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On page 10, you will find a story with real teeth in it - stump grinder teeth, that is. Read an expert's evaluation of this all-important part of your stump grinder.

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Tips on selection, maintenance and safety.

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Sometimes heavy-duty stump grinder teeth do the job better.

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Networking is the most simple, the easiest and the least expensive way to get answers. Why isn’t there more of it? Why reinvent the wheel? Why not benefit from other people’s experiences?

People like to tell others about their successes. They aren’t bragging when they do that. Some may be, but most are sincerely proud of themselves.

Perhaps some people don’t network because they are embarrassed to ask questions. I wouldn’t be embarrassed, would you? Twice a year I meet with other green industry trade association executives. We effectively play show and tell for the express purpose of sharing ideas for mutual proliferation. That’s a euphemism for piracy. If we see or hear something we like, we ask permission and copy the idea.

Actions taken as the result of networking are often imitations, and are intended to be. Imitation isn’t all bad. Following the example of someone you admire is imitation. Often, it can be a means of improving yourself, your firm or anything else. The benefit that one hopes to achieve by networking and imitating is to avoid reinventing the wheel.

It is amazing how much time, energy and money you can save by talking to people with the same needs and the same problems that you have, particularly those who have found solutions. The further removed these people are from your base of operation, the better the information. We just had a survey done for the National Arborist Association. Not surprisingly, the greatest benefit identified for attending a meeting is the ability to network.

Speaking of meetings, TCI Expo will be upon us before you know it. There will be people just like you from all over the world. I would be happy to introduce you to people with like-size companies and similar operations. Make plans now to attend. The trade show will be the biggest ever, the seminars the best and the opportunities to network will be absolutely unlimited! Try networking, there or at any other meeting you attend. You can’t lose.

Robert Felix, Publisher
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The mower is excavator mounted providing the operator with a full-view of the cutting head. Precise boom and stick movements allow the operator to selectively cut and shred brush and small trees while leaving desirable species untouched.

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.

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Stump Grinders:
Tips On Selection, Maintenance And Safety

By Peter Gerstenberger

There is a joke among loggers: "Every tree is a potential stump."

Arborists, on the other hand, with tree preservation as their first concern, regard a stump as a last resort. Sometimes, however, removing undesirable, unsafe and diseased trees is an inevitable, even significant, part of this business. So, stump removal represents both a challenge and an opportunity.

Stump grinding is an opportunity in several respects. It is a needed service that relatively few arborists provide. It can be done in bad weather, usually by one person. It can be postponed to the slow season. Like other specialized services, it can serve as a foot in the door for selling other services to new clients.

Assume for a minute that you have decided to get into stump grinding. Not only will you find a vast array of machines, but you will also realize that you need to learn about features, maintenance and safe operation of these machines before you can feel confident.

Choosing the right machine
There is an amazing diversity of units on the market, from portable units that can be carried to massive tow-behinds. Prices range from around $1000 up to the tens of thousands. It is critical to check references, compare features and ask questions of your peers in the industry before signing on the dotted line.

“You have to talk to people who have owned or operated the equipment you’re considering if you want an unbiased evaluation,” says Arden Glenn, equipment manager for the City of Jamestown, New York.

To find the machine that is right for you, consider these points:
- Whatever you buy should complement existing equipment.
- The demand for service, i.e., the number of hours you expect to use the machine, should help determine how much machine you buy.
- To some extent, your clients determine what equipment you need. If your clients are primarily homeowners, then a portable machine for back yard stumps may make the most sense. If you are clearing lots or contracting for street trees, you may want a large-capacity, tow-behind unit.
- The limitations of your tow vehicle may determine how large a unit you should purchase.
- Finally, price is always an important factor. Remember that a low price does not always mean a good value.

Maintenance
Bill Sperber, who owns and operates Sperber Stump Removal with his wife and son in Sarasota, Florida, has been grinding stumps for almost 15 years. He contracts stump removal from more than 30 local tree care companies, 10 golf courses and numerous residential clients. Regular preventive maintenance allows him to operate his three machines almost constantly in order to keep up with the workload.

According to Glenn, the Rayco RG 1675 is designed and constructed to handle rugged jobs. Still, he says an aggressive preventive maintenance schedule has kept the machine in service since 1987 and costly downtime to a minimum. In 4000 hours of use, service on the unit has involved “wear items” such as replacing teeth, teeth pockets, bearings and drive belts, Glenn says. He notes that he might have avoided replacing the bearings if the operators had realized they needed more frequent greasing in dry, dusty conditions.

“The operator’s attitude is better with a machine that really performs,” Glenn says. “He doesn’t have to push the machine to get his job done.”

Features
Design and power rank high among the features you should consider as you shop...
Crews in Jamestown frequently remove stumps on steep embankments and under difficult conditions. Glenn points out that the compact design and the power of the machine they use make the operator’s job much easier.

Sperber agrees. “The most significant change to the stump grinder in recent years has been the increase in available power,” he says, noting that a 10-minute job today would have taken him about a half hour 14 years ago.

Perhaps not a feature, but certainly another important point to consider is service from the dealer.

### The small option

“Can you get rid of those old shrubs along my foundation?” your customer asks.

“Sure we can,” you reply, your mind already focused on the personnel, equipment and tools you will need to do the job. The above-ground part will be easy, but...what about the stumps? Grubbing them out by hand will be a long, tedious process, and the client isn’t going to want to foot the bill for the labor.

On the other hand, the site is awfully tight for your large stump grinder, and using it would entail a separate visit. Neither option sounds attractive.

Another option is a small, portable stump grinder. While there is a variety of machines available, the new Partner portable unit probably carries the notion of a portable stump grinder the farthest. The Partner weighs only 44 pounds and has a collapsible handle that allows it to fit in a car trunk. It is easy to operate and comparatively affordable as well. But can it grind stumps?

The answer is yes. With an experienced operator, the machine removed a 6-inch maple stump in a matter of minutes.

The Partner powerhead is a converted concrete-cutting saw. The cutting wheel resembles a beefed-up circular saw blade. Unlike its larger counterparts with replaceable teeth, the Partner cutter is one piece. However, the blade can be sharpened and produces a fine chip similar to that from a chain saw.

Although it is designed largely for rental yards and homeowner use, this size machine has a place in the tree care industry. If stump grinding accounts for a lot of your business and you grind large...
stumps, then you will probably need one of the quality, heavy-duty portable or towable stump grinders. A small, portable unit allows your pruning/removal crew to get rid of pesky little stumps with a machine they can stow in a toolbox or pickup bed.

Safe operation

Regardless of the size of the stump grinder, safety is a vital concern. Machines must be fitted with guards that are adequate for protecting the operator standing at the controls and preventing debris from flying out of the work area. Operators should also protect themselves and at the very least should wear head, eye and hearing protection as well as sturdy work boots. Wearing separate face protection and gloves is also a good idea.

The safety of the operator determines the safety of the operation. Before grinding begins, the operator should check around the stump for rocks, metal or other foreign material that might be imbedded in the ground. Though the operator is adequately protected by machine guards, grinders can throw foreign material. Therefore, when working near houses or other valuable structures, it is a good idea to carry plywood to protect anything that might be damaged by an errant chunk of wood or rock.

Adamant about checking stumps before grinding, Sperber has never had an incident more serious than a window broken by flying debris. A common problem in his area is the landscape stone that tree owners like to place around the tree base. Stones can damage the grinder, and could become dangerous projectiles.

Sperber also feels it is critical to keep onlookers away. He says that typically he "feels his way" through the stump while he remains alert for passersby.

Visibility of the immediate work area is another key issue. Sperber feels that the swing out controls found on some of the newer machines is an important safety feature, yet he doesn’t use them. With his years of experience, he has become accustomed to a fixed control panel and sees no reason to change. It would be hard to argue with his experience. Nonetheless, some manufacturers are offering remote control devices that allow the operator to stand out of the dust and in an area of greater visibility. Operators working under varying conditions will find advantages and disadvantages with each of these options.

As the tree grows, so grows Opportunity.

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- Easy to operate and affordable
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- 16-inch, 12-tooth cutting wheel
- Two stage reduction drive uses v-belts from the engine to intermediate shaft and polychain(R) from the shaft to the cutter wheel.
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- Lockable tool compartment
- Standard transport width is 35 inches.

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- Lockable tool compartment
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Pesticides On Record

Rule Requires Documentation Of Applications

By Brian Barnard

Certified commercial pesticide applicators are now required to keep detailed records when using any federally restricted-use pesticide. This rule is a result of the 1990 Farm Bill, and took effect May 10.

The rule states that certified applicators must keep records comparable to records kept by commercial applicators of pesticides in each state. Thus, if your state currently requires record-keeping of restricted-use pesticides and you fully comply, this latest rule will not have a major effect on your operations.

