail to hire the best people possible. Often, warm bodies are hired to satisfy the need of the moment. We should realize that we are not hiring tree trimmers or spray men, or whatever. We are hiring the lifeblood and the very future existence of our companies.

That has always been true, but another incentive in today's business environment is the added cost of the regulations we have to deal with in order to hire someone. We simply cannot afford to hire mediocre people because we are fast becoming responsible for them for life, and maybe we should be. It would certainly crystallize our thinking as to the value of a good employee.

Keeping people

Assuming we hire quality people, the challenge then becomes keeping them. With all the excellent training programs available through the National Arborist Association, we can assume that good training is being provided. But the issue is more basic than that. People need to be treated fairly and with respect. They also need a certain amount of security and an opportunity to improve their abilities and position in life. This puts a heavy burden on management to do its part in making the business successful.

In the not-too-long-ago "good old days," we could simply delegate. Now, in this new age of the buzzword, we have to empower people, create quality circles, team management and manage by consensus. Call it whatever you like, the idea is still a simple one: to push authority and
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Don Shope is vice president and general manager of residential and commercial services for the Davey Tree Expert Company, Kent, Ohio.
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Contact: Paul Ries, 503-373-7854

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Asheville, N.C.  
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Infomart  
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Central Illinois Public Service (CIPS) is helping towns within its service districts to get rid of hazard trees and plant new ones. The service is called the Cooperative Tree Replacement Program.

The goal of the program is to help the utility company reduce its tree trimming costs with each trimming cycle.

The program also allows towns to eliminate unsightly trees that required extensive V-pruning every three years and replace them with healthy, desirable trees.

Under the program, the participating town lists trees to be removed and replaced. CIPS crews review and approve the list and then remove trees more than 10 inches in diameter that are growing under wires. In some cases, the towns replace large trees with small species close to the original planting site; more often they plant larger species away from the wires. The utility repays 50% of the cost of replacement trees.

In Gibson City, for example, officials decided to plant 90% of the replacement trees in city parks and in a new industrial complex. The utility paid over $10,000 in planting costs for 104 trees.

Steve Kindel, the CIPS engineering technician in charge of the Gibson City project, says that the utility ideally would like to remove all large trees planted under its wires. The Cooperative Tree Replacement Program is "a nice situation where everyone wins," he says.

Only a handful of central Illinois communities have adopted the replacement program, but CIPS would like to see it expand. To promote the program, CIPS is planning to develop a short informational video that would be presented to town officials as well as short public service announcements that will air on cable television networks.
ISA Now Accepting Proposals For Research Grants

The International Society of Arboriculture is now accepting applications for grants for research projects on shade trees. Horticulturists, plant pathologists, entomologists, soil specialists and others are invited to submit brief outlines of proposed studies for a grant to help buy supplies or equipment, hire technical or student help, or otherwise aid the work.

Proposals should be sent to Dr. Francis W. Holmes, Chair of ISA Research Committee, 24 Berkshire Terrace, Amherst, MA 01002-1302, USA. Deadline is December 1.

Individuals self-supported or privately or publicly employed are eligible. There is no restriction by religion, race, sex, age, nationality or residence of applicant. The grants are not expected to cover all research costs, but to aid, stimulate and encourage scientific studies of shade trees. ISA requires that administrative overhead not be deducted from grants. Recipients will be asked to publish their results in ISA's "Journal of Arboriculture."

There is no printed form to fill in. A candidate should send no more than two pages (8-1/2-by-11-inches, or 21-1/2-by-28 cm) in English language, telling: name, address, telephone and FAX numbers of one principal investigator; institution(s) and date(s) of investigator's college and/or graduate degree; title of the project; purpose of the project (i.e., your goal, what you hope to discover); research plan (how you expect to do the work); intended use of the grant money (no overhead allowed); names of other individuals involved in the research; citations to two relevant publications by the researcher (don't send reprints); how your results will help every arborist do daily tree care work (first review is by six arborists and five scientists, second review is by 11 arborists); how much the project will cost; and how long the project will last.

Send only one copy of your proposal. ISA will photocopy your original. Mail well ahead of time. All proposals are reviewed separately by each ISA Research Committee member. All finalist proposals are then reviewed by each trustee of the Memorial Research Fund. All applicants are notified in March or April.

ISA reserves the right to send only the first two pages per application to members of our evaluating committee. Proposals received after December 1 are considered for the following year.

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American Forests Seeking Nominations For Awards

American Forests, the nation's oldest citizen's conservation organization, is seeking nominations for two tree-planting awards—one honoring an individual and the other recognizing the achievements of a non-profit urban forestry organization. Both awards will be presented at the annual Global ReLeaf banquet in Washington, D.C., on November 6.

The Global ReLeaf Jean Giono Award is presented annually to an individual whose efforts on behalf of tree planting and the environment best exemplify the generous spirit of Elzeard Bouffier, the inspiring character in the eco-fable, "The Man Who Planted Trees."

The nomination deadline is August 5.

Nominations are also being sought for the first annual GEO Award for Environmental Excellence, to be presented to the outstanding citizens urban forestry group in the United States. The award is sponsored by the Chevrolet/Geo Automobile Division of General Motors, in cooperation with American Forests and the U.S. Forest Service. The award is sponsored by the Chevrolet/Geo Automobile Division of General Motors, in cooperation with American Forests and the U.S. Forest Service. The winning organization will receive a $5000 stipend and an original sculpture by Steuben.

