

Beautification, Management, Insurance, Highlight

N. Y. Arborist's Annual Trade Show and Meeting

The annual meeting of the New York State Arborists Assn. was held at the Statler Inn on the campus of Cornell University in Ithaca, this year, utilizing the large judging pavilion where exhibitors had an opportunity to demonstrate chain saws, chipper, agricultural chemicals, rope, arborists tools and supplies during an afternoon program. Firms from Connecticut, New Jersey, Ohio, and Wisconsin, as well as New York, were present.

Dutch Elm Disease

Professor John Weidhaas reported to the better than 100 attending arborists on discouraging results with Bidrin during spring of 1965. He pointed out that even though it shows promise, Bidrin will not be recommended by the Cooperative Extension Service for general use although it has been granted label registration in New York State.

He suggested that if arborists use Bidrin, they should gain experience using it on "out-of-the-way and not so valuable trees," treating relatively few trees in 1966.

Mr. Richard Carroll, Forestry Department, Madison, Wis., reported on its success with Vapam or VPM injection for soil sterilization to control D.E.D. spread to adjacent trees through root grafts. He outlined the procedure for injection method on street and lawn trees and indicated that their success to date has been very good. Root grafts in Madison, evidently are a significant vector of D.E.D. "The most serious drawback of such injections appears to be a one-foot-wide strip of dead turf, which can be resodded in 2 to 3 weeks."

Northeast Drought

Professor Wayne Sinclair reported that in the last four years, Ithaca has accumulated a rainfall deficit about equal to a season's water supply; 45% of this deficit has occurred during May,

June and July when trees make most of their growth.

Since this situation is rather typical of the Northeast, Dr. Sinclair related this water deficit to rates of tree growth, showing a rather direct relationship. Thus, he predicted that in 1966 we'll see more canker problems, more incidence of serious root rot organisms, and more frequent inability of declining trees to respond to treatments. He also stressed the importance of irrigating trees liberally during May, June and July.

Horticulture Problem Solving

Use of the Cornell Diagnostic Check list and plant history to establish a systematic system for solving tree problems was suggested by Professor Warren Johnson. He stressed that "hit or miss" problem solving does not create customer satisfaction or success. Before proceeding you should get all the facts and sell a disease or insect control program on a long-term basis, he advised.

Blackbirds & Sex

Blackbird populations (red-wing blackbirds, starlings, and grackles) are controlled to a degree by nature. Man's efforts, said Dr. Oliver Hewitt, to control the blackbird population problem, must be aimed at prevent-

ing successful reproduction rather than allowing merely for a physical reduction in population. Because these birds are prolific and migratory, poisoning and trapping are unsuccessful. He stressed the immense value of filling limited nesting areas with nests full of infertile eggs.

Professor A. M. S. Pridham summarized recent advances in the chemical weed control field, the most striking being the use of activated charcoal to help offset the damaging properties of herbicides to susceptible plants.

Insurance For Arborists

Freeman Parr, Parr and Hanson Inc., Hicksville, talked on the insurance needs, problems, and coverage essential to an arborist. He pointed out, "smaller operators need insurance even more than large companies. The most important factor is to make sure that the insurance agent is familiar with the company operations and risks, that you keep in regular close contact with him and know what kind of coverage you have."

Parr noted that the greatest concern should be coverage for liability exposures since much work is done on the property of others. Potential liability coverage on cars and trucks is necessary. A comprehensive general liability policy has the advantage of coverage regardless of how claims may be presented. He suggested that in many cases



N.Y. State Arborists Assn. officers and directors, elected at recent meet, are (from left) Ira Wickes, Jr., Suffern, N. Y.; Dr. John A. Weidhaas, Jr., Ithaca; Walter Sturmer, Yorktown Heights; Lawrence J. Borger, Bayside; Edward Johnson, Hicksville; 1966 President Professor Daniel Dowd, Farmingdale; Peter Bartholomew, Lockport; past President Authur Sandstrom, Jordan; George H. Callaway, Argyle; Frederick R. Micha, Rochester; Fred Donovan, Mechanicville; and Dr. A. M. S. Pridham, Ithaca.

it is advantageous to get the insurance agent to use the word "occurrence" rather than "accident" on policies. Also, pay attention to non-ownership automobile insurance, property damage insurance, and insist on a hold-harmless contractual liability clause when subcontractors are involved, he said. A contract equipment floater covers movable property which is used away from the insured's premises.

