

Capel Manor College

Where the city meets the countryside...

ARBORICULTURE and COUNTRYSIDE NEWSLETTER • ISSUE No. 32 • APRIL 2010
BULLSMOOR LANE, ENFIELD, MIDDLESEX EN1 4RQ • www.capel.ac.uk • J25/M25 • 08456 122 122



Capel Manor's 8th annual **CELEBRATION of TREES and the COUNTRYSIDE**

Sponsored by Husqvarna

Friday 23rd and Saturday 24th April 2010, 10am–5pm

Exhibitor Show
Special Offers
Inside!

Show Programme

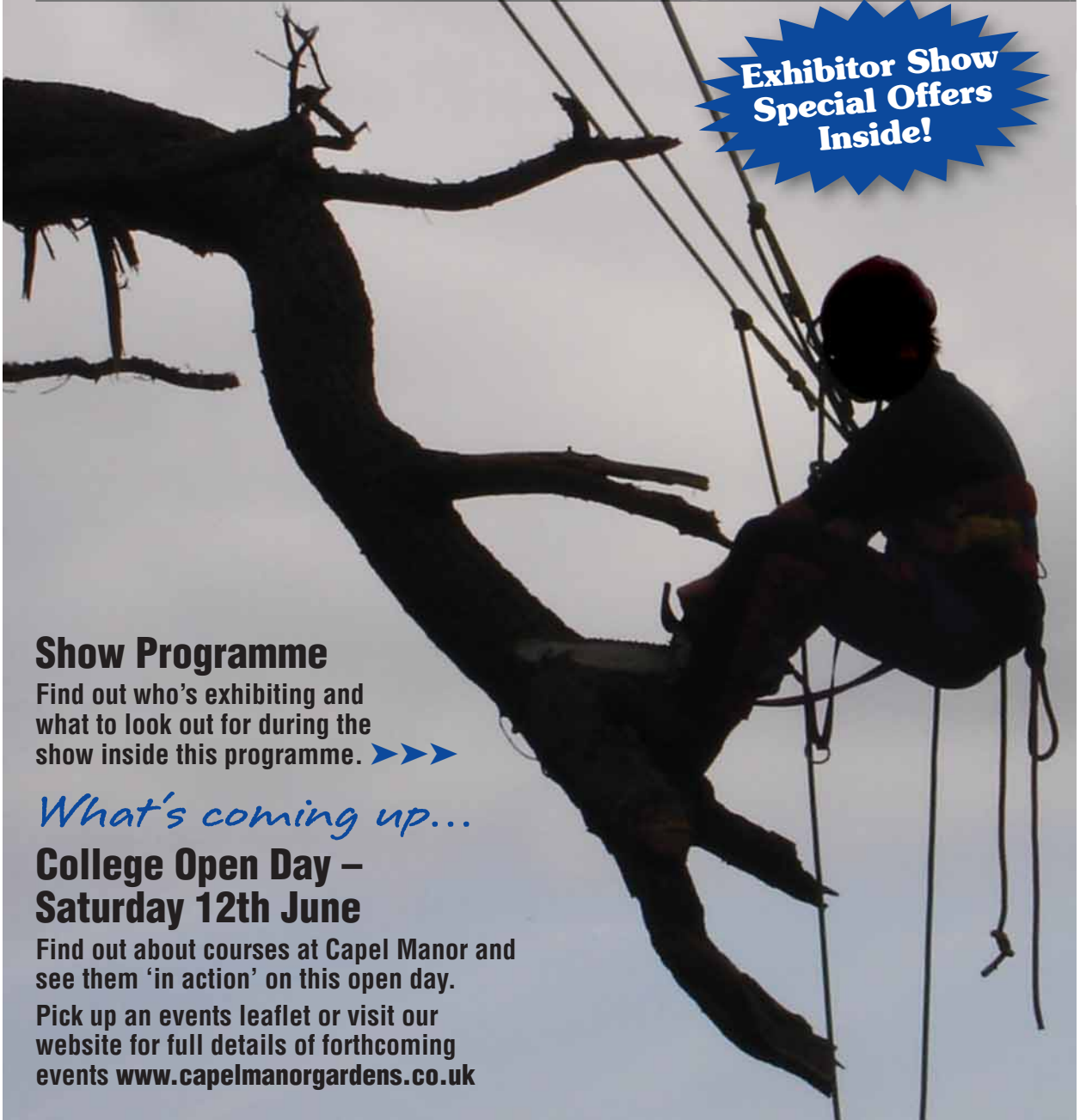
Find out who's exhibiting and what to look out for during the show inside this programme. >>>

What's coming up...

