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Contestant reaches the bell in the 1982 Southern California Tree Trimmers Jamboree in Orange, California.
Circumstances change but human nature doesn't. Even though we are in the age of computers, about to enter the 21st century and business is great, people are still people with the same strengths and weaknesses they have always had. Business today has ever-changing characteristics but it is still business, a daily challenge to succeed. There is no time for complacency in business, and there never has been. There is also no time for ego to supersede good business sense.

I saw an old industry trade magazine the other day that really brought that into focus. Have you ever seen Trees Magazine? It was published by Ed Scanlon from Ohio, a well known nursery/tree person in his time. The last time I saw Ed was about 20 years ago at a tree planting at the White House. The famous John Quincy Adams elm was thought to have Dutch elm disease and a new American elm was being planted nearby to take its place when the old elm died. Betty Ford presided.

Ed Scanlon was well known in the tree care industry and his magazine was widely read. He was very successful and highly respected. In fact, I'm told that he became so highly respected that he rose to the occasion and volunteered the answers to most people's questions whether asked or not. He was not always right, but he was never in doubt.

In his later years, Ed's magazine became more of a travelogue than a magazine focused on the tree care industry. He traveled the world visiting gardens and that's all he wrote about. His advertisers went elsewhere and so did his readers.

Does success breed the kind of an attitude in some people that ultimately results in failure? In some cases it seems to. Think about it. Take a look around you. There are some different faces around in the tree care industry today than the last time business boomed. Some have retired in prosperity. Others are just gone. Some that are still here are going to trip over their own egos.

Don't let your successes in the '90s carry you away. You didn't do it alone. Your family, your employees, your friends and your customers allowed you to apply your talents to achieve what you have achieved. Don't forget any one of them, particularly your customers.

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"Bucket trucks and chain saws were overshadowing the climber. I founded the Jamboree to preserve the classic climbing skills. In aerial rescue you don’t always have the luxury of a full set of climbing gear. I wanted to show that a climber with nothing more than a rope could save a life."

Richard G. Alvarez
Founder: Tree Trimmers Jamboree
ISA Arborists Jamboree
It's Jamboree Season

By Donald Blair

It is no coincidence that I'm writing a retrospective on the Jamboree for the August issue of Tree Care Industry. August has been the height of the Jamboree Season since 1976 when the International Society of Arboriculture hosted the First International Competition - or was it?

It has been said that every generation has to discover sex and the War Between the States for itself. Having had more than 25 years to reflect upon this, I'm going to have to add tree climbing to the list. My father always told me that tree work was "a young man's game." True, and much of the brash exuberance of youth is carried into the trees by the "young Turks" who treat every skill mastered and every tree climbed with proprietary pride. I know, because I've "been there, done that."

I can remember viewing old men with no small amount of suspicion when they would tell me that they had been certified as arborists in the 1930s, 1940s or 1950s. What were they talking about? The Western Chapter, ISA "invented" certification in 1984! Didn't we? No, we didn't, but that's another story. We just made it stick, at least for now.

I even remember some geezer telling me that he had won a tree-climbing contest in 1951 and another fellow laid claim to winning an event in 1948. Imagine the gall of these guys, telling me in 1976, a 23-year-old hot head who knew that he was among the first group of arborists with the vision to create a climbing contest based upon standard work techniques. Imagine the chagrin of a 42-year-old arborist/historian to learn that all of these fine gentlemen were honest, sincere and 100% correct! Every generation has to discover tree work for itself - or does it?

Because each generation has made its own discoveries, climbed its own trees and made its own parties, in many ways we've had to reinvent our profession many times over the last century.

There was a time in my life when it was difficult for working climbers from other countries, from other states and even from neighboring cities to get together and share comradeship, skills and techniques. There was a time when the footlock faced extinction. There was a time before the Jamboree.

The Jamboree's beginnings

The Jamboree that has survived 20 years of growing pains, controversy and evolutionary climbing styles was given birth at the ISA Annual Meeting in Detroit, Michigan, in 1975. That was quite a meeting. The International Shade Tree Conference changed its name that year to the International Society of Arboriculture, reflecting the growth and future goals of the organization. Founded in 1924 as the National Shade Tree Conference, it had been upgraded to the ISTC in 1961. I think the
ISA has finally settled into a title that will work until we become the Intergalactic Society of Arboriculture. Even then we won’t have to change the initials.

The Detroit meeting will always be one that those of us who attended will long remember. John Duling, the outgoing president, had established the Research Trust the year before. Jack Rogers, the incoming president, affirmed his commitment to the project. Jimmy Hoffa had disappeared a few weeks before we came to Detroit. The Board accepted a proposal from Dick Alvarez (Atascadero, California) to bring the tree climbing contest that he had established in 1973 to the 1976 ISA Meeting in St. Louis, Missouri. John Hudson (Belleville, Illinois) was appointed to organize the site and the events.

Before we go forward with the ISA’s Jamborees, we should look back to the beginning - the very beginning. I’ve been very fortunate to have been born into a family that dates its beginnings in arboriculture to 1911. After The Great War (World War I), my father, Millard F. Blair, established his firm, the M.F. Blair Tree Experts, in Palo Alto, California, in 1922. He helped found the Western Chapter, ISA (nee NSTC) in 1933, founded the California Arborists Association in 1934, authored the Arborists Creed and Principles of Practice in 1935 and published the book, Practical Tree Surgery, in 1937. If someone wanted to spread the word about something to do with trees in the San Francisco Bay Area, they called my father - and they did for 65 years.

Fortunately, he never threw anything related to trees (or anything else, for that matter) away. Back issues of Trees Magazine have been invaluable sources of research for goings-on in the profession that never made it into the history books. He also kept a file of clippings on tree and tree industry-related topics. Finding a yellowed clipping that pushes back the history of the Jamboree may not pay off like finding gold, but these nuggets of knowledge are every bit as exciting. They are quite humbling because I’ve had to accept the fact that, as innovative as we who entered the profession in the early 1970s may be, we are merely heirs to the legacy that our predecessors began decades ago.

Rope and saddle demonstrations have been presented at arborist meetings since arborists began to meet in the 1930s. Before Don Blair, Karl Kuehnerling was inventing tree equipment and trying to make the tree job site a safer place.

Before TCI and Arbor Age was Trees Magazine, published quarterly from 1939 to 1974. And so it goes. We keep reinventing ourselves because the need for the dissemination of knowledge is basic to our survival. During brave but often futile charges during the Civil War, the most honored position was that of the Color Bearer - it was also the most hazardous. The colors were the symbol of the soldiers’ pride. When the standards fell, another would take them up because the colors had to prevail.

The same applies to arborists. Whether we realize it or not, we are standard bearers. When we pick up the colors, we should never forget that someone before us carried them to where we found them.

In a great article written by Tom Kleveland for the Santa Barbara New Press on May 22, 1948, I found the earliest reference to date regarding a true
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By the time this song is over, your season may be gone.

### Multi-state contest

The 27th National Shade Tree Conference sponsored the first multi-state climbing contest on Tuesday, August 28, 1951. Held in Burnet Woods, Cincinnati, Ohio, in conjunction with equipment demonstrations, the event was well-attended and much-discussed afterwards - as all Jamborees have been.

In this competition, contestants climbed a large hackberry, tied in at 60 feet, moved out to three work stations designated by balloons and descended to the ground. Joe Arsenault won the event with a time of 2 minutes, 3.26 seconds. He worked for Fred Ralston and Company, Boston, Massachusetts, and represented the Massachusetts Tree Wardens and Foresters Association.

Kenneth Gregory represented the New Jersey Federation of Shade Tree Commissions and the New Jersey Arborists Association. His time was 3 minutes, 23.6 seconds.

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Company, represented the Connecticut Tree Protective Association with a time of 4 minutes, 7.7 seconds.

John Koskovich, American Tree Service, Fergus Falls, Minnesota, and Dixon Summerling, Davey Tree, Covington, Kentucky, filled out the roster of competitors.

A central theme throughout the coverage of these early Jamborees was the emphasis on speed. The editor of Trees Magazine, Ed Scanlon, noted in his coverage of the event that he felt that greater emphasis on observing the safety rules would make a better competition. Scanlon felt that anyone who violated a safety rule should be disqualified. I agree.

In my 21 years with the Jamboree, balancing safety with competition has always been a challenge, but I've never allowed basic safety to take a back seat to the "need for speed."

Some of the safety issues must have been resolved because the 28th National Shade Tree Conference scheduled a climbing contest for August 20, 1952, at Tuck's Point, Manchester, Massachusetts. The New England clam bake following the contest caught my eye. Norman Berner of Moorestown, New Jersey, took first place. Berner, who worked for Winston Parker, was sponsored by the New Jersey Arborists Association, the New Jersey Society of Certified Tree Experts and the New Jersey Federation of Shade Tree Commissions. I wonder how they got all of them on his T-shirt.

Steven J. Tobin Jr., Arlington, Massachusetts, brought second place home to his sponsors, the Massachusetts Tree Wardens and Foresters Association. Ray Philips, sponsored by R.F. Steinmetz, Springfield, Ohio, won third place.

The September 1952, issue of the Arborists News reported that, with the emphasis on safety, no complaints were heard that the contest was held in an unsafe manner.