The organization must have been in existence for at least two years as of September 1, the deadline for nominations. Applications are available by calling American Forests at 202-667-3300 or 800-TREE-GEO.

Davey Foundation Awards Scholarships

The Davey Company Foundation recently awarded scholarships to six horticulture technology program students at Kent State University, Salem Campus.

Recipients of the scholarships are Ron Garrod, Jody Sanor, and Ruth Duke, all of Salem, Ohio; Tim Hamilton, Lake Milton, Ohio; Robert Stark Jr., Leetonia, Ohio; and Steven Cobedesh, Minerva, Ohio.

The scholarships were funded by a $25,000 endowment that the Davey Company Foundation donated to the Kent State University Foundation to support ongoing scholarships for horticulture students. Education and training are Davey priorities and supporting these students helps encourage them to pursue careers in the green industry.

Richard Jones, manager of personnel administration at Davey's Kent Headquarters, made the scholarship presentations at the Salem campus.

The Davey Company Foundation is the charitable arm of The Davey Tree Expert Company, North America's oldest and largest tree care company.
The Swinger, a combination hydrostatic and mechanical loader, features hydrostatic power to the drop box for instant forward/reverse. The articulated frame, 4-wheel drive and choice of tires make it adaptable for indoor and outdoor use. All models have 40-degree articulation and 20-degree oscillation. Lift capacities range from 1200 to 3000 pounds; bucket sizes range from 12 to 36 cubic feet; and lift range is from 104 to 138 inches. Contact Mobility Equipment, 1125 Starr Ave., Eau Claire, WI 54702. Phone: 715-835-3151.

Ford Power Products has extended its warranty on selected base engine components used in the wood chipper industry to two full years, or 2000 hours. Many of the base engine components of the LSG-423 (4-cylinder, 2.3 liter) and CSG-649 (6-cylinder, 4.9 liter) models are covered by the new warranty, which formerly was one year or 2000 hours of operation. The new warranty is effective for components shipped on or after April 1. Contact Frederick Reed at 313-730-2916.

Miller Equipment has released a free booklet entitled “Miller Fall Protection Products” to illustrate a wide selection of safety equipment. Eight Miller product lines are shown: full body harness; robe and webbing lanyards; Miller’s proprietary Manyard; Miller Sofstop shock absorbers; industrial body belts; Miller Man-Pac total fall protection systems; specialty belts for linemen, tree trimmers and construction; and rope grabs. Contact Rob Beightol, Miller Equipment, 1355 15th St., Franklin, PA 16323. Phone: 800-873-5242.

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The feed wheels are mounted within inches of the chipper disc. There is NO DEAD SPOT, allowing virtually no hangups between the feed wheels and chipper disc.

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More Chewing Power
Longer 19” feed wheels provide more surface area and more pulling power.
New chipper design provides more aggressive chipping action - lifts and pulls - reducing drag and provides a smoother feed.

Yes, the 250 ate the tree shown in the picture without hang-up.

For a demonstration or a video of this amazing new chipper, call or write Bandit Industries or contact your local Bandit dealer.

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A City Challenge

By Steven Pregler

As city forester, I receive numerous requests to remove dead, declining and unwanted trees. At times the tree's location or other extenuating circumstances present quite a challenge. This is one such story.

In May, I received a request to remove a tree that was in a wooded area on city property abutting a park playground. The request came from the owner of an adjoining property; he was concerned about the safety of children who were playing and lighting fires in the hollow of a particular tree.

Public safety ranks high on our list of concerns, so our Parks Division manager and I decided to investigate. When we arrived, the property owner offered to lead us to the tree in question. To our amazement and almost disbelief, there stood before us a large cottonwood with a trunk circumference of 15 feet. It was so hollowed out by fire, decay and from being picked apart that we wondered how this mere shell of a trunk that resembled a tripod could support the massive crown.

We could see through the trunk from several directions. The hollow extended upward from the base for about nine feet. The thickness of the remaining shell varied from two to four inches. The widths of the sections of trunk making up the tripod were 15 inches, 21 inches and 43 inches.

I couldn't help but feel uneasy standing under this tree while assessing its condition and planning for its removal. It was clear that it could not be felled or removed by traditional methods because of the condition of the trunk, or lack thereof. It could come crashing down at any time.

Several other things also were clear. The heavy side of the tree's crown was over the widest portion of existing trunk, which was 43 inches wide and almost four inches thick.

The good news was that the tree was far enough out of the way that regardless of which way it fell, it would do no harm. Since the tree was also located about 120 feet from the closest clearing, we would have easy access with our heavy equipment.

The main plan was to run a winch cable from our log loader parked 130 feet away on the tree's light side. We would run the cable through the center of the hollow and around the two narrower parts of the trunk's tripod formation. We would then pull the cable tight so that it would pull or cut through the two portions as it drew them together. The tree would then topple over in the opposite direction.

Before we made this attempt, we threw two bull ropes into the tree's crown on opposite sides, securing them with a running bowline. These ropes were our insurance policy; we could pull on them if the cable failed to cut through the wood.

Our plan worked like a charm. The ropes were good insurance but not needed. Most important, no one's life was jeopardized in the process.

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 bear the name of the worker and his employer 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.
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