Records that must be maintained include: 1) the brand or product name, and the EPA registration number of the restricted-use pesticide that was applied; 2) the total amount of the restricted-use pesticide applied; 3) the location of the application, the size of the area treated, and the crop, commodity, stored product or site to which a restricted-use pesticide was applied; 4) the date of the application; and 5) the applicator’s name and certification number.

These records must be completed in 30 days of the application and kept for two years.

In addition to the record-keeping requirements, the commercial applicator is required to provide a copy of the pesticide application record to the client. This information must be provided within 30 days.

The rule originally intended to exempt non-agricultural applicators. Those who drafted section 1491 of the Farm Bill used the Environmental Protection Agency’s definition of certified applicators. This requires that all certified commercial applicators, including those under the ornamental and turf category, comply with these requirements.

The penalty for violating the record-keeping requirements is $500 for a first offense, but could go as high as $1000 for subsequent violations.

Ergonomics Standard Seems Likely

A federal ergonomics standard for general industry seems likely. The Occupational Safety and Health Administration (OSHA) last fall proposed that a comprehensive ergonomics standard be developed and pending OSHA Reform legislation includes mandates on the issue.

Ergonomics is defined as an applied science that is concerned with the characteristics of people that need to be considered in designing and arranging things that they use so that people and things will interact most effectively and safely.

In a recent ruling that linked repetitive motion injuries and the work place, Judge David G. Oringer (see TCI May 1993) stated that OSHA cannot use the General Duty Clause to enforce regulations concerning ergonomic hazards. The General Duty Clause holds employers responsible for maintaining a workplace free of recognized hazards, even if a specific standard does not address a particular hazard. Oringer stated that OSHA cannot force employers to experiment to reduce job safety hazards. In other words, in the absence of clear guidelines, an employer cannot reasonably be expected to understand how to eliminate ergonomic hazards.

As a result of the ruling, OSHA may be more inclined to develop an ergonomic standard and ergonomic issues will remain high on the agency’s priority list. OSHA Reform legislation (HR 1280, S 575) would require the agency to issue a final ergonomic standard within two years after enactment. OSHA’s track record for implementing standards does not fit well with a 2-year time limit, as OSHA normally takes up to 12 years to produce a final rule.

California is also on the path to producing an ergonomic standard. The state’s OSHA Standards Board is currently reviewing a proposed ergonomic standard, and a final rule may be published in the spring of 1994. A spokesperson for the agency said the public comment period is expected by mid-July, with hearings in September.

Drafts of the California ergonomic standard require employers to develop training programs and inspection procedures following employee reports of ergonomic type injuries.

An ergonomic standard could affect the commercial arborist as it may not allow ample flexibility to accommodate the ever-changing, natural environment the arborist works in daily.
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The VO-50 gives you reach and movement others can’t match, and it's done without troublesome cables or chains, meaning safer, low-maintenance operation.

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Using The Right Teeth

Sometimes Heavy-Duty Teeth Do The Job Better

By Sal Leonardi

Like all products, heavy-duty stump grinder teeth have their place. However, some operators select these teeth for the wrong reasons. Heavy-duty teeth can help solve the problem of bending and breakage, but will not extend the life of the carbide cutting surface.

Look at heavy-duty teeth at your next trade show, or check them out in manufacturers' ads or the photos accompanying this article. You will see that the difference lies in the size of the shank, not the carbide cutting tip. In fact, the carbide tips are the same for regular and heavy-duty teeth. That's because nothing has been found that comes close to carbide for wear resistance.

Stump grinder cutting tips are made from powdered tungsten carbide, held together with cobalt as a binder. Carbide tips for stump grinder teeth are pressed in a die that is 22% larger than the finished part. The parts are then sintered. During the sintering process, which involves heating the tip to 1,500 degrees C. in a vacuum, the material shrinks to the specified size.

Different degrees of hardness and chip resistance can be engineered into carbide.

The shanks are the same for both the round and square tip teeth. Square tip works best on lower power grinders.

This is done by varying the particle size of the carbide and the amount of cobalt used to make the carbide. Regardless of the formulation, the softest carbide is harder than the hardest steel available.

Heavy-duty teeth will reduce tooth bending or breakage. If you decide to use them, you will also have to replace the pockets and bolts to accommodate the larger tooth shanks. If, however, your teeth round off before bending or breaking, a more cost-effective solution is to use standard teeth and change them more frequently. Dull teeth are much more likely to bend or break than sharp teeth. Sharp teeth also cut faster.

Some operators substitute square-tip teeth for the more widely used round-tip teeth because they are easier to sharpen. Square-tip teeth are used mostly on smaller horsepower machines (20 HP or less) because sharp teeth must be run in these machines to cut effectively. Other operators, however, use round-tip teeth successfully on small horsepower machines. The choice seems to be based solely on operator preference.

Quality must also be considered, regardless of whether you select regular teeth or heavy-duty teeth. When selecting a supplier, keep in mind that price and quality are not necessarily linked. Some inexpensive teeth are of excellent quality while some expensive teeth are of poor quality. As an individual, you do not have the equipment or metallurgical training to evaluate the quality of steel used in the shank, the heat treating of that steel, whether the carbide is recycled or virgin.

Four major brand heavy duty teeth shown here all have thicker shanks to reduce bending and breaking. They are (l to r) Leonardi, Stump Claw, CEI and Vermeer.
On Some Brush Chippers
Distance To The Feed Rollers Is About The Length of Your Arm!

WARNING!

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

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

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

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

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

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

Use sharp teeth. Sharp teeth result in faster cutting, less chance for bending or breaking, and less wear and tear on the machine, making them cost-effective.

Take the time to look for rocks and debris around the stump and remove it before starting to grind the stump.

Use dull teeth on the inside or guard pockets. There is a set of teeth on most stump grinders that protects the outer pockets from abrasive wear from wood chips, dirt and debris when cutting. These teeth are not for cutting the stump, so they don’t have to be sharp.

You can use heavy-duty teeth on the lead positions that take the most abuse and use standard teeth for the rest of the wheel. Keep the teeth in balance by using the same teeth and pockets on both sides of the wheel and in the corresponding positions 180 degrees away.

Keep spare teeth, pockets and bolts in stock. It is cheaper to keep these parts in stock than to have them shipped next day.

When replacing teeth, put anti-seize, oil or thread locker on the threads of the bolts and on the heads before retightening them. This will make it easier to get them off next time. Also, be sure there is a space between the pockets and the wheel before tightening the bolts.

or the quality of the silver solder joint. You have to rely on the reputation of the manufacturer, your own field experience and that of other people.

If you determine that you do need heavy-duty teeth, shop around. Heavy-duty teeth range in price from approximately $3 to $6. The style and manufacture of the tooth will also give you some indication of whether it represents good value. Check to see how the tooth sets against the cutter wheel. Some teeth are not very flat and will wear a depression into the cutter wheel faster than a tooth with a flat surface. This results in expensive and time consuming stump grinder maintenance. Consider the cost difference, including the cost of a new set of pockets for the heavy-duty teeth. Remember, though, that the grade of carbide is the same regardless of whether the tooth is heavy duty or not.

Deciding whether heavy-duty or regular teeth are better for a particular application is a trial-and-error process. Each style and type of tooth works well on certain types of wood and soil conditions. However, it is impractical to change teeth after each job, so by trial and error, you can determine which teeth provide the best service at the lowest cost in the greatest number of applications.

As with all aspects of machine operation and maintenance, use common sense when selecting, installing, sharpening and using stump grinder teeth. Your comments are welcome, and can be addressed to the author at 2728 Erie Drive, Weedsport, NY 13166. Phone: 800-537-2552.

Sal Leonardi is vice president of Leonardi Manufacturing, Co., Weedsport, New York, a leading manufacturer of replacement teeth for stump grinders.

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More than a little, please.

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<table>
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<tr>
<th>Year</th>
<th>Model</th>
<th>Type</th>
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<td>V8</td>
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<td>Int'l S2600</td>
<td>NTC-350 Cummins; 13 Spd.; 20 Ft.; 46 Rears With Pitman PK 17,000 Knuckleboom; Form or Material Loader; 2200# At 46' Side Reach.</td>
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Pleasing The Boss

By Tom Mugridge

boss (bôs) n. [Du. baas, a master] 1. a person in authority over employees 2. a foreman, supervisor, director. - vt. to exercise authority over; to supervise or direct; to order or command. - Webster's New 20th Century Unabridged Dictionary, 2nd Edition.

These definitions conjure that age-old picture of a boss wielding a whip, yelling and screaming at his employees. I would like to change the definitions and say that a boss is someone who has influence over our actions.

Taking this definition, it's clear that we have several bosses in our daily lives. We have the boss at work, who, in turn, often has a boss.

There's an old saying: "The client is king." It may be more appropriate to say that the client is the boss. This is the boss that your boss has to please. And one sure way to please your boss is to help please the client.

There is another boss that you have to please. I'll come back to this later.