Judges for the contest were Carl Fenner, Roger Sohner, Ross Farrens, Larry Wachtel and Gordon King.

In rope-throwing, Fred Ralston won first place and Jack Kenealy came in second. The author of the article noted that Ralston was really good with a rope. R.D. Lowden organized the event and prizes were furnished by a number of commercial exhibitors.

In July of 1952, the contest rules were
N.S.T.C. Tree-Climbing Contests Rules and Regulations - July 1952

Prior to the competition, rules for the climbing contest were established and published in the July 1952, issue of the Arborists News. They bear publication here for comparison to what we are doing now.

1. Safety should be stressed at all times.
2. Eliminations shall be conducted in all regions of the NSTC if the number of contestants warrant elimination trials.
3. One entrant only shall be permitted from each region except the region wherein the previous year’s champion resides.
4. The previous year’s champion need not compete in elimination trials in order to enter the national competition. He will be the second entrant from any region.
5. Entrants may be sponsored by NSTC Chapters, Arborists Associations, Tree Wardens Association, commercial arborists or by any other groups of individuals.
6. Should an entrant be sponsored by a commercial organization, the entrant may wear such apparel that denotes a connection with that commercial company.
7. All contestants and the NSTC shall be covered by insurance; the NSTC for protection against suits or injuries and the contestant against injury and compensation for any injury incurred while participating in the contest.
8. The expense of the contestant from a region will be borne by the sponsoring group or company.
9. The judges shall be three (3) or five (5) in number, preferably five (5). They shall be appointed by the president of the NSTC and be announced at least one month before the National Contest. Judges shall be competent field men who have trained climbers and supervised work in the field for at least five years. They shall meet prior to the contest to prepare and organize for proper discharge of their duties.
10. All contestants shall acknowledge in writing that they understand the insurance coverage and their agreement to such coverage. Should the contestant be a minor, his sponsor or other responsible person shall authorize his competition.
11. The tree used in the contest shall be inspected by the contestant and his sponsor and/or trainer before the contest. However, no contestant shall climb the tree before the contest.
12. A tree shall be chosen that will require the contestant to crotch at least twice during the trials.
13. Three “points” of contact shall be placed in the tree for the contest.
14. A rope shall be placed in the tree in one of the lower crotches of the tree. From this point, the contestant shall start his trial. (This is to save time.) No contestant shall climb hand over hand.
15. No trial times shall be announced before the completion of the entire contest nor shall any contestant observe the performance of any other contestant. No trainer or coach shall be in contact with his contestant after the start of the trials.
16. Each judge shall have a stop watch for timing the trials.
17. If a contestant is disqualified, the chairman of the judges shall blow a whistle and the contestant shall return to the ground at once without completing the trial.
18. Contestants shall draw for position in the contest.
19. The judges shall inspect all the equipment used by the contestant before the contest. Any equipment considered unsafe will not be allowed.
20. Each contestant may use his own rope and other equipment. The rope shall be 120 to 150 feet long, depending on the length with which the contestant is most familiar. The contestant shall be required to use a “safety seat” or “saddle.”
21. Breeches and high-top boots or other suitable clothes shall be worn by all contestants. The shoes or high-top boots shall have rubber or composition soles and heels.
22. The tautline hitch shall have at least one wrap above and two below the tautline. The tautline shall be tied at once upon crotch-in position. Movement from any crotch-in position without completely tying the tautline hitch shall disqualify the contestant.
23. If the tree used in the contest has cables in it, they shall in no way be used to help the contestant in getting about the tree. The contestant shall complete his trial as though the cables were not present with one exception: i.e., if the cables are in the tree, the manner in which the contestant performs in spite of the cables shall be considered a factor in rating the safety of the performance.
24. When playing rope out or taking rope in (slack) in going out and returning from a “point,” the manner in which this is done shall be graded from the point of safety. The judges shall decide as to how safely this is done. The amount of slack in the rope shall be considered with reference to the safety of the contestant.
25. The manner in which the contestant recrotches shall be graded.
26. The tautline hitch shall be checked after the trial run. The manner in which the contestant handles the tautline hitch (too tight or too loose) shall be a factor in grading the trial.
27. Each contestant must tie a square knot in the ground end of his rope, 10 to 12 inches from the end.
28. Swinging from one part of the tree to another by a contestant shall be graded from the point of view of the safety and manner in which it is done.
29. The tree used in the contest shall be pruned of all dead wood and other hazardous structural features.
30. All contestants shall be thoroughly informed of the rules of the contest before entering the trials; the manner in which they will be graded; and the reasons for disqualification clearly stated. Any flagrant violation of an expressed rule or other safety practice shall constitute sufficient reason for disqualification.

Safety shall be stressed at all times throughout the contest. It is suggested that the contest be rated as follows:
Safety........................................50%
Manner of performance..............................25%
Speed..................................................25%
I know how much work went into drafting them. I wish I'd had them to review when I accepted the position as first ISA Jamboree chairman (1977-78). What impresses me about these rules is the attention to detail. I think we have a tendency to think that times were simpler in the 1950s. In many respects, they were, but the emphasis on insurance coverage was just as strong then as it is now.

It took years for us to come around to the idea of allowing the previous year's champion to defend his title. I think it's interesting that the contestants were sequestered during the trials. Personally, I can't agree with the logic, though. Part of the fun and winning strategy of the current Jamboree is being able to watch your rivals tackle the course.

I think the high-top boots and riding breeches should be revived as a retro-salute to the past. We should never forget that someone carried the standard to where we found it. So much work went into the 1951 and 1952 climbing contests. They were part of the Annual Meeting Field Day, just like they are today. They brought the working climbers to the Annual Meeting, just like they do today.

I wish I knew what happened to cause the climbing contest to be dropped from the 29th National Shade Tree Conference in Chicago, Illinois. The meeting program announced that, although there would be no climbing contest, there would be rope throwing, log sawing and latch hook installation and thimble wrapping contests in conjunction with field demonstrations of equipment and tools in Jackson Park.

Interest wanes
The trail went cold in 1953 and, like Rip Van Winkle, interest in the Jamboree took a 20-year nap until 1973 - 100 miles up the road and a full quarter of a century after Van White made his historic climb in Santa Barbara.

Dick Alvarez, Arbor Tree Surgery, Atascadero, California, had sponsored a company picnic for his employees and their families for many years prior to 1972. A throwline competition and footlock contest were standard entertainment. In 1972, Alvarez sponsored an "invitational" Jamboree for Arbor, Cal-Trans and other tree workers between Paso Robles and San Luis Obispo. That competition pointed out some deficiencies in scoring that Alvarez directed Bailey Hudson to correct.

Hudson, the Park Superintendent for the City of Santa Maria, had been a rodeo rider and a former employee of Keith Davey's business. He was as amazed as I was to review the 1952 rules.

Hudson, Alvarez and D.O. Denney got things organized to the point that they felt that they could open it up to arborists at large throughout California.

The First Annual Tree Trimmers Jamboree (TTJ) was held at Lake Atascadero in June 1973. The events were pretty much what they are today: Speed Climb, Work Climb, Throwline and Aerial Rescue. In addition, there was a log-dropping contest. Gene Murdock won the Overall Championship. He was 40 years old at the time.

The following summer, Alvarez asked my father to spread the word about the Second Tree Trimmers Jamboree around the Bay Area. I answered the phone. Not...
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only did we spread the word, I got up at 3 a.m. to drive my no-top Land Cruiser 200 miles to attend the Jamboree. I was 21 years old.

The Jamboree changed my life as it has, in my opinion, changed the profession. It had been tried before but what counts is that, so far, we’ve made this one stick. I came to watch. At the M.F. Blair Tree Experts, we may have practiced superior quality arboriculture, but we used extension ladders to enter the trees; I threw lines at dates, not trees. I stared in awe as men hurled throw-lines and footlocked their ropes. I learned these techniques as best I could.

Before Arbor Tree had been Davey Tree. Keith Davey, a relative of the Kent, Ohio, clan, had come to California in the 1920s or ’30s and established the largest tree service in the state. He was a master minimalist. Saddles were nothing more than a “bowl ine-on-a-bight” or the infamous “Davey belt” (which didn’t come along until the 1950s). Most work was done with a Fanno No. 8 rubber-handled push saw, developed to reduce the number of accidents that Davey had observed among climbers using large, curved pull saws. (Yes, climbers used to cut themselves with handsaws.) The “big stuff” was gnawed through with a 3-foot bull saw. By the 1950s, Central Coast had a few chain saws, but you had to need one badly enough to put in for it. Chain saws were not standard equipment on the trucks. As a matter of fact, whenever he could get away with it, Keith Davey didn’t use trucks!

To qualify for foreman, you had to have a car with a good enough bumper to tow the one-axle brush trailer that was standard Davey issue. Davey men were experts with the throwline and the footlock climbing method because there was no place to carry a ladder.

Dick Alvarez, Bailey Hudson, Dick Marling, Lowell Forester, Jim Gaughan, Gene Murdock and many more men who became the nucleus of the Tree Trimmers Jamboree had all been Keith Davey men. They had all learned to use the throwline. They all used the footlock.

