

National Arborist Winter Convention



Officers of the National Arborist Association elected at the February convention are, left to right: first row, Immediate Past President Kenneth P. Soergel; 1969 President Paul R. Walgren, Jr.; second row, Treasurer Glenn Burns; 2nd Vice President William P. Lanphaer III; 1st Vice President William A. Rae; and Secretary Riley R. Stevens.

Arborists' Program Includes New Chemicals, Urban Tree Problems

Though heavy snows blanketed some parts of the nation, sunshine greeted attendants of the National Arborist Association Annual Convention held at the Sheraton Hotel at Fort Lauderdale, Fla., Feb. 8-13.

Association officers elected at the meeting are as follows: president—Paul R. Walgren, Jr., Walgren Tree Experts, Hamden, Conn.; first vice president—William A. Rae, Frost & Higgins Co., Burlington, Mass.; second vice president—William P. Lanphaer III, Forest City Tree Protection Co., Cleveland, O.; secretary—Riley R. Stevens, Ste-

vens Tree Surgery, Portland, Ore.; and treasurer—Glenn Burns, Karl Kuemmerling & Associates, Canton, O. Immediate past president is Kenneth P. Soergel of Cross Roads Nursery & Tree Service, Gibsonia, Pa.

Newly elected board directors are: Robert Felix, Harder Tree Service, Inc., Long Island, N.Y.; John Shullenberger, Gustin Gardens Tree Service, Inc., Gaithersburg, Md.; and George Goodall, Goodall Tree Expert Co., Portland, Maine.

First speaker on the program was Frank S. Santamour, Jr., research geneticist at the U. S.

National Arboretum in Washington, D. C. Discussing "Trees for the Urban Environment: Problems and Prospects," Santamour enumerated some of the reasons why cities are not ideal for growing trees; tall buildings that block sunlight; toxic chemicals from industry and automobiles; intense summer heat radiated from buildings and pavement; salt used in de-icing roads.

Trials of pollution tolerance can be made in special fumigation chambers where seedlings are exposed more to toxic pollutants, he revealed. Recent

studies have indicated that white oak, white ash and many pines are sensitive to ozone but that spruces, firs, sugar maples and European linden are more tolerant. Pollution tolerance is inherited, Santamour contends, and differences within species and single-tree progenies have also been demonstrated. Thus it's possible to not only select trees for tolerance but to use these trees to breed improved types, Santamour said.

While we are familiar with major disease problems of urban trees, we tend to be rather unfamiliar with soil-borne fungi, he said. Abnormal soil and environmental conditions under which city trees exist make them more susceptible to fungi that would merely be saprophytes on good sites, according to Santamour.

In concluding, he stresses that research to select and breed trees for an environment of the future should begin *now*.

Sales Experience

Unusual sales experiences was the topic of O. J. Andersen of Trees of Houston, Houston, Texas. One case he cited was that of transplanting three oaks for Neiman-Marcus for \$20,000. Andersen's firm had salvaged the huge 16-foot-diameter trees from an old school ground.

Don't be afraid to charge your customers enough to make a profit, Andersen warns. A \$7000 tree is not out of line for a \$10 million building. Trees of Houston purchases fine trees on land to be razed for highway rights-of-way and sells them to clients up in years who move into 1-story homes, he said. Many of these retired people, even though they can usually afford any price, are initially shocked at the cost of these trees. However, he continues, if you are a salesman instead of an order-taker, you *can* sell them. His firm is finding it's not too hard to sell a man a tree for \$750 or \$1000. It's almost impossible to

make a profit planting \$50-\$100 trees, he says.

Another situation Andersen cited was one in which his firm bought an old house for \$50 . . . just for a tree on the property. Selling the tree for \$3500, he said, they gave the house away free to wreckers.

Leadership

Third speaker on the program was Carl C. Brigham of Carl C. Brigham & Associates, Atlanta, Ga. Discussing "The Five Demands of Personal Leadership," Brigham listed them as follows: (1) Being emotionally mature; (2) Learning to predict human reactions; (3) Deliberately overestimating the importance of the other person's point of view; (4) Being yourself without underestimating yourself; (5) Taking a genuine interest in other people.

The "amateur" in business, Brigham contends, doesn't know the rules—and what's worse, doesn't *know* he doesn't know. The "pro," on the other hand, knows and plays by the rules: he accepts responsibility for his actions, has a code of conduct, has learned to distinguish between "urgent" and "unimportant," and keeps his time balanced well, says Brigham.