Let's set up a theoretical company structure: The president/owner is "the big boss." The general manager reports to "the big boss." The production foreman reports to the general manager. The foreman reports to the production manager. The climber is under the foreman's direction. The groundman is under the climber's and foreman's direction. The summer worker or "brushie" answers to everyone.

In the pecking order of this company, there are eight levels. Everyone has to please someone.

There are some basics that we must do to please our respective bosses - being on time for work, showing up every day, being properly dressed, wearing a hard hat, checking the oil in the truck, and not dropping a log through Mrs. Jones' roof.

There are others that should be given some thought, even though many of us forget them from time to time.

There is no sequence to the following "Do's and Don'ts" of pleasing the boss. There isn't any particular order to making someone happy. Many of these "Do's and Don't's" can be useful for everyone we deal with.

Make it easy for your boss. Few people will think less of you if you make their job easier. Example: Having good attendance and punctuality makes it easier for the boss to schedule jobs. Your boss knows he can count on you when he needs you. If you really need some time off, chances are he'll be more willing to accommodate you than if your attendance isn't that good.

Put your boss's needs first. Your boss carries much responsibility, and has the potential to do more good for the company (and you) than you do. Shoulder some of the burden when you can. Example: Your company does not normally work on Saturdays, but your boss needs you to work some Saturdays during the busy season. Put his need to have you work over your desire to do something else. Better yet, volunteer to work some Saturdays, provided you are given enough advance notice. Your boss will beam with happiness, and it won't hurt your paycheck, either.

Be a problem solver. When you are given something to do, get it done. Try to avoid saying why something won't work, why it shouldn't be done and so on. The boss's job is to decide what needs to be done, and your job is to figure out how to do it. Of course, if your work order calls for a removal that you can just notch and drop, but the tree is in the middle of a deck, then it's O.K. to ask questions. The boss may have confused this job with another. Try to solve the small problems whenever you can.

Keep your boss informed. Keep the communication lines open. Fill your boss in on your activities and any major problems you're encountering. He will then have the information he needs to do his job well and the chance to help you get your job done. Example: You have a job at a local college that's estimated to take two weeks. If you're ahead or behind schedule, your boss needs to know. He may be able to help if you run into unforeseen difficulties. It's frustrating to find out on the last day of a large job that it will take more time than anticipated. Knowing the job's day-by-day progress could have afforded your boss the opportunity to keep it on track. Don't be afraid to keep the boss informed. He'll thank you
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Don’t sell your boss a bad idea. Be responsible, reliable and trustworthy so your boss can depend on you for well-thought-out ideas and accurate, truthful information. Everyone looks bad if a bad idea is implemented. Before presenting an idea, be sure that it’s a good one, based on your experiences.

Don’t pressure your boss for a raise. If your boss feels you are due for a raise or promotion, chances are that he’ll give you one. Seldom, if ever, will pressuring your boss for a raise get you one. If your work performance and attitude are good, they will be noticed. Put your efforts into earning a raise or promotion. Of course, if you haven’t had a raise in 10 years, it’s probably O.K. to ask for one.

Don’t make your boss choose sides. If you’re having problems with a co-worker, try to work them out without involving your boss. Putting the boss in the role of judge will force him to side against one of you. Bring a problem between you and a co-worker to your boss only when you are sure you can’t resolve it yourselves.

Don’t annoy your boss. Try not to do things that are against your boss’s wishes or against company policy. Before you have any interaction with your boss, ask yourself if what you are about to do or say will annoy him. Example: Don’t run out of gas in the truck; know where the job is before you leave the shop. These are little annoyances that make the boss’s job more difficult.

Don’t ask your boss to compromise his integrity. Sometimes people make unfair requests of their boss. Before making a request, ask yourself if it could jeopardize your position, image or company.

Obtain prior approval for important decisions. Before making a weighty decision, get your boss’s approval. Your boss may have more information than you and he may come up with a different decision. Example: You want to start an important job next Wednesday. When you check with the boss you learn that he forgot to tell you that he’s promised another important job for the same day. By checking with him, you’ve saved a lot of embarrassment all around.

Don’t make commitments that compromise your boss. Don’t make promises that compromise your boss’s ability to do his job, or that may make the company legally obligated. Example: While pruning at a client’s house, you drop a branch and break a birdhouse. You tell the homeowner that the company will buy a replacement. If you make this promise, you may compromise your boss’s ability to do his job.
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new one. You’ve potentially committed the company to replace it, even if it can be repaired.

Don’t unpleasantly surprise your boss. When you know a problem is coming up, inform the boss ahead of time. Example: You’ve just finished a pruning job. While pruning, a branch dropped and broke a birdhouse, but it can be fixed. You’ve apologized to the client and said you will talk to the boss about the damage. Now, you need to tell the boss what happened. Imagine how unhappy he will be if the client calls a few days later and he has to confess that he doesn’t even know about it.

Recognize your boss’s priorities. Build a good reputation by promptly and efficiently accomplishing your work. Although you may have a lot to do, your boss’s priorities should be at the top of the list. Example: Mrs. Jones, a good client, just ordered some pruning that will only take half a day. She wants the work done within the next two weeks, but your work backlog is two months. You know that Mrs. Jones’ job is a high priority for your boss, so you schedule the work to the client’s request.

When your boss makes a decision, support it. Even when your boss’s decision is different from yours, give your support. Assist with what he is trying to accomplish. Take the example of Mrs. Jones. You may want to do jobs in line with the order they came in, but your boss wants Mrs. Jones’ job done as soon as possible. Support his decision.

Take care of details. Someone once said: “Don’t sweat the small stuff.” Although this is true to some extent, the small stuff can make the big difference. For example, when you return from the day’s work, clean out the cab of the truck, wash the windows, re-check the oil and blow the sawdust out of the chainsaws. Show the boss you’re interested in your job, and that you’re looking out for the company.

Be polite to the homeowner. Take that small, dead stub off the ornamental cherry, even though it’s not on the work order. Note: This isn’t always a sure-fire winner. I once cut a small dead stub off a cherry, thinking I was giving the client a
While this study guide has been developed for use by candidates for ISA Arborist Certification, it has also been immediately recognized as an invaluable addition to any reference library. With over 160 pages of information and nearly 200 illustrations and photos, it provides ready-reference for arborists on all levels. The guide is housed in a handsome 3-ring looseleaf binder with each chapter separated by tabbed reference dividers.

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little extra. The client yelled at me. Turns out that was the stub where she hung her birdfeeder.

Don’t talk negatively about the company. Expressing negative feelings is a sign of failure. Channel your efforts into finding positive solutions. Be a problem-solver, not a problem-producer.

Watch your off-work conduct. Your work image is partially derived from your off-work image, which relates to your off-work conduct. If your conduct on weekends, evenings or holidays is not likely to please the boss, and it gets back to him, you will have lowered your image in his eyes. Example: If you rob banks on the weekend, I don’t recommend wearing the company uniform. I’m not saying that you can rob banks as long as you don’t identify yourself with your company. Make sure that what you do away from work doesn’t cast a negative reflection on you at work.

Ask tough questions in private. If you need to talk to your boss about a controversial matter, it is to both parties’ advantage to discuss it in private. This gives you the opportunity to maintain a good rapport with the boss while keeping a good image with your co-workers. Also, your boss can be candid about issues. Example: Say you’re having a problem with a fellow employee that you can’t resolve, even though you’ve tried. Instead of standing in the office and yelling: "I can’t work with this guy!”, sit down privately with the boss to see if there is something that can be done.

Guide yourself by company objectives. When you have to decide on a course of action, measure each alternative against company objectives. One of your company’s objectives is to do tree work without anyone getting hurt or property being damaged, and still make a profit. Example: You have a work order to take a large tree down, and you see two ways to do the job. If you notch and drop it, you can save a lot of time, which should make the boss happy. However, you can see that it’ll possibly end up on the house. If you strip and lower it, the job may take longer. However, you won’t damage anything, and you’ll still come in on time on the estimate. Since the objective is to perform tree work without injury or damage and to make a profit, your choice should be clear.

The other boss

If you can honestly say that you put everything into your work, then you’ve pleased a very important person. Who is the other “boss” you need to make happy? That person is you. I refer to a passage from a poem now and then, when I need a reminder:

Did you waste the day, or lose it,  
Was it well or poorly spent?  
Did you leave a trail of kindness, or a scar of discontent?  
As you close your eyes in slumber, do you think that you could say...  
You have earned one more tomorrow by the work you did today?

Tom Mugridge is general manager for Forest City Tree Protection Co., Inc., South Euclid, Ohio.

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AR Avoidance

Every time you go near a tree, you better stop and grab a brick, 'cause ole man Trouble is just laying and waiting on you.