By the 1970s, with the exception of some die-hard Davey alumni, the footlock was virtually extinct or unknown as an industry-wide practice. Very few companies used the throwline as skillfully as Arbor Tree. By the way, Dick Alvarez was (is) darn good with a throwline. After 40 years, climbers still say that Lowell Forester is the best anyone has ever seen. Alvarez said next to him, he was the best he’d ever seen. Alvarez said that he was more accurate, but Forester could throw higher. Very few companies practiced aerial rescue the way Arbor Tree did.

I am absolutely convinced that the Jamboree saved the footlock and the throwline from obscurity or extinction. Without the Jamboree, I’m not sure that aerial rescue would be as highly developed a skill as it is today.

Alvarez would come to arborist meetings and make impassioned speeches on behalf of “guys in the sweaty boots.” On behalf of all those men and women in sweaty boots, we thank you for your lasting and significant contributions to arboriculture.

Before the Tree Trimmers Jamboree were NSTC sanctioned climbing contests. Before Dick Alvarez was Keith Davey. We are all standard bearers.

Bailey Hudson recalls that originally, he and Alvarez had talked about setting up

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three Work Climb trees. The climbers would then draw for their tree in the same manner that Hudson had drawn for a bronc in the rodeo. That was one good idea that didn’t work out. It’s hard enough finding one good tree, let alone three.

Main events

From the beginning of TTJ, we had the following events:

Footlock Speed Event - The Footlock has always been 40 feet. We used to climb on manila rope - and we never worried about being belayed. The feeling was, if you couldn’t footlock 40 feet without falling, you didn’t belong in the competition. The Footlock was used for several years as a qualification event. You had to make the cut in the Footlock in order to compete in the Work Climb. The original qualification time was 40 seconds. In the early days, the Footlock was so mysterious that there were several climbers who couldn’t quite make it - myself included. As we got better and faster, the qualification time dropped from 40 to 35 to 30 and, finally, to 25 seconds. Eventually, the qualification aspect of the Footlock was dropped from the competition.

Body Thrust - The Body Thrust was as unknown to the TTJ as the footlock was to the first few ISA Arborists Jamborees. By the way, this is a good time to honor another man who was in attendance at the birth of the ISA Arborists Jamboree. Cal Bundy was the executive director of the ISA and a great friend and supporter of the Jamboree. He lobbied hard for it and pulled a few strings here and there to ensure its survival in the first few years. Bundy suggested that the ISA use the name Arborists Jamboree instead of Tree Trimmers Jamboree. He created the position of ISA Jamboree advisor after the 1977 Jamboree and asked me to take on the responsibility of standardizing the rules and organizing the 1978 Jamboree in Toronto, Canada.

Back to the Body Thrust. For the first two years of the ISA Jamboree, the Footlock belonged to the Western Chapter. In 1978, in Toronto, Bob Maltby, of Massachusetts, stunned the Jamboree by not only footlocking but also turning in a truly competitive time. From that point on, more and more “easterners” began to learn and excel at the footlock. In 1981, Steve Alvarez was the first Californian to enter the Body Thrust. As the years
have progressed, the scoring has improved to give the best in each event an equal share of points. Finally, in order to qualify for Overall, the champion had to compete in both events - as well it should be.

**Throwline** - The event hasn't changed much, only the weights and the throwlines. The standard for years was the Arco rubber throwball and 3/16-inch yellow polypro. Sam Noonan customized his by taking out one of the strands. Bob Hunter used chain saw starter cord. Bill Graham had his “stick” (but that's another story). In the early days, the rules were so rigid that the judges disqualified a competitor who showed up in Los Angeles with a homemade throw weight and mason’s cord. Today, most competitors use a shot pouch or a poor imitation of one. Yellow polypro is about as common now as three-strand climbing line. Ben White showed up with an early ancestor to the shot pouch - “The Whizzer.” Made of leather and filled with lead shot, it looks suspiciously like a sap, but it could sure fly. As lowly as the Throwline event might seem when compared to the glamour of the Footlock or the dominance of the Work Climb, there has been more than one championship decided by skill with the throwline.

**Aerial Rescue** - The TTJ originally required a three-man team for the Aerial Rescue: victim, climber and groundman. The climber would reach the victim, untie the climbing line and the groundman would lower the victim to the ground. In 1977, Sam Noonan and I changed the rules at Templeton, California, during the competition. We talked it over and since both of us ran two-man crews, we decided to make it a two-man event.

When a judge asked us where the third man was, we replied that he was out sick and the job had to be done that day. From that point on, the Aerial Rescue became a climber’s event and the human victim was eventually changed to a dummy in the interest of safety and a more equal competition. The best dummy we ever had was a retired crash-dummy from the GM Proving Grounds. The Smiths from Michigan arranged the donation. I don’t remember anything about “Pete” in competition but I remember that Sam and I hauled him around like a dead brother from one end of the resort complex to the other. We’d sit him on a bar stool and get people to buy him drinks. We’d sneak him into an unsuspecting friend’s room and have him sitting on the couch or the toilet. We were saddened by the loss of Pete to some thieves prior to the Kentucky Jamboree.

Another classic Aerial Rescue dummy story came out of Quebec in 1984. The man helping me with the event spoke French. I didn’t. After hauling “Jacques” into the tree all day long, he was pretty weary of the whole business. “Jacques”
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TREE CARE INDUSTRY - AUGUST 1995
the winner of the 1975 Jamboree! I suppose it’s all part of the legend and lore of the Jamboree. Rivers is pretty tough, but I never saw him wear that belt near Murdock.

**Jamboree changes**

Change is inevitable. That’s why we have standard bearers. Someone picks up where someone else left off. The Jamboree is a young man’s game. Bob Philips is the last of the “old timers” still competing. He was in San Diego in 1979 and had been at many TTJ’s in California prior to that. He’s staring 40 squarely in the face every time he shaves now, so he’s climbing against some kids who are 20 years younger. Joel Koci, Richmond, Virginia, is nearing 50 (and a new daddy) and still competing. I love it. Since the beginning, we’ve talked about a Masters Division. Maybe some day.

The most dramatic change that I’ve seen in the Jamboree began to take place in 1989 in Illinois. The Jamboree lost some momentum and had to take a 2-year hiatus in 1987-88 as a result of insurance and site difficulties.

Through the efforts of Ernie Mitchell, insurance was secured for the Jamboree on a one-time “trial” basis. With a good site finally available at Morton Arboretum, we still had to satisfy the ISA insurance carriers that the footlock was safe enough to qualify as an event. We weren’t succeeding until Bill Moore showed me the prusik loop at the Mid-Atlantic Chapter Jamboree in April 1989. Bob Weber was using it at the Penn-Del Jamboree but I didn’t know him then. I showed the prusik loop all over the country that spring and summer and sold the ISA on allowing the footlock to continue in a slightly altered form.

We never had an accident or an injury when we climbed “like men” at the ISAAJ. Oh, there had been a few scorched hands at the TTJ and other Chapter Jamborees, but the climbers who made it to the finals knew what they were doing. We have had some problems with the prusik loop. I guess that’s what happens when you try to make things “safe.”

The Jamboree has certainly changed over the years. Much of it has been for the better, some of it makes me wonder. Dick Alvarez’s vision for the Jamboree was a competition that was elegant in its simplicity. He wanted to boil climbing

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down to the barest essentials of saddle, rope, throwline and handsaw and show the world that a skilled climber could make quite a showing in a tree without ladders and bucket trucks. He wanted to preserve classic skills so that when it came to real-life aerial rescue, a climber with nothing more than a rope could save a life.

When I took the first chair of the Jamboree in 1977, I drafted a mission statement for the events that helped to clarify what we were trying to accomplish in the spirit of what Alvarez had envisioned. In planning meetings across the country, I actually had to fight a long and tedious battle in favor of the footlock and against the use of ladders in the Work Climb. Yes, the industry uses ladders every day in the field. Yes, I do too, but this is a competition.

We actually argued over the length of the ladder that could be used and whether the climber could have help in setting it up. To this day, a ladder has not been used at the ISAAJ and I hope I never live to see it.

With the pause in competition between 1987-88, we broke with succession and none of the champions who came on board from 1989 on has ever climbed with Smith, Noonan, Hunter and Maltby.

The Jamboree today

From what I’ve seen in the last few years, the Jamboree is no longer the essence of simplicity. Don’t get me wrong; I am the last person to stand in the way of climbing progress and technology. The problem is, the Jamboree was never intended by its founders to be the showcase of experimental and leading edge technology.

Today’s logger has virtually nothing in common with his ancestors. Timber fallers use tricked-out ATV’s to travel through the woods. They communicate through 2-way radios and cellular phones. Today’s logger competes at Timber Carnivals in classic work skill competitions. They speed climb a spar and demonstrate their prowess with cross-cut saw and axe. To my knowledge, the standing block chop today is pretty much the same as it was 40 years ago. Log rolling hasn’t changed much - you win or you get wet.

Bailey Hudson said he didn’t want to sound like “an old mossback” (which he is), but he’s been conducting tests to compare the weight of the equipment he wore when he was climbing to that of the “fully equipped post-modern gear head climber.” He’s wondering if the added weight can increase fatigue and contribute to accidents. I wonder if confusion can contribute to accidents.

Murdock won the first Tree Trimmer’s Jamboree with a climbing line, a Klein “spider saddle” with no side Dees and a No. 8 Fanno without a scabbard. That’s about as essential as you can get. I think it was a good idea to require a scabbard and a lan- yard, but that may have been when the Jamboree started its downward descent.