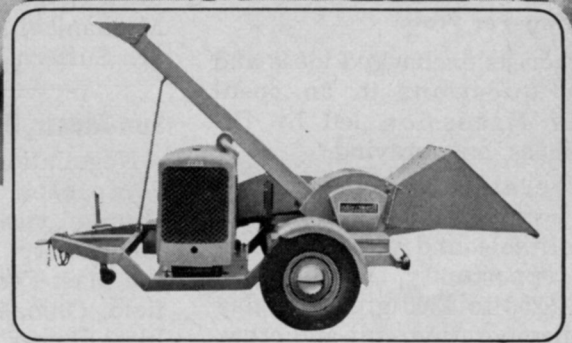
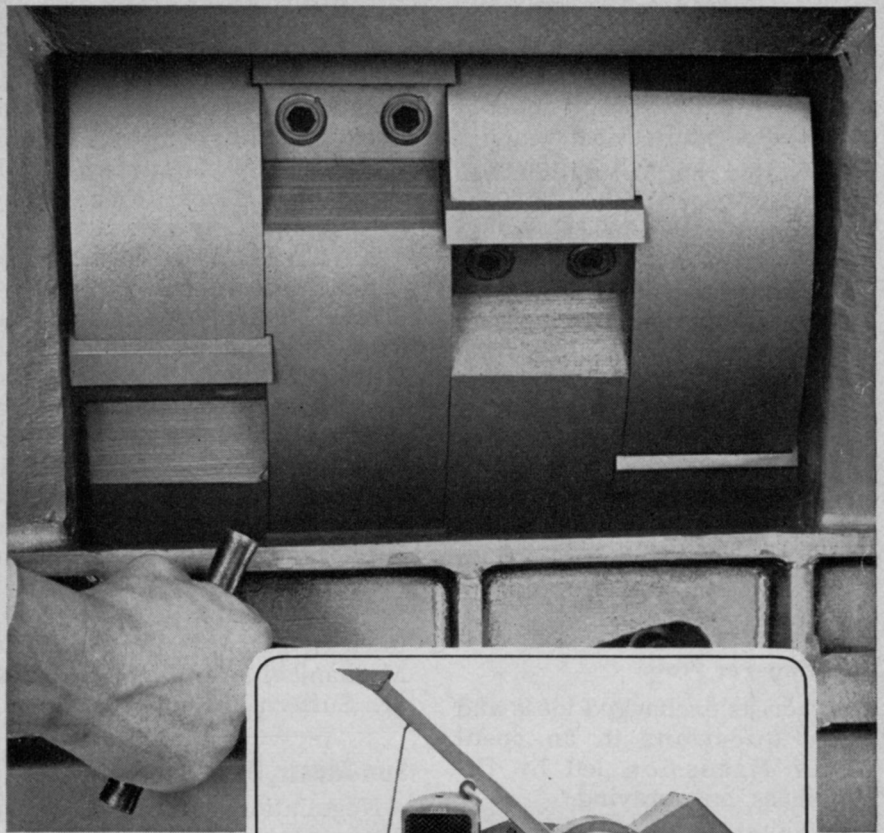
A minimum of 3-5 hundred thousand dollars coverage should be carried by arborists. Many use policies designed for logging and lumbering. However, these policies do not apply if trees are classified as diseased, Parr warned.

The One-Man Tree Business

George Callaway, Llenroc Tree Experts, Argyle, presented his views of the one-man tree business. "The small businessman often attempts to impress people that he is a 'big operator'." Callaway noted that people have the idea they get better service from the small operator who can maintain a close tie of personal service with his client. Less misunderstanding results and decision making in troubleshooting is made on the spot.

One of the most important aspects of a one-man operation is the misleading idea that many jobs can be done at less cost by the owner-operator. Callaway emphasized that it is much more costly in time to attempt repair and maintenance of equipment, clerical and stenographic work, and other odd jobs than to have skilled tradesmen do the work. This, along with telephone answering service, permit the owner to spend more time on selling and public relations. Callaway stressed the need for adequate and effective advertising, particularly in competition with larger companies. He insisted on the need for speaking well of other arborists, advancing the industry, seeking standards of practice and performance to give clientele a uniform image of arborists' performance.

John Ryan, head of New York's Highway Landscape Depart-



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cutting shock four times more evenly throughout each cylinder revolution. Machine vibration is virtually eliminated; there is less shock per bite; horsepower is used more efficiently; and a lot of fuel is saved.

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ment, said, "Beautification is not new in New York; some \$7 million was spent last year on landscaping. Four thousand acres of grass were planted last year."

He stated that \$2.1 million was spent last year to pick up litter along highways. In answer to several questions, Mr. Ryan noted that removal of dead trees is included in maintenance and is not part of the beautification program, and also that tree maintenance is included in state work under landscaping. He stated, "The state does not employ a professional arborist, but many of our men are knowledgeable about trees and seek advice from Cornell and the Extension Service."