- Ry Cooder, 1979

By Donald F. Blair

Man is a land-based animal. Working beneath the seas or aloft in the trees moves us away from our natural environment and into an unnatural dimension fraught with danger and peculiar risks. Who in their right mind would propose to buy a diver's suit and without knowledge, skill, training or supervision, plunge into salvage diving? Who would buy a hard rock drill and a case of TNT and be in the blasting business? Do you know anybody who bought a parachute through a mail order surplus store and went sky diving without instruction? I hope not, and yet we all know people who bought a belt at a flea market, a chain saw at the discount hardware store and proposed to be in the tree business.

To my way of thinking, someone 70 feet up an elm tree with a saw turning 14,000 rpms and not the slightest idea of what they are doing is as great a fool as the would-be diver or explosives "expert." No matter how skilled a person may think he is, the biggest fool of all is the one who works alone.

Almost as foolish are those people who do not belong to trade associations such as the National Arborist Association or the International Society of Arboriculture. You may have learned traditional arborist skills, but there is no way you can keep fully informed on constantly changing technology, safety and regulatory obligations unless you are an active member of these associations.

Throughout the industry, a great deal of emphasis is placed upon aerial rescue. ANSI requires aerial rescue training. Aerial rescue proficiency is required for most tree worker certification and aerial rescue is a principal event in the ISA sanctioned arborist jamborees.

Although aerial rescue proficiency is important, prudent and necessary, I would prefer to work for a company with a proactive aerial rescue avoidance program than for one with a non-existent accident prevention policy but great aerial rescue training. Are you beginning to see what I'm driving at here? I'd rather not have the accident than hope I can get saved in time. In my opinion, a heartbeat separates a successful aerial rescue from a body retrieval. I'd prefer not to gamble my life on the balance scales of time.

Aerial rescue consists of the process and procedures necessary to effectively reach, aid and bring safely to the ground an injured tree worker. Aerial rescue may involve a tree worker in a tree or in an aerial lift or some other piece of equipment like a crane or log loader. The most effective aerial rescue is the one that is never performed. Aerial rescue is difficult, hard physical labor. Through training and conditioning, the mechanics of aerial rescue may be mastered, but the emotional response and psychological trauma associated with having to rescue a seriously injured workmate is impossible to judge or prepare for.

Accident prevention is the key to an effective aerial rescue. Every work day that is accomplished safely by design (not luck) is a day that witnessed the most effective aerial rescue - the one that didn't have to be performed.

Safety v. accident prevention

The late Ross Farrens was dedicated to the proposition that there was a difference. Safety is viewed as a passive entity. Safety, being the absence of an accident, may be nothing more than sheer luck. Accident prevention is safety by design. Accident prevention is the conscious recognition and effort to regulate hazards in the workplace that might lead to or cause an accident. If you have no design and no accident prevention program, then a work period that records no injuries is a work period of luck, pure and simple. Instead of a billboard that states the number of days worked without an accident, there should be a billboard that states the number of lucky days worked so far.

Aerial rescue avoidance is an ongoing
commitment by all concerned with the process of tree care: the company owner or municipality, the supervisors, leadmen and foremen, the climbers, groundworkers and equipment operators and you! Whatever your job is, your commitment is the most important. Ultimately, the greatest responsibility for your personal safety rests with you.

In the same manner as any team sport, players and positions have evolved to support a unified effort for success. The following outline draws out what might be considered the positions in the game of aerial rescue prevention.

Owner
A. Provide orientation and training of sufficient and necessary nature pertinent to the jobs assigned to employees.
B. Provide equipment that is in serviceable condition and in a good state of repair.
C. Be clear regarding the nature and service requirements of any equipment required of employees.
D. Provide necessary workers compensation insurance and multi-peril coverage.
E. Provide an atmosphere of communication. As General MacArthur once said: “It is not enough to give instructions that can be understood, instructions must be given that cannot be misunderstood.”

Salesperson
A. View each job with an eye toward recognizing hazards and communicate them on work orders, or accompany crew to the job site.
B. Note special equipment necessary to accomplish the job, i.e., chainsaws with bars longer than usually carried; bullropes of size and length appropriate, plywood or tires for property protection; whatever tools or equipment not carried as standard equipment that would help the flow of the job and prevent the dangerous practice of using inappropriate equipment.

Leadman/foreman
A. Check that vehicles and towed equipment are in proper working condition: brakes, lights, horn, engine and running gear, tires, etc., and that first aid kit and rescue equipment are on board and complete.
B. Check that crew and equipment are suited to the job ahead.
C. Be sure that work assignments are appropriate to the abilities of the workers so assigned. Example: A first-day trainee should not be assigned to be the principal climber on the major removal of a hazardous tree directly over a home.
D. Communicate with your superior as soon as possible if a job has been underbid. Screaming will not bring the job in on time.
E. Look for obvious and obscure hazards as you begin to lay out the job. An obvious hazard might be a broken top, proximity to electrical conductors or dead branches. An obscure hazard is one that is not so readily apparent, such as children playing ball in the yard across the street. There’s no problem as long as the children stay in their yard, but if the ball gets loose you’d better be looking for the kids running after it.
F. Control the situation if an accident or injury occurs; you need to make the right decisions in the right order.

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Climber

A. Know what the job is before you leave the yard. Be sure that you have the tools that you’ll need and that they are in good condition. The best time to inspect your climbing line, saddle and other gear is at the yard, before getting to the job. If your arrangement requires that you furnish a chainsaw, make sure that it is in good condition and that the chain still has another job left in it.

B. Be sure that you look for hidden electrical wires, hanging limbs, weak branches, etc., before planning your climb. Visually inspect the root crown and bole for indications of decay or instability, e.g., mushrooms, fruiting bodies, loose bark, cut roots. Be suspicious of trees that are engulfed in ivy. You don’t know what the ivy could be covering from view.

C. Be sure to have a clear understanding of the job before you begin. Make sure that you know your role and that the ground crew understands theirs. Saws should be test-run and warmed up before they are sent to you in the tree.

D. Work in pace with the ground crew. Speed without efficiency will do the flow of the job no good if the ground crew cannot keep up with you. It’s hard to pull apart tangles of brush that have been crashed down from on high in rapid-fire succession.

E. Don’t make your only warning the sound of your saw starting up. Be sure that you can either see where your ground crew is or see where they are not. Too many tree workers have been hit by thrown tools and falling tree parts.

F. Take the time to situate yourself. Better to tie into a false crotch than to risk that one remaining stub on a lone trunk stripped for falling. Better to recrotch than to work from an awkward, tiring and unbalanced position.

G. Don’t rely on sheer physical strength for lifting, holding or throwing. The first thing many injured climbers say after an accident involving property or person where something got away is: “Gee, I didn’t think it was going to be that heavy!”

H. Hang a second rescue line in the tree before beginning work above 50.

I. Practice aerial rescue techniques with your crew on a regular monthly basis.

J. Wear your hard hat. There’s no excuse against wearing one stronger than the reasons for wearing one.
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K. Keep up with first aid training. Many cases involving injury above ground have required correct and immediate response from the climber himself. Failure to respond has also resulted in serious injury and death.

L. Always select a tie-in that will swing you away from energized conductors or other hazards. Use a false crotch if necessary. Be mindful of the passing traffic that could snag your rope and tear you right out of the tree.

**Equipment operator**

Some firms and municipalities have equipment operators who either drive the chipper trucks or operate cranes, stump grinders, log loaders or other specialized pieces of equipment. If your job meets this description you should:

A. Make sure that the equipment you operate is thoroughly checked before you leave the yard. Wheel chocks, cones and flags if necessary should be on hand.

B. Make sure that you understand what is expected of you and that those working with you understand what precautions they must take to work safely as you do your job. Stump grinders can throw stones, cranes require signals, log loaders need some room to operate. Every piece of equipment has precautionary requirements.

C. Make sure that operation of your equipment at a given time is in keeping with the flow of work around you.

D. Don’t let anyone make you operate equipment in a manner that is unsafe or not in keeping with the intended function of the machine. Example: Using the lower boom of a bucket truck for a crane.

**Ground worker**

A. Know your role in the job.

B. Keep an eye up for the climber. Your judgment and communication from the ground can be a great help to the climber in looking for ropes caught on stubs or other branches; spotting climber, tool or tree parts getting too close to an energized conductor or other obstacle; and helping with the quality of the job by spotting height reductions, overlooked deadwood or other material to be removed.

C. Know what the climber has in mind before you move underneath the drop zone to move brush, logs or equipment.

D. Don’t start up ground saws or other noisy equipment without first checking to see that the climber won’t need to communicate with you during that period. Team work requires each person working in concert with the others.

E. Be able to tie true knots.

F. Be sure that the rope you’re holding is the same rope that the climber thinks you are holding.

G. Be sure you understand an instruction. If the climber says, “Let it run,” let it run. If you don’t understand, say so before the climber puts the mass in motion.

H. Don’t throw tools up to the climber.

I. Be mindful of the climber’s rope. Keep it untangled from brush and away from chippers. When working near a roadway, be sure that the climber keeps his rope clear of any traffic that could snag it.