The International Champion sets the style for a few years. Sam wore a seat saddle, Hunter wore a Bry-Dan. It’s not the belt but the man inside.

I don’t question that false crotches, re-
Judging the Jamboree

When I climb, I use what I have in order to keep the climb as clean and as simple as possible with the highest degree of practical safety. When I judge a Jamboree, I look through the gear and judge the climber.

What I look for is the climber who can read a tree so well that he can hit all three work stations without having to clear his line once. That's not always possible, of course, but that's the ideal. Take two climbers. The first climbs with hard hat, saddle, rope, lanyard and saw (as required). He or she hits every work station with a minimum of fuss and a maximum of efficiency. Confidence, skill and balance is apparent from start to finish. That's what I'm looking for.

If the other climber possesses all of these qualities but feels the need to string slings and false crotches from one end of the tree to the other in order to complete the climb, I'm less impressed. In the "old days" Maltby, Noonan, Bannon, Hunter, Smith and Gosnell (and all the other Chapter champions) climbed against the clock and themselves. The differences in equipment were subtle. Some liked braided climbing line, others used 3-strand, a few clung to manila as long as possible. The differences in equipment were subtle enough that I don't think the gear the climbers took in the tree ever affected the scoring or the climb as much as the skill, balance and talent of the man in the saddle. In the spirit of the founding fathers of the Jamboree and all who went before, I can only hope and pray that such is still the case.

There is an effort afoot to "internationalize" the Jamboree rules. Having served as head judge of the Arbeit Kletter Baumflegge (Arborists Work Climb) in Germany in 1993, I can vouch for the enthusiasm the Europeans have for the Jamboree. The Europeans have some excellent climbers, but their "style" is different from American Euc Men. Given a choice between seeing the Jamboree style go "unlimited" or classic, I vote classic. Alvarez was right when he founded the Jamboree as a means to preserve the classic skills. I think that we should return to its roots and focus on the essential climber's skill, balance and movement through the tree. The new ideas and techniques are important, however. I am confident that we can find a way to continue to bring new ideas and equipment to the industry.

A competition is just that - a competition. Professional baseball still "cracks" the ball with a Louisville Slugger in an era where every Little Leaguer is "pinging" the ball with an aluminum bat. Technology can swirl madly through our lives and our profession - it doesn't have
to affect our sport. I know if my sons, Mackenzie or Matthew, compete in the ISA Arborists Jamboree in the year 2023, I would want to see them compete the same way I did. If they win, I want to think that they earned the same belt buckle that Noonan or Hunter or Maltby did. I want to think that they are directly connected to a tradition started 75 years earlier when Van White was the first to enter that eucalyptus tree in Santa Barbara, California.

It's all about standard bearers.

The Jamboree has changed the profession forever. The Jamboree brought Euc Men to the ISA meetings. Hartford, Connecticut, will never be the same for the week that Gene Murdock and his friend, Burt, spent during Jamboree Week, 1980.

Because of the Jamboree, climbers have become exposed to the "profession" side of tree trimming years sooner than many would have through the normal evolution of field work to management. The Jamboree has proven its universal appeal throughout the world as well as proven that Euc Men and Oak Men may be found in every region of the known world.

The Jamboree has helped to make celebrities out of rope and saddle climbers. Bob Weber, Ken Palmer, Bob Philips and Sam Noonan have been across the United States, Canada and overseas, teaching arborist skills because of the Jamboree.

Because of the previous attempts at establishing a climbing contest, someone was bound to try again. Yes, I believe we'd probably have a Jamboree by now, but without Alvarez's vision, we might have the Ladder Event, the Bucket Event and the Spur Event along with the Work Climb. May God bless Dick Alvarez and Bailey Hudson.

Thanks to Richard G. Alvarez, Bailey Hudson, Sam Noonan, Jim Skiera, Bob Mazany, Robert Philips and Jeri Moorman for help in researching this article.

Also, Bob Mazany, World War II veteran and arborist, brought his world-class background in gymnastics competition, judging and coaching to the Jamboree. Before Mazany, Dave Schaible was the first to suggest using five work climb judges.

In addition to the individual who made the local arrangements for the Jamboree site and preparation, the ISA has usually had a general chairman or special adviser. Sam Noonan and I have both done the job on a number of occasions, as did Jim Skiera. Gordon Mann (Redwood City, California) fills out the roster of past chairmen with Herschel Hale (Alabama) currently serving in that capacity.

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Introducing our newest stump cutters and hub grinder equipment and accessories to the tree care market along with Auto Feed II & Auto Sweep, brush chippers and tree spades.

Wall Safety Products

Manufacturer of rope and specialized arborist rigging equipment for the arborist industry.

Weaver Leather, Inc.

Arborist supplies including positioning saddles, climber pads, straps, guards, pruner pouches, sheaths, holsters, scabbards, axe guards, replacement pads and more.

Webster Corporation

Deep root fertilization machine designed to incorporate fertilizer into holes drilled up to 18 inches deep, 3 holes per minute.

Wells Cargo, Inc.

Enclosed Equipment and Landscape Trailers.

WestPur, Inc.

Chip retaining systems for brush and stump chippers; machinery fluid spill containment and clean up kits.

Wis-Con Total Power Corp.

Liquid and air-cooled industrial engines and power units offering gasoline, diesel or LP fuel options. Horsepower ranges from 3.0 to 72.0.

Wood/Chuck Chipper Corporation

Wood Chuck (W/C)-9H9 9-inch diameter, W/C-10 10-inch diameter, W/C-12 12-inch diameter and W/C-19 12-inch diameter wood and drum (12-inch drum and 16-inch drum - both for 6-inch diameter wood) chippers, EcoChip 6-inch diameter wood chipper/mulcher.

Yale Cordage

Manufacturer of rope and specialized spliced tools for the arborist industry.
OSHA Reform Picks Up Steam

By Brian Barnard

Sweeping change to the Occupational Safety and Health Administration (OSHA) is likely if Congress implements the provisions included in Rep. Cass Ballenger's (R-NC) OSHA Reform bill (H.R. 1834). This could mean good news for tree care firms around the country who have strong safety programs but continue to be under the watchful eye of OSHA.

The entire premise of OSHA's existence will be radically altered with the “Safety and Health Improvement and Regulatory Reform Act of 1995,” H.R. 1834. Under the proposal, more than half of OSHA funds would be spent on non-enforcement programs such as consultation and training. Small businesses with 50 or fewer employees would be exempt from routine OSHA inspections if they have better-than-average accident rates. Currently, businesses with 10 or fewer employees are exempt from routine OSHA inspections.

Further changes include providing employers with a 30-day grace period to fix hazards noted by OSHA (less time given if employee safety is jeopardized) before OSHA could issue citations. OSHA would also be prohibited from issuing citations for certain paperwork violations, including record-keeping and employee notification.

Voluntary protection program

One area that is particularly appealing to firms that have an aggressive safety program and exemplary safety records is the expansion of OSHA's Voluntary Protection Program. This program recognizes and grants exemptions from enforcement inspections to employers with good safety records and significant involvement of employees in their safety and health programs.

While H.R. 1834 provides many benefits to small business, one of the most dramatic is the change in developing new regulation. Specifically, the reform bill would require the agency to apply a cost-benefit analysis and risk-assessment to pending and future standards. This means that OSHA would have to prove, as stated in the bill, that “the identified benefits of the standard are likely to exceed the identified costs of the standard.”

Review of standards

Current OSHA standards are also addressed in H.R. 1834. All existing OSHA standards would be reviewed within seven years to “modify or revoke such standards as appropriate.” Thus, persons affected by a current OSHA standard may petition the Agency to change or repeal the rule.

Rep. Ballenger's bill proposes to eliminate the National Institute for Occupational Safety and Health (NIOSH), and merge the Mine Safety and Health Administration (MSHA) into OSHA. NIOSH is a training arm of OSHA.

This bill places greater emphasis on training employers and employees in safe work practices and reduces the “do-it-or-get-fined” tone so often characterized with OSHA regulations. Interestingly, the Clinton Administration implemented these same OSHA consultation themes earlier this summer.

The House Economic and Educational Opportunities Subcommittee on Workforce Protection held hearings on H.R. 1834 in June. It is expected that the full House will approve the bill. Those parties concerned with merging MSHA with OSHA may have the lobbying power necessary to stop this merge, but the major components of H.R. 1834 pertinent to tree care firms will likely be included in the final version.

In the Senate, Judd Gregg (R-NH) and Kay Bailey Hutchison (R-TX) have introduced OSHA Reform bills S 526 and 592 respectively.

Look for OSHA reform to be a hot topic by summer's end. Tree firms are encouraged to contact their legislators and express their support for OSHA reform legislation.

Brian Barnard is Government Affairs specialist for the National Arborist Association.
Stop Call Reluctance

By Richard Ensmam Jr.

Call reluctance. That unnerving condition sends shivers down the spines of sales reps, business owners and anyone who sells. It affects both newcomers to sales as well as seasoned professionals, and people in every industry and trade. Some people encounter call reluctance throughout their careers; to others, it comes and goes.