Spraying For Profit

Arborists exchanged ideas and asked questions in an open-forum discussion led by Dr. Weidhaas on spraying.

Several arborists indicated that liquid feeding of trees was a profitable and effective business opportunity, resulting in from \$250 to \$300 gross per day for one operating unit and crew. A number of arborists were interested in the effectiveness and advisability of using dormant oils. Dr. Weidhaas felt that 60-second viscosity oils had not been proven as yet in research for the diverse and stubborn scale insects found on shade trees, since the 60-second oil has been developed primarily for mites on fruit trees. He thought 70-second oils with high paraffinicity and a high unsulfonated residue percentage would be effective, but cautioned against selling this as an all-purpose, preventive spray. Many insect pest sprays which must be applied during the growing season are harder to sell if a client has been reassured by a general dormant protective treatment.

Licensing Legislation

The arborists' legislative committee reported that efforts are continuing to get an arborists' license bill passed in New York. A great deal of progress has been made since the move was initiated nearly 9 years ago. Many

factors including the interest in beautification, tree preservation, and proper use of agricultural chemicals are underlining the need for protecting the public interest and ensuring high standards of performance by arboricultural workers.

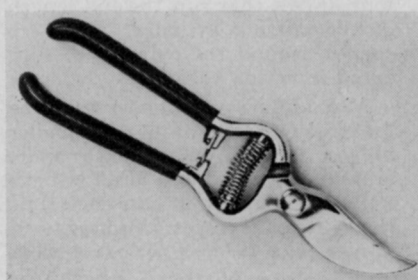
New officers elected at the Ithaca meeting are: President—Daniel Dowd, Farmingdale, L.I.; Vice Presidents—Lawrence J. Borger, Bayside; Edward Johnson, Hicksville; Carl Lundborg, Westbury; Secretary-Treasurer—George Callaway, Argyle; Directors—William R. Herrmann, Syracuse; Frederick R. Micha, Rochester; Arthur C. Sandstrom, Jordan; Peter Bartholomew, Lockport; Walter Sturmer, Yorktown Heights; Fred W. Donovan, Mechanicville; and Ira F. Wickes, Jr., Suffern.

Sun-Mastr Buys Ideal Mower

Negotiations were recently completed between Robert Crump, vice president, Sun-Mastr Corp., Olathe, Kans., and the Mast-Foos Mfg. Co., Springfield, Ohio, for the purchase of Ideal Power Lawn Mower Co.

Ideal has manufactured mowers for over 50 years, with its primary product being a heavy-duty gang lawn mower for use on golf courses, parks, airports, and highways.

Production of Ideal mowers is being transferred to the Sun-Mastr plant in Olathe. Moving of machinery, equipment, and establishing the Sun-Mastr Ideal division will take from 30 to 60 days.



A new, lightweight, professional-type pruner is being offered on the market by Seymour Smith & Son, Inc. Drop forged, with hardened, tempered and precision-ground blade that is extra thin and clean cutting, the pruner has nonslip vinyl grips. Other features: hook-type catch, heavy-duty spring, triple plated and highly polished. More details on No. 128 Pruner from the company at Oakville, Conn. 06779.

Int'l Tree Conference In Cleveland, Aug. 28-Sept. 2

Plans for the 42nd International Shade Tree Conference will include field trips to the many unusual tree plantings and reserves in the host city, Cleveland, Ohio, which is known as the "Forest City." Word from general conference chairman, John G. Milchalko is that there will also be an unusual tree-planting ceremony in the heart of Cleveland's metropolitan area.

Total attendance is expected to be well over 2,000 for the August 28-September 2 meeting to be held in the Sheraton Cleveland Hotel. Arborists from all over the world will gather for the educational conference which also includes an active program for the entire family.

Further information on program plans will be available from John G. Milchalko, Division of Shade Trees, City of Cleveland, 750 E. 88th St., Cleveland, O. 44108, or from Dr. L. C. Chadwick, ISTC Executive Secretary, 1827 Neil Ave., Columbus, O. 43210.

Oregon Adds Two Ryegrass Varieties for Certification

Two new ryegrasses, Magnolia, from Mississippi, and Florida Rust Resistant Ryegrass, from Florida, have been added by the Oregon Ryegrass Growers Seed Commission to its list of certified seeds.

Research at experiment stations in Mississippi and at the University of Florida have yielded these two new varieties of ryegrass which are highly resistant to crown and leaf rust.

Florida Rust Resistant Ryegrass has notable uniformity when in full head and is a good seed producer. Magnolia also proved to be superior to domestic and Gulf ryegrass in forage production and seed yields.

For additional information, interested readers may write to Jack L. Blair, Administrator, Oregon Ryegrass Growers Seed Commission, P.O. Box 247, Albany, Oregon 97321.