J. Respond in an orderly and correct manner if the climber has an accident. If your foreman or leadman is in charge, do precisely what is directed of you. If you are alone or the foreman cannot respond, then you must act quickly, decisively and...
correctly. While many of these points are aimed at the climbing crew, there are several incidents of record in which the ground worker acted quickly and properly to save the life of an aerial lift operator. As far as playing “Beat The Clock” goes, the chances of a successful aerial rescue are probably greater in the case of an aerial lift rescue than they are of a rope and saddle rescue.

You

Whatever your role in the process of tree care, you have some basic obligations to yourself and those you work with.

A. Maintain your body like any other piece of equipment. Instead of spark plugs, oil and new chain you need enough sleep, enough of the right kinds of food and a good attitude. Don’t bring your problems to work with you.

B. Stay away from alcohol and/or drugs. If you need those substances in your life, there is no use for you in tree care. Make up your mind and get help. There are lots of people and programs available; we want to see you make it, or get out. If you’re going to kill yourself, we’re not going to let you take anyone in tree care with you.

C. Don’t cover for those who drink or do drugs on the job. Why make excuses for those you could kill you? Absolutely refuse to go to work under such conditions. Nobody needs a job that badly.

D. Leave for work early enough to get there on time. Jobs can get off to a bad start when somebody (you?) is late. A single worker who is 20 minutes late costs a three-team crew an hour of billable production time.

E. Drive defensively, drive smart. Know where you’re going before you get lost. The highest percentage of injuries in industry today are vehicular related.

F. Maintain your individual commitment to aerial rescue avoidance. You must be committed to your role in accident prevention. You must be in good health, check all equipment, look for hazards, help those you work with, understand your job and make instructions to others clear.

Mark of professionalism

In a paper I presented to the ISA in Vancouver in 1988, I observed that there are mainstream professional arborists and people who, for one reason or another, found that they like to climb and could support themselves, at least part time, doing tree work - firemen, rock climbers, ex-paratroopers, people who are not afraid of hard work and heights who may not employ traditional arborist skills or equipment in their work.

There are differences in the way professional and non-professionals kill and maim themselves. A non-professional, too often, is the victim of “not knowing any better.” Improvising tools and guessing at technique often puts the non-professional at the disadvantage of being unaware of being in the direct path of a serious accident. Professionals, on the other hand, have the tremendous advantage of a 100-year tradition of evolutionary technique, specialized equipment, established procedures, training programs and the industry position that all accidents are preventable. Why then, do so many professionals get killed and handicapped each year? Not paying attention to details such as: OPE (occupational protective equipment),
inspection, maintenance and replacement, work planning, and hazard management.

A professional who ignores the warning signs of a frayed rope, fruiting bodies at the base of a tree or a leaking hydraulic line puts himself in the direct path of an accident that did not have to happen. Electrical conductors are neither mysterious nor unpredictable; they do a consistent job of passing potentially lethal voltage through your body every time you make direct or indirect contact.

There’s a certain thrill associated with working aloft that is present, even though not all climbers may be aware of it. Unlike rock climbers who gravitate towards trees because it was the only thrill they could get paid for, tree work was my birthright and the only job I’ve been trained for. I climb because that’s where the work is. I’m good at it, and on some days I might enjoy it, but I wasn’t trained to climbing for the thrill. The point is, for some, a sense of danger heightens the enjoyment of life, but where do you draw the line?

Do you enjoy gambling? If Las Vegas and Monte Carlo are any indication, many people do. Keep in mind, that those casinos were built with the money that people left on the table. Would you put everything you own on number 18 at the roulette table? I mean everything, deed, pink slip, contracts to sell the family into slavery? Probably not, but have you ever been in a hurry to finish, taken a shortcut, turned your back on a powerline, trusted a frayed rope one more time. Have you ever heard yourself say: “I know it’s not quite right, but let’s go with it and see what happens?” What’s the difference? Your life and your family’s future are on the line as surely as if you were watching that small ball come to rest on the wheel. What’s the difference? Luck? How much luck? I’d rather take a chance on the Lottery.

As a professional, don’t lose sight of the fact that people are going to climb trees whether they know how or not. Don’t be miserly with your knowledge or your training. Appreciate the fact that, as a professional, you have access to correct information, tools, techniques and equipment. As a professional, you have a moral as well as a legal obligation to maintain your safety program as you should maintain the rest of your business. Failing to take advantage of upgraded training and trade association safety programs is not only irresponsible, it’s unprofessional.

Checklists

Dick Proudfoot, prominent arborist and longtime pilot, says that there are only two types of high-performance airplane pilots - those who have landed with their landing gear up and those who will. To help improve the odds of avoiding this and other potential mishaps, pilots rely heavily on pre-flight checklists. To help the arborist adopt a similar regimen, I have prepared several model checklists for consideration.

Aerial rescue considerations

As I’ve said, training, supervision and a commitment to avoid the need for aerial rescue makes the best blueprint for action, but part of the commitment in training in aerial rescue.

Emergencies: In case of an emergency which may result in a serious personal injury, a supervisor, foreman or employee in charge may modify or suspend any...
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CHECKLISTS

Operational Checklist

Personal Protective Equipment
- Head protection
- Eye protection
- Face protection
- Hearing protection
- Back support
- Hand protection
- Clothing
- Footwear
- Chainsaw clothing
- Dust protection

Occupational Protective Equipment
- Saddle
- Personnel lanyard
- Climbing line
- Climbers
- Snaps

Technical Climbing Equipment
- Throw line

Production Tools
- Lowering ropes
- Pulleys
- Slings
- Pruning tools
- Ladders

Support Tools
- Clean-up tools
- Wood handling
- Digging
- Chopping

Service Tools
- Field maintenance tool box
- Correct fuel mix
- Special service requirements e.g.: grease, lubricants, instruction manuals for new equipment

Work Planning Checklist

Task Oriented Plan
- What is the job?
- Do I have the skills necessary to do this work safely?
- Are special tools needed?
- Are all the standard tools on board?

Tree
- Locate all conductors and utility equipment
- Ivy on trunk
- Major deadwood
- Broken, hanging limbs

Pre-Climb
- Work plan
- Method of entry
- Path to tie-in
- Installation of rescue line indicated
- Aerial rescue gear on site

Education: In addition to any current safety, accident prevention, educational or training program, each supervisor or foreman shall make certain that all employees under his jurisdiction are instructed and advised concerning the applicable rules and their application.

Responsibility: Employers are required by law to provide training and certain specific personal protective equipment. Employers are required to enforce their safety policy. Employers are not liable for wanton acts of non-compliance by employees. Foremen and supervisors are not considered by the law to be employees. Foremen and supervisors are viewed as management and a direct arm of the enforcement of the safety policy. What we’re saying here is that foremen and supervisors must enforce applicable safety regulations on the job. Failure to do so can result in direct legal implication in case of an accident.

Training: ANSI Z-133 requires aerial rescue training. Certain General Industry Safety Orders (GISO’s) may require aerial rescue training in some states. Regardless, regular aerial rescue training should be part of the company policy.

Rescue equipment
- The following equipment should be considered minimum rescue equipment:
  A. Rope and saddle (in addition to the one worn by the climber in the tree)
  B. Throw line
  C. Pole pruner
  D. Hand pruner or sharp rescue-type knife used to cut rope or saddle
  E. Spurs. All current standards of workmanship prohibit the use of spurs for climbing living trees not slated for removal. If aerial rescue is made more practical and timely through the use of spurs - use them! Have them out and near the tree being worked on.
  F. First aid kit
  G. First aid/CPR qualified workers on
each crew. The person most likely to be injured shouldn't be the only one with the training.

H. Knowledge by all of emergency telephone numbers and procedures, company doctors and most direct routes to emergency aid. It is an excellent idea to have emergency numbers and addresses posted in the truck. All crew members must know the correct address or location of the job.

Rescue avoidance concepts

Get your head out of the box. We are rarely hurt by something that we are concentrating on. Quite often an accident develops just beyond the range of concentration. There are innumerable things and situations that can develop into an accident above, below, to the left, the right and behind us. The closer we draw our sphere of awareness to us, the closer we can allow these hazards to approach us without being seen. Quite often we can allow them to get so close that it becomes too late to react to avoid an accident. Conversely, the broader your view of the workplace, the less likely you are to be caught by surprise or by accident. The reference to the box is this: If you close off your awareness to what is above, below, behind, left or right, you have effectively stuck your head in a box. Get your head out of that box or you may end up with your whole body in one...a pine box.