Put simply, people who suffer from call reluctance just can't get started on their selling tasks. They dawdle and doodle, making up a myriad of excuses for putting off those all-important telephone calls or sales visits. In extreme cases - where call reluctance persists over an extended period - livelihoods and even the financial stability of business firms can be threatened.

Bottom line: Calling on prospective customers builds sales. If you don't call, you don't sell.

To help you understand why you, or the people around you, might encounter call reluctance, read on. You'll learn about common causes of this condition - and later, about some prospective remedies.

Reasons for call reluctance

So, why might you encounter call reluctance?

* Fear of losing approval. Perhaps you crave the approval and esteem of other people, including customers and prospects. If so, you probably worry about calling on prospects who may not like you, your product or your company. Consequently, you put off making those tough calls.

* Overpreparation. Do you take a lot of time “getting ready?” If so, you probably spend excessive time reading about customers, making notes, organizing files, talking to colleagues - all on the grounds that compulsive preparation will somehow lead to success.

* Fear of the competition. If you become anxious about offending your competitors, you probably become anxious about calling on prospects. You might worry - legitimately or not - that angry competitors will work doubly hard to take your business away.

* Thinking that prospects will come to you. When a prospective customer calls you out of the blue, you’re naturally delighted, as you should be. But if you want - and expect - most of your new business to come in this way, you may end up substituting analysis and written sales appeals for face-to-face meetings in the usually misguided hope that your efforts will bring new customers to your doorstep.

* Too much analysis. “Paralysis by analysis” occurs when you spend so much time thinking about your prospects that you have no time left to act on your thoughts. If you’re an analyzer, you might spend excessive time making up charts, lists and files of your prospects.

* Fear of conversation. If you’re about to approach an unfamiliar prospect - or a prospect who has a background fundamentally different from other customers - you might be hesitant about opening the conversation. So you take the easy way out: You put off making the call.

* Need for organization. The need for organization is a compulsion among some sales people. If you suffer from this affliction, you spend time arranging furniture in your office, plotting travel patterns for your sales calls, and even rehearsing every call, point by point, objection by objection, in excruciating detail. There’s nothing wrong with organization, of course, but taken to extremes it can become a substitute for authentic sales effort all too easily.

* Baggage from the past. Had a difference of opinion with the prospect or her company in the past? If so, you might worry about how you’re going to breach the gulf between the two of you and put off the sales call in the process.

* Role confusion. People who sell play a variety of roles: consultant, trainer, product sampler, listening post, to name a few. If you’re not sure about the role a customer wants you to play, you might put off dealing with him.

* Boredom. Yes, some salespeople find certain calls to be pure drudgery - calls requiring travel or excessive waiting time, for instance. It’s easy to put these off.

* Need for quick gratification. Maybe you’re the type of action-oriented person who wants quick results. If so, calling on people who may put you through the hoops - multiple sales meetings, committees and all the rest - can become a low priority for you.

Getting rid of call reluctance

Whatever the roots of your call reluctance, you can combat this condition. Most anti-call reluctance strategies are mental strategies - tricks you play on yourself to put those tough calls in perspective and make them a more palatable part of your ongoing sales responsibilities. Here are a few of the best techniques you can use to get rid of call reluctance and boost your productive sales activity.

* Script the call. Scripting is useful whenever you’re about to make an uncomfortable call. Scripts, covering key
conversation points, rebuttals to objections, even casual small talk, aren't meant to be recited word for word. Rather, they help create a comfort zone around the sales conversation and provide one-liners and topics you can easily fall back on.

* Set goals. By setting daily or weekly call goals for yourself, you create benchmarks by which you can evaluate your success. Goals can cover the number of calls to be made, number of "tough" calls initiated, number of cold prospects met and more. You might even think about setting a goal establishing a desired number of unsuccessful calls, recognizing that a large volume of seemingly failed calls lays the groundwork for future success.

* Reward yourself. No one may reward you for completing calls, but you can reward yourself. Offer yourself a simple reward for completing a series of tough calls or finishing a hard day's work. The reward might be nothing more than "time out" for an hour, lunch with a friend, or some other personal treat. But experienced sales professionals know that these simple personal rewards are very powerful.

* Track your efforts. Set up a simple information system, allowing you to track calls made and completed. This home-grown data system will allow you to keep tabs on your progress. As you monitor yourself, you'll become ever more conscious of the value of your time - and eager to pack as many calls into those limited hours as possible.

* Visualize the worst. Since fear is often a component of call reluctance, try to identify the worst things that can happen to you as the result of a sales call. As you dwell on these thoughts for a few moments, you'll usually realize that these seemingly harsh outcomes really aren't that bad at all.

* Learn from your tough calls. By treating difficult calls as genuine learning experiences, you can always glean positive results from most of them. Keep a log next to your telephone or in your car and jot down an insightful sentence or two after each call. Your insights might cover the personalities of prospects, unusual objections, tricks for getting the conversation started. You'll eventually start to look forward to making entries into your log.

* Motivate yourself. Keep a series of motivational quotations and proverbs handy. Pull out your collection whenever and wherever you feel call reluctance beginning to take hold and then ponder a relevant saying or two.

* Turn it into fun and games. Turn your sales calls into a game. Drop tokens into a jar every time you complete a call. Or reinforce your efforts through point systems, awarding yourself points for various accomplishments. Enter contests with yourself in an attempt to beat last week's performance. Or try to compute the long-term dollar value of the relationships that arise out of your calls.

* Praise yourself. One of the best ways you can combat call reluctance is to praise yourself. You have much to offer customers: quality goods, a willingness to go the extra mile to resolve problems, personal integrity. Your efforts and achievements are worthy of praise. Convince yourself of the truth of this statement and you'll become ever more eager to go out and convince those tough customers as well.

Richard Ensinan Jr. is a freelance writer based in Rochester, New York, who specializes in business topics.
Study Focuses on Ectomycorrhizal Fungi

By Dr. Donald H. Marx
Marvin D. Pettway
Roger D. Mellick

Can specific fungi be introduced into urban soils to form ectomycorrhizae on the roots of landscape trees? Can this inoculation be performed within the framework of a professional tree health care operation? What effects do fertilizers have on inoculation?

Seeking the answers to these questions was the initial motivating force behind this study. The purposes of this experiment were to determine the ability of the spores of a specific fungus, Pisolithus tinctorius (Pt), to form ectomycorrhizae on oaks in the University of Michigan soils and to determine the fine-root/mycorrhizae growth potential of urban/campus trees following root-injection of an organic/inorganic fertilizer.

Ultimately, the goal is to determine whether inoculation of landscape trees with specific mycorrhizae can reduce urban stress on trees.

Trees in forests and in urban environments absorb most of their essential inorganic nutrients and water through the fine root-mycorrhizal system which develops in the upper eight to 12 inches of soil profile. Mycorrhizae are the mutually beneficial relationships of specific fungi colonizing young feeder roots. Mycorrhizae means fungus (myco) - roots (rhiza). The biology of fine roots-mycorrhizae is dynamic. Mycorrhizae are a product of the fine roots on the woody lateral root system, they grow and extend the root systems into new soil volumes and they are maintained by sugars (i.e., photosynthates) from the tree. These fine roots-mycorrhizae eventually die but are replaced almost continuously.

Our results showed that fertilization strongly stimulated fine root biomass and increased ectomycorrhizal development.

In order for fine roots and mycorrhizae to form and function, a healthy tree canopy must produce and furnish photosynthate to the root system.

The soil must have favorable physical, chemical and microbiological properties. Physically, the soil must be able to store adequate water and contain sufficient oxygen (aeration). These physical characteristics depend on the soil type, organic content and bulk density of the soil. Chemically, the soil must have the desired level of alkalinity or acidity (ph) for nutrient solubility, contain essential inorganic nutrients and have sufficient organic matter necessary for tree health. Microbiologically, the soil must contain certain critical free-living microbes for organic matter decomposition and subsequent nutrient release. Also, at the microbiological level, the soil must contain sufficient inoculum of the root-obligate, mycorrhizal fungi in the root zone. High inoculum potential of these fungi is needed to assure rapid mycorrhizal development on newly formed feeder roots. Can this potential be reached by inoculation with specific fungi? Unlike most forest soils, many soils supporting urban trees are compacted, low in organic matter and have abnormal high pH's due to construction debris and to alkaline irrigation water from city sources. These conditions contribute to poor aeration, unfavorable pH, low water-holding capacity, low microbial activity and probably low inoculum potential of mycorrhizal fungi in the soil. These conditions will not contribute to the development and maintenance of a healthy feeder root system. However, little research has been done to study the response of feeder roots/mycorrhizae to these soil factors on urban trees or trees under the influence of a great deal of people pressure. Needless to say, no one has reported on attempts to introduce specific ectomycorrhizal fungi to roots of established urban trees.

Specifics of the study
Location - Two studies were installed but only one had adequate replication. The study was located next to the Simpson Memorial Building on the campus of the University of Michigan, Ann Arbor. It involved Quercus rubra (red oak) each 10 to 18 inches in diameter at breast height. The trees are about 12 to 15 feet apart and the ground cover is a sparse fescue grass.

