

Bidrin for DED, Maple Disease Tips, Pricing Hints Conveyed to Arborists at 14th NAA Midwinter Caucus

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An impressive program that sprang into life despite last minute difficulties with the proposed convention hotel lured some of the nation's leading arborists to Tampa, Fla., for the 14th annual National Arborist Association Midwinter Meeting earlier this year.

Covered in the meeting at Tampa's International Inn were a new Dutch elm disease control called Bidrin, some expert advice on various maple disease problems, three different pricing procedures arborists encounter, and a host of other subjects both new and old. Local convention chairmen had been thrown into a frenzy at the last minute when a previously chosen hotel became unavailable because of operational difficulties. However, the meeting went ahead as planned at the new site.

Of particular interest to the technologist-businessman was a crack panel on the costs and pricing of some tree operations. Lead-off discussion, offered by William A. Rae, distilled his experience with tree moving and planting. Rae is with Frost and Higgens Co., arborists from Arlington, Mass.

Rae said unless estimating tree moving and planting contracts is based on accurate information and knowledge of costs, profit can be wiped out. Collected stock very often costs more per unit than nursery stock because of hidden factors, the expert cautioned. For example, a breakdown of cost figures on a linden, 8"-9" caliper, showed that actual expense, including all costs, was over three times a nursery's catalog sum of \$270.

To such indirect expenses as insurance and overhead, arborists must add the liabilities of transportation, preparation of hole, topsoil, mulch, tree wrap, and planting labor to the final tally before a profit can be determined. Sometimes it is ad-

vantageous, when doing a job a long way from headquarters, to hire local labor; it may even be advisable to lease local equipment, the Frost and Higgens expert proposed.

In the second round of the pricing panel, NAA first vice president Edwin E. Irish delivered his views on pruning and fertilization cost analysis. He's with Charles F. Irish Company in Detroit, Mich. The Irish organization is considered unique because it does only private work, a large part of which is with regularly established accounts. "We give priority to our old customers," the Detroitier revealed.

Irish said in his company's relationship with old, private customers, most times there is no contract price and services are computed on a time and material basis. Less than a third of his jobs are estimated in advance.

Some of the details presented

were: Time is figured on a portal to portal basis. Air feeding with dry materials is at \$35 per hour which includes time of three men and the materials used. Liquid fertilization is charged at 20c per gallon applied. A 20-inch tree takes from 70 to 80 pounds of air fertilization. Unit rate of fertilization is 41 pounds per crew hour.

For a look at the pricing patterns in spraying, bracing, and cabling trees, conference planners slated William P. Lanphear of Forest City Tree Protection Co., Cleveland, Ohio. Lanphear said 60% of his business volume is in elm tree care. For this elm work he considers a sprayer of essential importance for measuring spray output. Time is recorded on color-coded sheets for each job. Records show gross value of work performed and of materials used, as well as direct labor costs. Lanphear also makes note of such costs as taxes on labor, trucks, etc.; insurance

Aerial Applicators Learn of Safety Needs

An appeal to help develop an effective accident prevention program which focuses more attention on "human factors engineering," was made recently to delegates of the 14th Annual Agricultural Aviation Conference at Texas A&M University.

Speaking on the subject "Accident Prevention," John P. Galipault, principal researcher for the Ohio State University Aviation Department said that state aerial applicator associations should co-operate closely with the federal government to formulate a "realistic set of pilot operating conditions and physiological limits."

Only Texas and California have regulations which require specific pilot competence, the speaker said; most states have

little or no regulation of aerial application activities and pilot requirements.

The Civil Aeronautics Board and Federal Aviation Agency estimate that about 80% of all accidents are caused by pilot error.

In other talks to the assembly Dr. Dayton L. Klingman, U. S. Dept. of Agriculture, Beltsville, Md., offered "Research on Control of Weeds and Brush on Grazing Lands"; "Production and Distribution of Sterile Screw-worm Flies," by Charles L. Smith, USDA entomologist at Mission; and "Low Volume Aerial Spraying," by Kenneth Messenger, who is responsible for research at the USDA Plant Pest Control Division at Hyattsville, Md.