The last cut syndrome. It is a real, living, breathing demon. The job has gone well, the time is late, everybody is looking forward to finishing and going home. There is just one more cut. The last cut. That's the cut that gets you. The last cut syndrome has factually led to all of the accident situations cited plus many other accidents not directly related to our topic of aerial rescue. The job's not over until the trucks are parked and locked up in the yard. What I think happens to create an accident from the last cut is a mental relaxation. Again, the job is almost done, just one more cut. What could go wrong? So we're already thinking about dinner, beer, girlfriends, whatever it is that keeps us from thinking about how to make the last cut without creating an accident situation. Studying accidents that stemmed from the last cut are similar in that they all involved poorly calculated risk. The nicked rope was trusted one more time. The saw ran out of gas halfway through a critical cut just as the wind came up from the wrong direction. There was only one more cut to make so rather than take down a ladder, I stacked 17 lawn chairs on top of six garbage cans and used an 090 to make my last cut. ..As the saying goes: "The job's not over until the fat lady sings!"

Sure-fire guaranteed ways to get hurt. A climber working aloft may sustain an injury requiring aerial rescue from any number of accident scenarios. Being aware of the more common sources of injury is an important step in recognizing their potential on your job site.

*Bee/wasp/hornet attack: Spiders, raccoons and other non-human life found in trees might also attack and incapacitate a climber.

*Electric shock: Direct or indirect contact with an energized conductor is high on the "Hit Parade." Recognizing hazards...
and preventing accidents are top priorities when working near conductors.

*Chainsaw kickback.

*Self-gaffing. Many climbers have been seriously injured when they accidentally jammed a climber gaff deep into the calf muscle, leg artery or tendon.

*Battering ram injury: Many climbers have been seriously injured or maimed when they were hit by the backswing of a log or tree part that wasn’t dropped below them.

*Back strain: Picture this...Chunking down a big stick, the climber comes through a round balancing it on the standing portion. Shutting off the saw, he/she now picks up the 200-pound piece, rotates 90 degrees and tries to throw it into the dropzone. At this point many, many backs have failed. That process of compression, rotation and extension is one of the most effective ways of insuring a back injury.

*Branch 1 Climber 0: Trying to hold a limb by sheer physical strength is more often a test of luck than strength. Forked branches can twist unexpectedly and break arms in the process. Shoulders can be dislocated. Unexpected indirect contact with an energized conductor can result. You couldn’t keep the branch from dropping into the wires. Now you’ve got a real problem. Holding with one hand and cutting with the other can force the saw right into your valued body parts. What parts? Does it make a difference, aren’t they all precious?

*Cut rope: Look before you cut. Use a flipline or safety strap whenever possible in addition to your climbing line.

*Cut lanyard: Never rely on spurs and flipline only! Tie-in below the flipline with your climbing line as a backup in case the 588 reaches into your primary lanyard.

*Climber catapult: Climber strips out

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TREE CARE INDUSTRY - JULY 1993
a pine tree for removal. Tied-in for ease and safety, drops down 30 feet and puts in a face-cut to dump out the top. Puts in the back cut and then discovers that the climbing line had not been removed from the high crotch. At this point, the climber gains the experience of being catapulted out of the tree and into an emergency gains the experience of being catapulted high crotch. At this point, the climber climbing line had not been removed from the back cut and then discovers that the in a face-cut to dump out the top. Puts in a pine tree for removal. Tied-in for ease

ground workers must take some respon-
sibilities for knowing what is going to
happen next and checking quickly for
hazards that the climber might have over-
looked.

*Close shave for a climber caught in a
barber chair: Climber has “spiked” up a
tree, put a flipline around the trunk and is ready to dump the top. Facecut in, backcut started, tree begins to split down, trunk opens wide taking all slack in flipline and crushing climber against trunk.

*Parts just ain’t what they used to be: Climber reaches high to pull himself up into a crotch and dislocates wrist or shoulder.

*Too hot, too wet, too cold: Heat exhaus-
tion, slippery conditions or numb fingers might create a situation that leads
to an accident. Drink your water, wear your mittens, watch your step and know when to call it a day.

*It always stayed before: Careful where you hang a pole pruner or a pole saw. Put one over your head and bump it with your elbow and you are going to need reconstructive surgery after your aerial rescue.

Of course there are lots of other ways to get hurt doing tree work. I’ve just tried to touch on a few known and proven situations that have developed over the years to cause pain, suffering and grief at funerals.

In the same manner that no two tree jobs are the same, the dynamics and techniques of aerial rescue are going to be just as varied. Just like doing tree work, basic concepts and practices will create the framework for the rescue, the site, situation and nature of injury will dictate the specific details of each rescue. This is why training, education and practice under a variety of conditions are so important. Once you’ve performed a few practice aerial rescues, you’ll better understand just how difficult a rescue is under nearly ideal practice conditions, let alone under

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Debriefing

I've been writing articles, giving lectures and demonstrating arborist skills for more than 20 years. Whether it's an article on pruning, ropes, rigging or selling tree work, an astute reader who has followed my work for several years should be able to see a common-thread to my writing. I almost never deal with a subject on arborist skills without weaving the theme of quality, safety and production throughout the fabric of the article. An article on pruning stresses safety as well as quality. An article on a safety topic such as this recognizes the need to get the job done and make a profit along the way. The only practical way to do this is to weave quality, safety and production into a balanced team that functions without question.

If you're doing what you're told to do and when, you shouldn't have to be concerned as much with why. Like Nike's ads, accident prevention is simple: Just do it.

Aerial rescue avoidance is not an accident. Just like the rest of the tree business, it takes perseverance, dedication, discipline and the fire in the belly that keeps you doing things right, even when you're tired, distracted, rushed, short of money or mad at the world. Organizing an aerial rescue avoidance program (accident prevention) is pretty basic:

1. Get the current ANSI Z-133.1 safe work practices manual.
2. Contact the National Arborist Association for help in organizing a credible accident prevention program.
3. Document your program. Workers comp, auditors and OSHA inspectors will not take your word for the existence of a program.
4. Use some of the ideas in the article, set up your own set of check lists.
5. Schedule aerial rescue training and practice.
6. Anytime you put an unfamiliar piece of equipment into service, schedule an orientation, preferably with the salesman or service rep.
7. Instruct your people in proper back care and lifting procedures.

It’s been said that tree work is a hard dollar. It is, but like salvage diving and explosive demolition, people who know what they are doing can make a safe living at it and take pride in the fact that they earn their pay doing something not everyone can do.

In salvage diving and explosive demolition, accident prevention is Job 1; you don’t get a second chance. If you think that accident prevention has nothing to do with tree work, or that it’s too much bother to get educated, or that it costs too much money to properly equip and train your people, do yourself, your family and your staff’s families a favor: Get out while you are still healthy and able to learn a trade that is not demanding of a commitment to professionalism as arboriculture is.

Donald F. Blair is on the current Z-133 Committee representing the California Arborist Association. He served on an advisory committee to Cal-OSHA from 1979 to 1984 and consulted on the National Arborist Association’s Aerial Rescue video training program. He owns and operates Sierra Moreno Mercantile in Big Pool, Maryland.
Clearing The Line

Asplundh Brush Control Helps Utilities Meet Demand For Power

Despite conservation efforts, America's demand for electricity continues to grow and many utilities must respond by expanding or building new transmission lines. Since 1956, the Asplundh Brush Control Co. (ABC), a subsidiary of the Asplundh Tree Expert Company, has helped in the clearing and maintenance of the vast network that brings electrical power to utility customers.

Asplundh Brush Control has also helped the parent company grow by specializing in the extra-challenging right-of-way (ROW) jobs or unusual projects that require specialized equipment. Since each ROW maintenance or clearing project has different requirements, Asplundh Brush Control maintains a sizeable pool of versatile, qualified people who are used to working in rugged terrain or swamps and excellent equipment resources to fulfill a wide variety of needs.

Although some Asplundh Tree Co. managers do ROW clearing or maintenance on their own, many of them know that Asplundh Brush Control has the expertise and specialized equipment to tackle the especially tough projects.

At all times, Asplundh Brush Control managers work hand-in-hand with tree company managers to help Asplundh be a full-service contractor.

Asplundh Brush Control has the expertise and specialized equipment to tackle the especially tough projects.

Days they are also experts at addressing sensitive environmental issues like erosion, brush burning, hazardous waste disposal, wetland conservation and restoration projects.

Working for ABC can be physically demanding and dangerous. In addition to the normal hazards of chain saws, tree felling and treacherous terrain, operating some of Asplundh Brush Control's heavy equipment requires special skill and care. But Asplundh Brush Control crews are the best-equipped and well-supervised crews in the industry, so working conditions for the subsidiary's employees are generally quite good.

"Our leading foremen and general foremen have to be 'jacks-of-all-trades' to be effective. Most of them have to be licensed pesticide applicators and heavy equipment operators, but they also have to know how to climb and cut trees manually as well," says Boyd Corliss, one of three ABC vice presidents.

Although Asplundh Brush Control's ranks may swell to 200 during the summer months, there is a core group of about 50 experienced, long-term employees who are the backbone of the organization.

"Most of our key people have been with Asplundh for at least 10 years and some up to 29 years," says Jean Shink, who has worked for Asplundh Brush Control since 1961 and was promoted to vice president last fall.

