

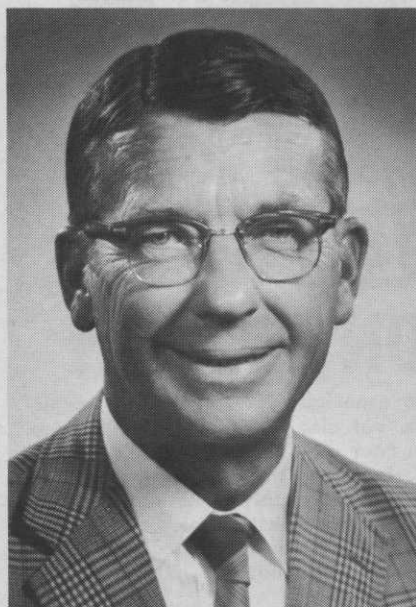


John Brailsford turned a "swamp farm" into a profitable nursery business featuring big trees.

Have Shady Grove—Will Travel

By BILL GENTRY
Orlando, Fla.

SHADY GROVE Plantation and Nursery, Orangeburg, S.C., is making a solid reputation for being able to supply, haul and plant large



John Brailsford

trees of 2½- to six-inch caliber in most of the southeastern states.

For example, in planting the home offices of Blue Cross-Blue Shield, Columbia, S.C., owner John Brailsford reports he furnished 32 truckloads of trees.

The firm grows red maples, sycamores, cherry laurels, magnolias, tulip poplars, several varieties of hollies, willow oaks, chestnut oaks, and white oaks as well as large screening shrubs on some 100 acres of flat farmland near Orangeburg. This acreage is presently being expanded to 250. The nursery has a unique system of drainage tiles and dams that control the water table and has turned a previous disadvantage of flat farm land into a strong asset.

Brailsford says that for many years he accepted the fact that he had a low, wet farm. Soil conservation engineers, however, told him the area wasn't low — just flat.

Armed with this information, Brailsford organized a community drainage project. With the help of the Soil Conservation Service and the agricultural stabilization and conservation people, a main canal

was dug, which increased the fall from the area by five feet.

In the flat lands around Orangeburg, that's a lot of fall!

The canal made it possible to install an extensive system for water table control. Several miles of drainage tile have been laid in such a way that it can also serve as a subsurface irrigation system.

Control dams are being installed in all open lateral ditches so the water table can be raised to promote top growth and discourage deep rooting.

During the winter months, workers simply remove drop boards from the dams and the tile system provides rapid drainage.

This reduces down time from wet conditions to a minimum, allows a longer selling period, and full utilization of labor.

Digging the large trees is mostly a mechanized affair. Recently the firm dug 23 trees of 4-4½-inch caliber in a day with a Davis 300 trencher.

The firm digs year round. During the growing season, a tree is dug and held in a staging and mist area for seven days to harden up. This area is partially shaded. When ready to be shipped, the top is cov-



Big Vermeer tree spade cuts a clean package.

ered with a black shade material to prevent windburn. All trees are balled and burlapped and bound with #9 soft twine.

Prior to shipping in the summer, the tree is sprayed with an anti-desiccant to prevent moisture loss.

The chief work horse around Shady Grove Plantation and Nursery is a large truck with a 16-foot bed called "Big John" — and you

can tell who the truck was named after.

Big John is equipped with a boom that will handle up to six-inch caliber trees. It also has a panel built over the cab to hold tree tops and keep them from bending.

A sign on the truck reads, "We're equipped to put you in the shade with big trees."

Big John is one of the firm's best

salesmen. The contractor-customers appreciate the truck because it takes the labor out of planting large trees.

Holes are usually dug before delivery and the crane on the truck places the tree in the hole. The contractor needs very little labor and no additional handling equipment on the job.

Another form of advertising the big trees is color photos on display at the nursery and taken to meetings, trade shows and conventions.

A large four-leaf "photo album" is mounted on a stand and each leaf holds more than 20 pictures, both front and back.

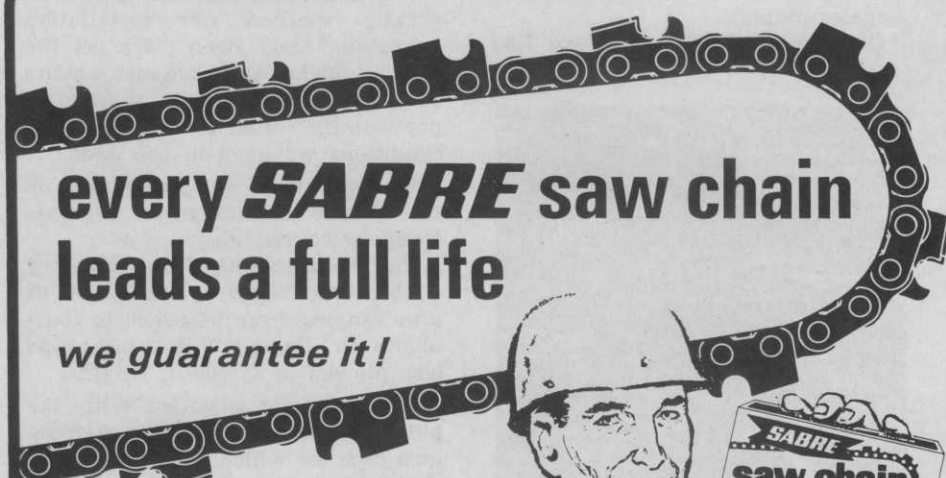
These pictures show the firm's trees at the South Carolina Coliseum, on the campus at Columbia College and at many business locations.

All of the trees shown in the photos are labeled and some of the pictures include shots of Big John in action and shots of the drainage tile being installed.

Brailsford recently took the photo stand to the trade show at the Associated Landscape Contractors of America convention in Orlando, Fla.

A loose leaf notebook with 24, 8x10 black and white photos is also used in describing and showing customers what certain trees look like.


Years ago John Brailsford saw the trend toward large trees and plants and began to specialize in finished materials. It must have been a good decision. The only thing bigger than the trees Brailsford sells is his South Carolina smile.



every **SABRE** saw chain leads a full life


we guarantee it!

A complete range of saw chains; pitches from 1/4" to 3/4"; special chains for pulpwood cutting, timber, mini-saws and other applications.



SABRE is the professional-quality replacement saw chain for all chain saws. It is precision-engineered and ruggedly-built for long life under the toughest cutting conditions. SABRE chain is so well-made that it is covered by the only no-time-limit guarantee in the industry. Check its low price, too!

SABRE ACCESSORIES



SABRE the saw chain people

SABRE SAW CHAIN INC.
P.O. Box 341, 840 Seneca Street,
Lewiston, N.Y. 14092.

In Canada: Sabre Saw Chain (1983) Ltd., Burlington, Ontario