Installation of root-ingrowth cores - A Root Ingrowth Core Kit (RICK) was used to measure fine root ingrowth. A soil core extractor was driven with a sledge hammer eight inches deep into the highly compacted soils. The soil was removed from the extractor and roots were separated from the soil over a 1/4-inch mesh screen. Root-free soil was temporarily placed in a plastic zip-lock bag. A plastic root-ingrowth core was placed in each hole. The ingrowth cores are three inches in diameter by eight inches in length with 16 3/16-inch holes per square inch of core profile.
Table 1. Fine root/ectomycorrhizal response of oak trees after five months to fertilizer and different rooting mixes in root-ingrowth cores on the University of Michigan.

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Fine Root (gm/yd²)</th>
<th>Ectomy Rating</th>
<th>Feeder Root Potential</th>
<th>Fine Root (gm/yd²)</th>
<th>Ectomy Rating</th>
<th>Feeder Root Potential</th>
</tr>
</thead>
<tbody>
<tr>
<td>SO</td>
<td>32</td>
<td>1</td>
<td>0.3</td>
<td>22</td>
<td>1</td>
<td>0.2</td>
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<td>SV</td>
<td>104</td>
<td>2</td>
<td>2.1</td>
<td>50</td>
<td>2</td>
<td>1.0</td>
</tr>
<tr>
<td>SV+SPO</td>
<td>296</td>
<td>3</td>
<td>8.8</td>
<td>246</td>
<td>3</td>
<td>7.4</td>
</tr>
<tr>
<td>SVP</td>
<td>188</td>
<td>3</td>
<td>5.6</td>
<td>180</td>
<td>3</td>
<td>5.4</td>
</tr>
<tr>
<td>SVP+SPO</td>
<td>392</td>
<td>4</td>
<td>15.7</td>
<td>264</td>
<td>3</td>
<td>7.9</td>
</tr>
<tr>
<td>AVERAGE</td>
<td>202</td>
<td>2.6</td>
<td>6.5</td>
<td>152</td>
<td>2.4</td>
<td>4.4</td>
</tr>
</tbody>
</table>

1 SO = Soil only
SV = Soil and vermiculite
SV+SPO = Soil and vermiculite + Pt spores
SVP = Soil and vermiculite and peat moss
SVP+SPO = Soil and vermiculite and peat moss + Pt spores

2 Fine roots (dry wt. gm) from RIC X 200 = fine root biomass (gm) per yd² (9ft²) of surface 8" depth of soil

3 Ectomycorrhizal rating is based on visual estimates of percent feeder roots ectomycorrhizal: 1 = 20%; 2 = 40%; 3 = 41-60%; 4 = 61-80%; 5 = 81-100%

4 Feeder root potential = fine root biomass x ectomycorrhizal rating

Fine roots and ectomycorrhizae were observed from all extracted soil cores indicating that all ingrowth cores were placed in active feeder-root areas.

**Ingrowth core treatments** - Root-Pro 12 (now Mycorr Tree Pt injectable), a product containing spores of Pt, was specifically formulated. We chose Pt because it is a demonstrated stress site fungus and is highly beneficial to trees under adverse conditions such as urban soils. The four treatments were pure vermiculite, with and without spores (both at pH 7.0), and a 1-to-1 mix of peat moss and vermiculite, with and without spores (both at pH 5.5). These four treatments were thoroughly mixed 1-to-1 with the root-free soil. A fifth treatment was root-free soil alone. These mixtures were used to fill the plastic root-ingrowth cores. Cores were placed about eight feet from the bases of the oak trees because the trees were large and sufficiently close to have a continuous feeder root zone between them. The soil contained a minimum of construction debris and appeared to have a natural soil profile. Nine replicates of each of the five core treatments were initially installed at random. Chemical analysis of samples of soil, soil/vermiculite mix and soil/vermiculite/peat moss mix at the end of the study was done by A&L Labs, Memphis, Tennessee.

**Fertilizer injection** - Doggett’s Natural Resource Fertilizer, a product of the Doggett Corporation, was injected using the recommended rates and methods. The inorganic analysis of this product is approximately 1-0-9 with chelated Fe, Mn and Zn. Organically, it contains the biostimulants humates, kelp, fish meal and yucca. The fertilizer was injected with a hydraulic sprayer fitted with a soil probe unit to penetrate no more than six to eight inches into the soil. The pressure was 150 to 200 psi. The recommended “plus” rate of 0.50 pounds of fertilizer per 100 gallons of water was injected into these highly compacted soils. The injections began 1.5 feet from the trunk of the trees because of their close grouping. We made the injections 2 1/2 to 3 feet apart and injected 0.25 to 0.50 gallons of fertilizer solution per injection point, averaging 14 gallons per tree and 28 injection sites. Several trees received multiple treatments because of their proximity. All treatments were installed between June 1 and 3, 1994. A herbicide was sprayed around each core to minimize the occurrence of grass roots that might compound the results. In November, a knife was used to cut around the outside of each ingrowth core. The cores were removed from the soil and their contents screened to collect new root ingrowth. Fine roots/mycorrhizae were washed, visually evaluated and oven-dried to obtain weights of fine roots and mycorrhizae.

**Results** - The study was conducted in a “real-life” landscape rather than a research plot. An advantage is the greater applicability of the results to landscape maintenance/tree professionals. A disadvantage is that unexpected events can interfere with the study. In this study, an errant mowing crew made some of our RIC identification tags unreadable, which reduced replication in some treatments to four or seven cores.

Nonetheless, our results showed that:

1. Fertilization strongly stimulated fine root biomass and increased ectomycorrhizal development. The result of these two root responses produced about a 50% increase in feeder root potential.

2. Soil mixtures in RIC’s also produced positive results. It appears that anything mixed with the soil (vermiculite and/or peat moss) stimulated fine root growth. Peat moss stimulated more fine root response. These additives probably increased water-holding capacity in...
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The mixes. This was significant since little rain occurred prior to August.
3. Pt spores stimulated fine root development and increased the percentage of ectomycorrhizal development in the fertilizer treatment with peat moss. With increased fine root biomass and increased ectomycorrhizal development, there is, logically, an increase in total numbers of ectomycorrhizae. This is reflected in the consistently larger feeder root potential. The distinctive mustard-yellow ectomycorrhizae of P. tinctorius were observed on most samples inoculated with this fungus.

Chemical analyses of the core contents (average of all mixes) at the end of the study showed that the fertilizer decreased pH from 7.2 to 6.7, total nitrogen from 2180 to 1700 parts per million (ppm), available P from 38 to 25 ppm, and calcium from 1850 to 987 ppm. The drop in soil pH due to the fertilizer was likely due to the humic acids in the formulation. The peat moss component did not significantly affect soil pH. Decreases in N, P and Ca were likely due to their absorption and utilization by greater amounts of fine roots/mycorrhizae in the cores of the fertilizer treatments.

We have concluded from this preliminary study that it is possible to artificially introduce a specific ectomycorrhizal fungus into an established ectomycorrhizal population on urban trees and that the Doggett fertilizer stimulated fine root growth and subsequent ectomycorrhizal development on the established oak trees. Unfortunately, the study design involved numerous treatments on the same root system of most trees. Therefore, we were not able to measure an above-ground tree response to individual treatments since each tree received the benefit of multiple treatments.

Dr. Donald H. Marx is affiliated with Plant Health Care, Inc., Frogmore, South Carolina; Marvin D. Pettway with the University of Michigan, Ann Arbor, Michigan; and Roger Mellick with Doggett Corporation, Lebanon, New Jersey.

The mention of certain products in this article does not constitute an endorsement by Tree Care Industry or the National Arborist Association.
Keeping History Alive
Consulting arborists, engineer design extraordinary support system for ancient tree

The community of Balmville, part of the Town of Newburgh in Orange County, just north of New York City, is rallying to save an eastern cottonwood (Populus deltoides) which began its long life before the dawn of the 18th century. Balmville is named for the tree, which was originally thought to be a Balm of Gilead (Populus balsamifera var. candicans).

Age has begun to take its toll on this historic tree, but the community is working to raise funds for a mechanical support consisting of a central column and four double reinforcing guys. Tree limbs would be attached to the column by means of guy cables.

The support system is the recommendation of ACRT, Inc., an Ohio-based urban forestry professional services firm. The firm also recommended that a permanent barricade be built to replace the temporary barricade at the tree’s dripline.

Age has begun to take its toll on this historic tree, but the community is working to raise funds for a mechanical support consisting of a central column and four double reinforcing guys. Tree limbs would be attached to the column by means of guy cables.

The New York State Department of Environmental Conservation (DEC) retained ACRT in mid-1994 to inspect the tree and report on its biological and structural condition after four independent consulting arborists in 1992 inspected the tree and reported that the tree is structurally unsound and should be removed.

While the support system was the main recommendation, the ACRT team also made several biological recommendations. For example, the team suggested soil aerification by a method known as vertical mulching, fertilization, insecticide application when needed, vine removal and covering a cavity at the base to reduce the chance of entry by people or animals.

DEC accepted the ACRT recommendations and authorized design of the mechanical support system. The design was finished this past April and construction will begin when all approvals are received and materials are assembled.

Designers of the system have determined that it will cost $15,000 to construct the support. The project is being privately funded through community support and numerous groups have volunteered labor and materials. Actual construction is expected to take only a day.