Leadership, he continues is a sum total of many things: personal example, vocational competence, effective human relations, guidance in personal problems and motivation.

Henry A. Spies, vice president of Alexander & Alexander, Inc., New York City, gave his views on "A Modern Program of Insurance Protection."

Your risk exposure must be carefully chartered and evaluated, Spies cautions. You must decide what must be insured to guarantee your firm's protection and what risks you can afford to self-assume.

Popular "package deals," while often sufficient, may include some overlapping, Spies

said. Insuring material value of small importance and overlooking the much larger dollar value exposure produced by claims from the public for bodily injury or property damage is not uncommon, he revealed.

Equipment Check

To be on the safe side, he continued, equipment should be checked daily; sky worker buckets and booms should be insulated against contact with live wires. Eye protection is extremely important; hard hats should be standard equipment. Chipper troughs should be extended out far enough to prevent workers from reaching the drum area; a solenoid brake on the drum will minimize free-wheeling action following power turn-off, he says.

Don't overlook possible injury to the public from falling debris, overspray or crop and livestock contamination, he warns. Helicopters and other aircraft should have adequate liability-property insurance, he added.

As more sophisticated chemicals come into use, additional care in application is required, he said. While many unjustified claims are presented by the public, legitimate damages do occur which can be minimized by proper planning and the use of good equipment by trained and well-informed employees.

Dr. W. D. Thomas, Forestry Specialists, Chevron Chemical Company, Richmond, Calif., then spoke on "New Chemicals in Arboriculture."

Chemical solutions to arboricultural problems commonly used today are those that arborists have worked out for themselves, Thomas reveals. Although the agricultural chemical industry is beginning to awaken to the needs of arborists, until the industry realizes that arboriculture is a big business, treemen will have to continue dabbling with "home-made" mixtures, he said.

New formulations of old chemicals and new chemicals—such as Dibrom and Difolatan—are coming to the fore to fill arborists' as-yet-unsatisfied needs, he said.

Through a mutual liaison between the arborist, the state or federal specialist and the agrichem specialist, new chemicals in arboriculture are on the horizon, Thomas concluded.

Don't Underestimate Bee Stings, Warns Brandt

Bee stings can prove fatal to hypersensitive golfers, cautions James W. Brandt, president of the Golf Course Superintendents Association of America and superintendent of the Danville (Ill.) Country Club.

Although most insect stings cause no more than slight discomfort, in rare cases of hypersensitivity one bee sting can cause death, says Brandt. Many bee-sting fatalities could have been prevented, he laments, if the victims had known of their susceptibility prior to the sting.

Brandt suggests seeing a doctor soon to determine whether you are overly sensitive to insect venom. By starting proper medication now your resistance can be built up by the time golf season begins, according to Brandt. The American Medical Association reports that such therapy has proved effective for about 95 percent of those treated for stings.

Based on other information from the AMA, Brandt calls attention to the following tips that may help avoid attracting insects and prevent stings:

- Insects sting only in self defense when threatened or disturbed, especially if their nests are endangered. They are apt to attack something that stirs the air and excites them.

- Bees seem to be attracted to and/or angered by dark colors.

Light pastel shades don't seem to annoy them.

- Insect repellents may help in avoiding insects.

- As insects are attracted to floral scents, avoid using aftershave, colognes or other cosmetic preparations before teeing off.

- If a bee, wasp or yellow jacket flies close to or lands on you, try to stay still or move slowly. Chances are, if you attempt to brush it away the motion will frighten the insect, and it will attack.

Study Shows No Pesticide Residue Buildup to Date

Analyses of soil samples from all parts of the country have failed to show any buildup of pesticide residues, according to Dr. Paul F. Sand of the U. S. De-

partment of Agriculture's Agricultural Research Service.

Speaking at the Weed Society of America meeting recently held in Las Vegas, Sand explained that an expanded soil monitoring program was initiated last year to get information on residues in both cropland and non-cropland soils. About 15,000 sites were sampled throughout the United States, Sand revealed. A pesticide history is kept for each site and soil samples are analyzed at the Gulfport, Miss., lab. The work is continuing.

"Once the initial pesticide soil status report is compiled for each area, we can go back periodically and retest to see if residues are building up or decreasing," Sand said.

It will be a long-term project, he concluded, as it will take several years to develop an accurate picture of what is happening to pesticide residues in our soils.



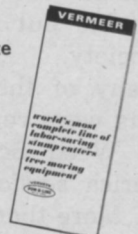
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