Asplundh Brush Control foremen and general foremen must also be expert travelers - working one week here, three months there. One job may be in a neighboring county and the next could be three states away! Three regional managers also travel 100,000 miles or more each year to develop bids, inspect crews and meet with customers. It's just part of the job and the core employees have learned to live with it and even enjoy it.

Special projects

When ABC was established in the mid-1950s, capital clearing or clearing for new service was the subsidiary's main concern. Today, ABC considers this to be one of its primary services and still does some capital clearing for airport authorities who want to extend runways. The subsidiary also specializes in access road and environmental construction, as well as ROW maintenance for power lines and pipelines.

Maintaining a right-of-way for a utility or pipeline company may require a variety of vegetation management techniques. This includes mowing or mechanical cutting, hand cutting, side trimming, herbicide applications, or a combination of any of these.

In the past, a few Asplundh Brush Control crews have also been contracted to do transmission tower restoration. This entails excavating and repairing the concrete footings, as well as sandblasting and painting the tower itself. Crews may even remove towers damaged in storms and collect the metal for salvage.
Environmental issues add a new dimension to ABC's work. For decades, burning the cut brush and logs was common practice. Now that open burning is banned in many areas, crews often use heavy-duty chippers and cutters to grind brush and small trees into a mulch that can be left on the ROW, returning nutrients to the soil. One manager invested in a piece of equipment called an “air curtain” which recycles smoke from a brush fire pit so it burns hotter and cleaner.

Soil erosion and damage to wetlands are other environmental concerns that ABC must address. In addition to removing trees and brush from a ROW, capital clearing projects usually require building mile after mile of access road. To prevent the exposed soil from washing away and possibly damaging delicate wetland ecosystems, ABC crews install silt fences, build coffer dams and culverts and re-seed exposed areas with a hydro-seeder.

After the ROW is cleared or widened and the power line is installed, ABC crews may be called in to do final restoration.

In addition to installing gates and fencing, this type of work might also entail creating ponds to replace damaged wetlands or planting trees and grass to prevent erosion.

With the permission of environmental authorities, ABC crews have handled flood control projects. This can involve cleaning up creeks that have become clogged with brush and silt or changing the flow of water in a small river so that it doesn’t threaten to erode the base of a transmission tower.

Time and expertise must be devoted to obtaining permits from the Environmental Protection Agency or other local authorities. Any mistake in getting permits or actual work methods can delay a project for months or even a year. Some contracts have huge penalties for delays, so careful attention to environmental regulations may mean the difference between profitability and writing off a loss.

The ABC organization

After more than 35 years of service to the utility industry, ABC is stronger than ever. Since 1991, Corliss, Shink and Frenchie Perras - the three regional managers who were all promoted to vice president last fall - have coordinated the operations of the subsidiary under the sponsorship of Executive Vice President Carl Asplundh Jr. Each manager is responsible for all aspects of his individual area, including bidding, administration, billing, quality control, personnel and equipment.

"These guys really deserve a lot of credit,” says Asplundh. “I’m proud of them, and the fact that they have developed a core group of highly experienced leading foremen and general foremen who can really be counted on to get the job done.”

The subsidiary’s administrative headquarters is in Whitney Point, New York, but each manager also has a satellite office. Corliss has his office in Gansevoort, New York, and his region stretches along the East Coast from Maine to Georgia. Perras’ operation is concentrated in Indiana, Ohio, Michigan, Kentucky and West Virginia and parts of neighboring states. His office is in Lebanon, Indiana. Shink’s office is in Catawissa, Missouri, and his territory covers the central U.S. from Minnesota to Texas and sometimes out to the West Coast or up to Canada.
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AS THE TREE GROWS, SO GROWS YOUR BUSINESS.
A new chain saw featuring improved decompression valve technology and a starter cord 50% easier to pull is now available from Husqvarna Forest & Garden Co. Model 42D (42 cc), a 10-pound, 2.9-hp saw, is designed for use by consumers, especially farmers, ranchers, serious hobbyists and professionals in light-duty applications. For more information, contact Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Drive (PR), Charlotte, NC 28216. Phone: 704-597-5000. Circle 61 on the Reader Service Card

Carlton introduces the 10600 stump grinder, capable of an 8-inch cut to a 30-inch depth and 60-inch height. This machine couples a 106-hp turbocharged diesel with Carlton’s efficient drive system. Extra features include case hardened swing bushings and pin using Timken tapered roller bearings; 1-1/2-inch cutter wheel; remote control. For more information, contact J.P. Carlton Co., 121 John Dodd Road, Spartanburg, SC 29303. Phone: 800-243-9335. Circle 62 on the Reader Service Card

Yale Cordage introduces the arborist’s adjustable safety lanyard, made of 100% polyester in a bright yellow-red combination single braid. Spliced at the factory, the new lanyard incorporates double action safety snaps; its length may be adjusted in the field for different tree conditions. The sling is tagged with load ratings and is serialized for identification. For a catalog on Yale’s tree rope products, write to Yale Cordage, Dept. TCI, 100 Fore St., Portland, ME 04101. Circle 63 on the Reader Service Card

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- 44 Ft. Working Ht.
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Stahl's newest product, the Grand Challenger, has been described as the industry's first new service body design in 40 years, with a contoured automotive styling. Stahl is offering a 5-year warranty on the Grand Challenger. Of particular interest are the modular compartmentalization and add-on options. Shelving is adjustable in all compartments, including a removable rear shuttle panel that allows horizontal compartments to extend into rear vertical compartments.

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A lightweight, hydraulic pole pruning saw that offers versatility and easy use is available from Husqvarna Forest & Garden Co. The Highcutter PS50 is designed for farmers, ranchers, tree services, utility companies and municipal workers. The 15.5-pound saw combines power and convenience for pruning and trimming in the forest, orchard, vineyard or around the home. For more information, contact Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Drive (PR), Charlotte, NC 28216. Phone: 704-597-5000.

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The 4-cylinder Deutz F4L1011 is part of the FL1011 series of air/oil-cooled two, three and diesel engines that range from 20 to 72 HP. The cooling system is an integral part of the engine. The airflow from the belt-driven cooling fan is directed through finned ports in the cylinder head and through an oil cooler on the top of the engine. Oil and filter changes are required only every 750 hours when quality oils and Deutz filters are used.

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Three Self-Propelled Models To Choose From

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20 HP Onan Engine

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TREE CARE INDUSTRY - JULY 1993
HELP WANTED

Sales: Green industry tree care - Bartlett Tree Experts has been caring for America's trees since 1907. We are looking for well organized, self-motivated sales reps, foremen & IPM monitors. Sales profs are compensated at a commission rate commensurate with their profitability. A small business challenge, in a corporate environment. Horticultural/business degree pref. Health and life insurance. Openings in Westchester counties, Long Island, NJ & CT. Resumes to Bartlett Tree Experts, 345 Union Ave., Westbury, NY 11590 or call 516-334-0648.

SaveATree, one of the fastest growing companies in the tree care industry, seeks ambitious, detail-oriented arborists to join an expanding salesforce in our New York and New Jersey offices. We offer an outstanding compensation package plus a wide range of benefits. Experienced individuals should send or fax a resume with salary requirements to: Human Resources, SavATree, 360 Adams Street, Bedford Hills, NY 10507. FAX: 914-666-9128.

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

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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.

Experienced arborist to work in sales and production for established company in Chicago's northern suburbs. Total compensation package available. Call Vince Winkler at 708-531-1181.

FOR SALE


Chipper trucks: Have 6 trucks, 1 GMC, 5 Fords. All are 1983-84-85. All have deluxe Southco bodies. Excellent condition, mileage varies from 35,000 to 60,000. Call Tupper Equipment Co., 706-376-3192.

Lesco spray rig on trailer, 200 poly tank, hypro pump and motor, almost new, $16,000. Fairmont hydraulic tools, circular saw, 2 pole pruners, $645. Phone: 809-727-5878; 205-534-3627.

Vermeer 1560 stumper, good condition, $3000 or best offer. Call 708-480-1520.

1992 Morbark chippers 20/36 Models, low hours, make offer, $6000 thru $13,000.

Tree service and operating base in central New York. 5000-square-foot building on 8 acres. Includes workshop, home and vehicle storage. On-site composting permitted. This business has a large customer base and is located close to a good metro market. $150,000. Phone: 315-699-8959.


Hardware and software, by an arborist for the

CARLTON MODEL 6800
68 HP DEUTZ TURBO DIESEL

Carlton Model 6800 combines power and cutting dimensions that no other grinder can match. Model 6800 utilizes a two stage V belt and PolyChain GT drive system which offers many advantages over other types of drive systems:

HIGHLY EFFICIENT - Puts the Power to the Stump, not up in heat.
PROVEN - These systems have been in the field for years, not tried and abandoned.
SIMPLE - No expensive pumps, motors, radiators, fans or hoses to cause downtime and added expense.
LOW MAINTENANCE - No costly schedule of fluid and filter replacement.
ENGINE COMPATIBLE - No extra heat, causing engine overheating and premature failure.
HARD WORKING - Doesn't lose power after cutting a few stumps or refuse to work on a cold morning.
1 YEAR WARRANTY - At Carlton we believe in what we sell and so will you.
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.