With the mechanical support in place, the ACRT team estimates that the tree has a 50% chance of remaining structurally intact for 10 years and a 25% chance of surviving for 20 years. Thanks to public and private support, coupled with innovative engineering, the Balmville tree will soon enter its fourth century of life.

Established in 1985, ACRT, Inc., is an internationally recognized urban forestry professional services firm operating coast to coast and in Canada. Clients include municipalities and governmental agencies, utilities, commercial arborists, industrial companies, architects and engineering firms. The name reflects the firm’s services - Appraisals, Consulting, Research and Training. ACRT, which is headquartered in Cuyahoga Falls, Ohio, serves clients in the Northeast from an office in the Finger Lakes community of Naples, New York. The firm also operates a number of field offices across the country.

Share your innovation with TCI and we will pay you $100. Submissions become the property of TCI and are subject to editing for grammar, style and length. Color or black-and-white photos are welcome. Entries must include the name of a company and a contact person or they will not be considered for publication.
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TREE CARE INDUSTRY - AUGUST 1995
Excellence in Arboriculture: An Awards Competition Sponsored by the NAA

The National Arborist Association's first annual Excellence in Arboriculture Awards Program reflects its members' commitment to preserving the health and beauty of trees in urban and suburban environments throughout the world. This program rewards and recognizes commercial tree care professionals who execute tree care projects of exceptional quality and recognizes companies and citizens who underwrite such projects.

The NAA strives to increase public awareness of environmental improvement through excellence in tree care. The Association feels such recognition promotes quality tree care and fosters a greater appreciation for the benefits of trees and the professional care of trees. In addition, the Association hopes that this program will challenge those responsible for tree care throughout the country to achieve a higher level of excellence.

The awards program recognition benefits include: presentation of awards at NAA's Management Conference, scheduled for February 13-18 in San Diego; a wall plaque displaying the award certificate; and a pictorial announcement and feature article in TCI magazine.

Membership in the National Arborist Association is required to be eligible for the contest.

For more information, contact the NAA at 800-733-2622.

Fifteen Speakers To Offer Seminars at TCI EXPO '95

Tree Care Industry Exposition '95, the country's leading tree care trade show, has retained 15 guest speakers to offer seminars on a wide range of tree care business and technical topics. Two of the seminars are free and several offer ISA Continuing Education Units and Pesticide Applicator Recertification Credits.

Some of this year's topics include: Preventing Construction Damage to Trees - Dr. Jim Clark; Financing Your Tree Care Operation - Joe Skoda; Basic Tree Physiology - Dr. Bill Chaney; Top Insect Pests & Control Strategies - Cliff Sadof; Managing with Your Financial Statements - Arthur Batson; Root & Soil Manipulation for Tree Health - Dr. Donald Marx; Honing Your Diagnostic Techniques - Tim Johnson; Managing for Employee and Personal Productivity - Randall Stutman; Tree Fertilization - Dr. Elton Smith; Innovative Employee Hiring and Retention - Peter Sortwell; Top Disease Pests/Control Strategies - Paul Pecknold; Fresh Approaches to Sales and Marketing - Richard Proudfoot; Mature Tree Preservation Through Pruning - Dr. Kim Coder.

TCI EXPO '95 will also offer a special ISA Certification Prep Session. TCI EXPO '95 will bring together more than 120 exhibitors, along with workshops and demonstrations on November 16, 17, and 18 at the Indiana Convention Center & RCA Dome in Indianapolis, Indiana. Admission to the trade show is free, but attendees must register to enter.

For more information or to receive your registration kit, which includes hotel and travel discount opportunities, contact the National Arborist Association, P.O. Box 1094, Amherst, NH 03031-1094 or call 800-733-2622.

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Several new business books are out that should get you thinking. First up is "The E-Myth Revisited," by Michael E. Gerber, Harper-Business, $15. It is subtitled "Why Most Small Businesses Still Don't Work and What You Can Do About Yours." The author walks the reader through many misconceptions. He feels that many entrepreneurs invest in a business and expect to make a fair return automatically. He feels many small businesses fail because owners, while working hard, often do the wrong work.

It came as a shock to me and I am sure, to other managers/owners, when I realized success depended on my ability to manage the bad news not the good. My success depended on my solving the problems, not hovering around what was working right. From this realization I understood that I must have financial information in a format that made the problems immediately apparent. Is your financial data in a format that helps you know where the problems are developing?

The other major lesson I learned early on, was that I was in the people business as well as the tree business. I, like most had no training in personnel management, but it didn't take me long to realize that I had to constantly be attentive and spend time with people or I was always going to have problems. The only tools I had were the 'Golden Rule' and the common sense to focus on the people aspects of the business.

"The Complete Guide to Selling a Business" by Michael K. Semanik and John H. Wade, Amacom, $22.95. This book covers everything about selling a business. Chapter 2 contains the bad news. The author states that the owner must look ahead and create long-term value in order to sell a business. The book is a step-by-step guide to building value, a process that can take years.

Many go right up to retirement thinking they can sell their business, that its value lies in the client base, reputation and equipment. What a shock it must be when a prospective buyer wants to know about the people, the next generation coming along. Anyone can buy equipment off a dealer's lot and advertise for customers. The only real value we have is the organization, the people. This is the real value in any company. In our industry, without a good staff, there isn't much to sell.

A recent newspaper article was titled; "Why Do Bad Things Happen to Good Companies." It was written by Harvard Business School Professor Richard Tedlow. He said that companies should not become near-sighted. He used the example of the U.S. tire industry which a few years ago offered tires with a 12,000 mile warranty. Meanwhile, in France, Michelin offered an 80,000 mile warranty. Ford Motor Company dominated the auto industry early on, but failure to produce anything but a black car eventually lost them tremendous market share.

He suggests asking yourself: Am I competitive? Am I competing in the right way? He suggests avoiding: Do I know what I need to know? Ask: What am I afraid to find out? Ask: Do I suffer from winner's curse, an overconfidence that blinds me from seeing my shortcomings?

In another article, the Professor writes; "A firm should never have a strategy that is a result of its structure. Long range vision is lost. Rather, the goal, the vision and the resultant strategy to attain it, dictate the structure needed to achieve."

In our industry, our structure centers around people. Often times, the lack of people causes us to alter our vision, our goal, our strategy. Perhaps we need to develop strategies to develop people so our goals can be attained.

This office has already made a first draft forecast of next year's sales, production costs, estimated profit and cash flow. We have started a wish list budget for equipment and other capital expenditures. Have you started thinking about next year?
Bandit Industries, Inc., recently introduced its new XP chipper series. The XP series features new chip throwers, thicker, longer-lasting knives set at a more aggressive position, redesigned feed wheels and a unique scoop that covers the better half of the bottom feed wheel. The XP throwers (patent applied for) catch all of the chips as they come off the chipper knives, discharging virtually all the chips on the first pass and increasing effective chipping horsepower by as much as 40%. The XP series is provided for Bandit's Models 90, 90W, 150, 200+, 250 and 1250 hydraulic feed, disc-style chippers. Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340. Phone: 517-561-2270; FAX: 517-561-2273.

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Midland International introduces a new UHF band frequency-synthesized FM portable radio. The Midland 70-248 portable radio operates in a wideband frequency range of 406-470 MHz and features user-selectable four watts or two watts of RF power output. The unit offers up to 99 channels of which 48 may be programmed for semi-duplex operation. The 70-248 radio offers pushbutton up-down channel selectors, MX-type antenna connector, a rotary volume on-off switch and internal pre-set squelch. The new Midland portable provides two methods of scanning. The Midland Model 70-248 portable radio meets MIL 810 C/D/E shock, vibration and environmental requirements. Midland LMR, 1690 North Topping, Kansas City, MO 64120. Phone: 816-241-8500, Ext. 1690; FAX: 816-920-1144.

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STIHL Inc., introduces an Aerial Man-Lift Truck Package for the professional arborist. The new package uses the versatile Holan 829-50 aerial man-lift mounted behind the rear axle on a non-CDL Ford diesel cab. The Holan offers 55-foot working height, over-center articulation and 41.5-foot side reach. The package is designed to combine a short wheel base truck and rear-mounted man-lift for closer work site positioning and ease of operation. STIHL, Inc., packages the chassis and aerial with heavy-duty flatbed, cross-body tool box, cab protector and a unique "bucket protecting" tail shelf. STIHL, Inc., 7629 Chippewa Road, Orrville, OH 44667. Phone: 216-669-2000.

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Vermeer's exclusive Auto Sweep system is designed to make stump cutting easier for the operator and easier on the machine by maximizing available power, increasing efficiency and reducing machine stress. The Auto Sweep system will be added to Vermeer's full line of stump cutters - the 222, 630B, 672 and the newly released 1102. The Auto Sweep system maintains the rated engine speed of the stump cutter by adjusting the feed rate of the cutter wheel. The operator is ensured of the stump cutter delivering maximum horsepower and high productivity. The Auto Sweep system also reduces stress on the engine, driveline and structural components. Vermeer Manufacturing Company, Pella, Iowa. Phone: 800-829-0051.

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Husqvarna Forest and Garden Co. now offers lifetime warranties. Husqvarna will replace a defective solid state ignition system on any of their portable or hand-held models. Second, the lifetime warranty on all of Husky's solid steel trimmer and brush cutter drive shafts now applies to all flexible shafts as well. Both of the new lifetime warranties extend to units sold after January 1, 1995. Husqvarna Forest & Garden Co. offers forest and garden power products for all applications as well as a line of protective apparel and accessories. Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Drive (PR), Charlotte, NC 28216. Phone: 704-597-5000.

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Highway Equipment Company introduces the Groundkeeper AG-18 leaf vacuum system. The pickup- or trailer-mounted AG-18 is a self-contained, "slide-in" leaf vacuum system with an electric-over-hydraulic dump system that also maximizes the versatility of already-established truck fleets. The AG-18 can maneuver in and out of private driveways and around large parks, cemeteries and other public areas. The AG-18 employs a flexible, 18-foot long intake hose to collect hard-to-access leaves and other debris. The AG-18 is also available with an optional hose support boom that optimizes leaf collection at the curbside. When the vacuum container is removed, the unit is converted into a year-round, multi-purpose dump body. Highway Equipment Company. Phone: 319-363-8281.

Circle 66 on the Reader Service Card

J.B. Good, Inc., offers a variety of custom-printed, four-color brochures and postcards dealing with tree care topics, as well as calendars, bumper stickers, door hangers, bid proposal sheets and posters. Postcard topics include: "Topping Hurts Trees," "Keeping Safe Trees..." "Plant A Tree..." and "Protect Trees From Construction Damage." For samples and ordering information, please contact J.B. Good, Inc., 5250 N.E. Hwy. 20, Corvallis, OR 97330. Phone: 503-752-6260.

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HELP WANTED

The Care of Trees is a full service tree care firm with offices throughout the metropolitan areas of Chicago, New York City and Washington, D.C. We are one of the most progressive, well-equipped companies in this industry and offer excellent benefits. Our ever expanding mode seems to constantly require personnel to fit into new positions which include production, plant health care and sales. We consider safety, quality, productivity and communication to be important attributes of proper tree care. If you believe the same, please send your resume to Kathy Hendrickson, c/o The Care of Trees, 2371 S. Foster Ave., Wheeling, IL 60090. Phone: 708-394-4220.

Operations/sales manager - Growing vegetation mgmt co looking for exp. mgrs for our ROW spraying divisions in the NE and Midwest US. Must be able to make decisions, be creative, self-motivated & have strong organizational skills. Exc. starting salary & co. pd. ben. If you have vegetation mgmt. operations/sales exp. or a degree in horticulture/arboriculture/urban forestry or a related field, send resume to DeAngelo Brothers, Inc., Attn: Paul D. DeAngelo, 100 N. Conahan Drive, Hazleton, PA 18201. Phone: 800-360-9333. EOE/AAP M-F

SavATree is celebrating 10 years of service excellence consistently delivered by our dedicated staff. Our success and expansion have opened up additional opportunities for sales and field specialists in our NY, NJ, CT and MA locations. If you have a degree or related experience in arboriculture and the desire to be part of an outstanding team that continues to define state-of-the-art tree care, please send or fax your resume to SavATree, 360 Adams Street, Bedford Hills, NY 10507 or FAX: 914-666-5983, attn: Human Resources. EOE

Supervisor position. We are an established tree company located in Hawaii seeking a supervisor to be in charge of operations which includes, but is not limited to: planning jobs, scheduling jobs, supervising approximately 5 crews and estimating. You must be a certified arborist with a CDL drivers license. You must have a minimum of 5 years climbing (which includes pruning, shaping, rigging, take-downs and removals) and 5 years utility line clearance (which includes knowing how to operate an aerial bucket truck). A knowledge of cranes would be helpful. Pay is based on experience. Benefits include paid medical and dental insurance, paid federal holidays, vacation pay, 401(k) pension plan and a profit sharing plan. Send resume with salary history and employment references to Jacunskis Complete Tree Service, Inc., P.O. Box 4513, Hilo, Hawaii 96720.


Experienced tree climber needed for prominent tree care firm in Princeton, New Jersey. Guaranteed year-round employment. Excellent wages, benefits and working conditions. Must have a CDL and be a team player! Please send resume to Woodwinds Associates, Inc., 4492 Route 27, Princeton, NJ 08540 Attn: Tina deTuro, or call 609-924-3500

Experienced tree care professionals. Fast growing, quality-oriented company in the Chicago North Shore looking for top-notch foremen to manage crews, equipment and shop. Ideal candidates will have a minimum of 3 years experience, CDL and strong desire to achieve. Excellent compensation & benefits package. Please send resume and contact the Kinnucan Company, 28877 Nagel Ct., Lake Bluff, IL 60044. Phone: 708-234-5327.

Relocate to Hawaii and work year-round. We are an established tree company seeking an arborist. Must have climbing experience that includes pruning, shaping, rigging, take-downs and removals. Must also have experience in aerial bucket utility line clearance. Pay is based on experience. Benefits include paid medical, dental, federal holidays, vacation, 401(k) and profit sharing. Send resume with salary history and employment references to Jacunskis complete Tree Service, Inc., P.O. Box 4513, Hilo, Hawaii 96720.

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

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List of Advertisers

<table>
<thead>
<tr>
<th><em>Reader Service No.</em></th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. ACRT, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>2. Albiez Insurance Agency, Inc.</td>
<td>31</td>
</tr>
<tr>
<td>3. Almstead Tree Company, Inc.</td>
<td>38</td>
</tr>
<tr>
<td>4. American Arborist Supplies, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>5. The American Group-Samson Div.</td>
<td>41</td>
</tr>
<tr>
<td>6. American Safety Utility Corp.</td>
<td>22</td>
</tr>
<tr>
<td>7. AmeriQuip</td>
<td>39</td>
</tr>
<tr>
<td>8. Andy’s Truck Center, Inc.</td>
<td>40</td>
</tr>
<tr>
<td>9. Bartlett Manufacturing Co.</td>
<td>16</td>
</tr>
<tr>
<td>10. Bishop Company/New England Ropes</td>
<td>6</td>
</tr>
<tr>
<td>11. Border City Tool &amp; Mfg Co.</td>
<td>22</td>
</tr>
<tr>
<td>12. Corporate Capital Leasing Group, Inc. Inside Back Cover</td>
<td>38</td>
</tr>
<tr>
<td>13. The Davey Tree Expert Company</td>
<td>38</td>
</tr>
<tr>
<td>14. The Doggett Corporation</td>
<td>10</td>
</tr>
<tr>
<td>15. DUECO</td>
<td>34</td>
</tr>
<tr>
<td>16. Fox Manufacturing, Inc.</td>
<td>34</td>
</tr>
<tr>
<td>17. GFX Corp.</td>
<td>44</td>
</tr>
<tr>
<td>18. Hodges Manufacturing Co., Inc.</td>
<td>12</td>
</tr>
<tr>
<td>19. ITB Company, Inc.</td>
<td>40</td>
</tr>
<tr>
<td>20. Jameson Corporation</td>
<td>44</td>
</tr>
<tr>
<td>21. Kan-Du Stumpers</td>
<td>21</td>
</tr>
<tr>
<td>22. Lanphear Supply Division</td>
<td>16</td>
</tr>
<tr>
<td>23. Leonardi Teeth/Simonds Industries</td>
<td>34</td>
</tr>
<tr>
<td>24. Lewis Utility Truck Sales</td>
<td>44</td>
</tr>
<tr>
<td>25. J.J. Maugen Company</td>
<td>8</td>
</tr>
<tr>
<td>26. National Arborist Association</td>
<td>45</td>
</tr>
</tbody>
</table>

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What is common sense is also the law. OSHA Standard 1910.331 states that employers must provide appropriate, documented training to any tree care employee working within 10 feet of an energized electrical conductor. And that is just the first of several regulations with which you may have to comply. ANSI ZI33.1-1994 dictates very specific training and operations regulations. Plus, there's a new OSHA standard, 1910.269 which takes effect January 31, 1995. It makes sense - both business sense and common sense - to meet these requirements. But how?

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For more information about EHAP, or any NAA program, or to order, call our toll-free hotline, or send/fax the coupon below.

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Vacation Day

By Bob Gillespie

A friend and fellow arborist called me and asked if I would help him with a backyard removal. I was eager to help out. Being a municipal arborist for the past 10 years, I felt it would be nice to get back in the field again.

The tree I was to remove was a red oak 75 feet tall with a spread of about 45 feet. Located under the oak were beautiful large rhododendrons - all in bloom. The tree was being removed to open a vista on a pond.

My friend Ron said: “This will be a learning day.” The rigging for the removal was going to be done with slings, light weight blocks and carabiners. We also were going to use a speedline. I had seen work performed this way and had some knowledge of its procedure by attending Massachusetts Arborists Association and International Society of Arboriculture seminars.

As for myself as a climber, this was my first attempt at this and I told Ron that. His response: “No problem. We’ll work it through.”

Through patience, communication, knowledge and skill, the job went without any major problems. I was impressed with how much time and effort can be saved by using these techniques and equipment.

This was indeed a “learning day” for all involved. I can only say that education and desire to try new things are keys to making this job easier, safer and more profitable.

By the way, my “learning day” happened to fall on a vacation day. All vacations should be this rewarding.

Bob Gillespie has been an arborist for 22 years and is certified by the Massachusetts Arborists Association and the International Society of Arboriculture. He is a tree warden for the town of Methuen, Massachusetts.

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