1991 F.M.C. spray unit model D035E, 600 gal., 35 gal. per minute, stainless tank, mount of n truck or trailer. Very low hours. Call 504-837-8733.

Skyworker - Largest new parts inventory, used equipment inventory, major service facility in U.S. Phone: 404-968-1045. FAX: 404-376-1150.

90 F150 Ford 4x4 auto, 37,000 mi.; 67 F350 Ford auto dump, 88,000 mi.; 93 Rayco stump grinder, 68-hp diesel; 93 Rayco stump grinder 1620. Jr.; 88 Morbark 12" 4-blade disc gas chipper. Call any time, best after 5 p.m., southern Illinois. Phone: 618-377-5176.

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

1990 Rayco 1670 (80-hp diesel) stump grinder - good condition, $13,000; other used Rayco stump grinders and new Woodchuck chippers - Tree Barber Supply, 800-448-7297 (Wayne) Jackson, MS (Jesus is Lord)

Chain saw sale - overstock, Husqvarna 242 and 262. Monthly special - Poulan 475 - 20", $525, list $700; power pruner, $525, list $650. Call for price on any Husqvarna or Poulan product. Phone: 800-448-7297. (Wayne) Tree Barber Supply (Matthew 16:26)

Tree spade - TS66T Vermeer, mounted on '72 Chev Tandem 366 V8, gas engine, 5 sp, 4 sp aux. Very good condition. 19,000 original miles. $15,000 or B.O. Georgia. Phone: 706-896-3185, days; 896-2659, night. Ask for David.
Trucks, used. 1987 Ford F700 370 gas, 5-sp; 50-ft aerial lift chip box; 1985 GMC top kick tandem; 30-yd chip truck 3208 CAT 8-sp. Contact Howard's Equipment, 516-623-8500, days; 516-379-8142, night.

20-year-old reputable tree care firm in east Tenn. area. Fully equipped to all phases of tree care. All first class equipment. Sale, $120,000. Some owner financing. Call 615-968-4208. Leave message.

Vermeer tree spade (TS-44) on dodge 1-ton, $85,000; 50' Asplundh on 1976 Ford F-600 chip dump, 361 (0 miles on rebuild) 5+2, $17,500. Phone: 203-429-9972.


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FOR RENT

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46 TREE CARE INDUSTRY - JULY 1993
Time vs. Safety

By Scott Prophett

Is faster cheaper? In this business, we are constantly thinking of ways to save time. We think of time as money and it is. Most of our jobs are bid on how long we think it will take to do the job. We are constantly racing the clock from start-up in the morning to our end-of-day activities.

Usually the fastest workers or fastest crews make rate and are profitable. That is, as long as we don't have an accident or break down or have a call back. Lately, we have been coming up with many different policies and procedures to make us safer. The major complaint I hear about these policies is that they take too long and cost us too much money. I felt this way also, but before I really started to complain, I decided to see how much time these procedures really cost me. To do this, I got out my calculator and actually timed a crew member doing the supposedly time-wasting task. Here is what I found.

It took 29 seconds to put a set of wheel chocks down. It took 20 seconds to set out five traffic cones. It took 1 minute 25 seconds to do a safe walk around the truck before leaving, making sure all doors were secure. It took only 25 seconds to do the walk around in a hurry, including picking up the chocks and cones. It took only 1 minute 15 seconds to check the truck to make sure all gear was accounted for. It took 5 minutes to walk the job site with the client at the end of the day to ensure that a quality job was done and nothing was left behind. It took 1 minute 15 seconds for a groundman to walk to the truck to get a drop line, light a cigarette, walk back to the tree and tie the rope on.

It's funny that all the complaining I was getting ready to do just lost all its potency. I sat down and looked at accidents or problems that had happened due to the fact that one of the so called "time wasting policies" was not followed. A bucket truck driver parked the truck on a small slope and they proceeded to go find the rest of the crew. When he returned a few minutes later, he found the truck had rolled down the slope backwards into a utility pole smashing the bucket and pole and knocking out the power to the neighborhood. This accident cost over $4,000.

In another accident, a truck driver was moving the truck and ran over a chain saw. This could have been a child or fellow worker. The saw cost almost $700.

Another crew was on a job site doing a removal when they realized they didn't have one of their ground saws. By the time they figured out that it was left on the job site the day before, it was too late. The saw cost $600.

Our most frequent accident is caused by falling limbs and accidents of this kind range in cost from $50 to $1,000. Is 1.5 seconds too much time to spend on getting a rope and avoiding an accident? As you can already tell, I convinced myself that faster is not really cheaper unless it is done safely. I also will think twice before I start to complain about a new company policy.

Scott Prophett works for the Care of Trees in Herndon, Virginia.

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 or school 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.
CARABINERS; USES & PITFALLS

Carabiners are a lively topic of discussion today. Every show I attend, people are talking about their appreciation of their choices and possible applications of ‘biners. Because I started doing tree work before anyone used carabiners (25 years ago), I’m not in the habit of using them often. In fact, back when I began in the ‘stone knife and bear skin days’, most tree men didn’t even use rope snaps or saddles!

We have come a long way in 25 years. Arboriculture has become a trade of which you can be proud and a craft which can be very satisfying. Next to the increased safety and educational advancements, the new tools-of-the-trade have had a great effect on tree work as a trade. Carabiners seem to be the ‘new tool on the block.’

It is important to note that carabiners work as a simple link to attach two things together. They are not a cure-all for all rigging operations. Also, please note that to support a climber, OSHA requires a minimum break strength of 5000 pounds.

I like to use carabiners in pruning and cabling operations to attach light-weight items like tool bags and hand braces. I also use carabiners in slide-line operations.

The small, aluminum, oval carabiners are fine for use with light-weight items, but for large pieces of wood (200-300lbs.), you need to move up to a larger diameter steel carabiner. In situations where security is important, screw-gate carabiners are your safest choice. For maximum security, you may choose to use two screw-gates with the gates facing in opposite directions.

For carrying the weight of a person, it is very important to keep in mind that Dee-rings are manufactured for use with rope snaps. If you choose to use a carabiner instead, you must remember that a locking carabiner is an absolute must. Screw locks are best. If you choose an auto-lock carabiner, make sure that you understand how to use it, and watch out that tree bark and other debris does not jam the locking mechanism. To use the safest carabiner you can find to carry the load of a person, I recommend a steel, offset D, screw-lock. Practice with it and make sure you are comfortable with how it works before using it in a tree.

Though I do not use a carabiner in place of the standard safety snap, carabiners do offer some extra options in pruning and removal procedures. There are so many different carabiners on the market today, it is important to discuss your options with your dealer before you make your purchase.

At American Arborist Supplies, their staff is well trained to advise you of the best carabiners to suit your needs, as well as the thousands of other related products they carry.

As with any product you intend to use, be sure that you have the right tool for the job and that you know how to use the tool properly.
When you climb on our orange ropes, you’re recognized as a professional who’s serious about safety. The instant success of Braided Safety Blue High-Vee demonstrates that clearly identified climbing ropes promote safety in the tree. Now, New England Ropes introduces a high visibility version of our famous Safety Blue three-strand rope and, for those who prefer a 12-strand rope, our completely redesigned TreeLine with a new abrasion resistant finish and optional fleck pattern.

New England Ropes is committed to making the best climbing ropes possible. That’s why when your safety is on the line, New England Ropes comes through with flying colors.

For a sample and the name of your nearest dealer, please call or write us.
“JAG TRODDE AIR INJECTION VAR EN GIMMICK.
O BOY, VAD JAG HADE FEL.”
(“I THOUGHT AIR INJECTION WAS A GIMMICK. BOY WAS I WRONG.”)

“For years, I’ve used all kinds of saws and I can’t believe what a difference this Air Injection™ makes.

“Run this saw just like I run it, all day. Then look at the filter and be surprised because you’ll see a clean filter. I clean my filter only once a week now. Some guys, I know, clean it only once every 2 or 3 weeks.

“Also, my Husqvarna 262XP with Air Injection runs the whole day long for me with the same high RPM’s. Other saws that I have used before almost always lose 300, 400 or 500 RPM’s by the end of the day. With this new Air Injection system, my Husky always runs at the same RPM’s at the end of the day as it did when I tuned it first thing in the morning. And you know what that means to us out there in the woods.

“I’m telling you, Air Injection is excellent. Try it and you’ll never use another saw.”

Call 1-800 GET SAWS to learn more, because nothing works like a Husky.
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