College Open Day – Saturday 12th June

Find out about courses at Capel Manor and see them 'in action' on this open day.

Pick up an events leaflet or visit our website for full details of forthcoming events www.capelmanorgardens.co.uk





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CERTIFIED SHORT COURSES

Capel Manor College offers a vast range of certified short courses for those entering or already working in the Arboriculture/Countryside and Horticulture industries.

Certified short courses are an excellent opportunity to gain the skills required to succeed and progress in the industry.

They run periodically each month ranging from one day to a maximum of 5 days.

Our tutors are fully trained and qualified to LANTRA and NPTC standards.



Book your short courses during the Celebration of Trees and benefit from a special discount. We are at the Business Development stand in the main arena.

COURSE	DATES	COURSE FEE	NPTC ASSESSMENT FEE
LANTRA ITA Chainsaw maintenance, cross-cutting and basic felling (up to 200mm)	4th–7th May	500	
Cs30: Maintain the chainsaw and cross-cut and stack produce maximum guide bar length of 380mm (15")	31st May–1st June	293	141
	28th–29th June	293	125
Cs30/31: Combined course as above description	26th April–30th April	544	266
Cs38: Basic tree climbing and perform aerial rescue	24th–28th May	603	141
	7th–11th June	603	141
	5th–9th July	603	141
Cs39: Operate a chainsaw from a rope and harness maximum guide bar length 380mm	31st–1st April	440	125
	17th–18th June	440	125
	15th–16th July	440	125
Cs40: Carry out pruning operations maximum recommended guide bar length 380mm	14th–15th June	560	220
Cs41: Carry out dismantling operations	21st–25th June	594	220
LOLER: Level 3: Certificate of competence in the through examination of Arboricultural equipment	19th–21st July	375	135
Level 2: Certificate of competence in brushwood and chipper operation	16th June	280	115
Level 2: Certificate of competence in brushcutting (strimmer) operations	30th June	230	115
Foundation Module (PA1) & Hand Held Sprayers (PA6A)	26th–28th May	328	217
	1st–3rd June	328	217
	16th–18th June	328	217
	7th–9th July	328	217
Vehicles: Tractor Driving advanced level	12th–13th May	425	115
AM0W02: Certificate of competence in the safe use of Mowers	19th–20th May	425	115



NOT FOUND WHAT YOU NEED?

We can offer more specialised training when there is sufficient demand-ASK AT OUR STAND ABOUT OTHER COURSES AVAILABLE.

We can also offer tailor made courses to suit the training needs of your company. (Subject to sufficient candidates).

For more information on short courses visit www.capel.ac.uk/shortcourses or contact the short courses co-ordinator on **08456 122 122 ext 245** or email shortcourses@capel.ac.uk.

How would you pay the bills if you had an accident and couldn't work?

This is an important question, but one that is rarely considered. Most people insure everything in life – their home, pets and car. If someone breaks into your house then no doubt your TV would be covered; but what would be worse, somebody stealing your prized plasma TV, or you fracturing your spine and not being able to work for 12 months?

Tree surgeons are used to paying for insurance. Normally they have Public Liability insurance and often cover their tools and vehicles, but the question is, what is the most important thing in your business? Answer: You and your staff! So why aren't you, or they, insured?

State benefits are extremely limited and the rules surrounding whether or not you can claim are tightening all the time. The important thing is that most people can insure themselves against accidents, but few consider this option. This type of insurance gets a bad press, mainly because people buy poor quality products often connected to a mortgage, or respond to mail shots. The way to avoid this is to go to a specialist company that

knows the market. The policies people can take out generally fall into five main categories:

Compensation Schemes

Often costing less than £10 per month, these sometimes offer huge, headline-grabbing amounts of compensation. I have one in my hand now. It will pay up to £150,000 if you are disabled as the result of an aircraft accident (an extremely unlikely event!). Normally these pay out a set amount for various injuries. This may well be several thousand pounds for the 'loss of the use of a leg'. On closer inspection, if the insured was to break a leg and be off for 6 months they would get nothing as the loss of the use of a leg is not permanent. Unfortunately, they are marketed under names like

'Accident Protection', which gives the impression you are buying all-round cover, when you are not. There are some better versions around but be careful and take expert advice.

Hospitalisation Schemes

These pay out if you have to stay in hospital overnight. In theory they are a good idea, but again if you break a leg and don't stay in hospital then you may well get nothing. The problem here is that there are countless injuries that could stop you from working for months, but will not require a stay in a hospital.

Mortgage Payment Protection Policies

These are often sold when you take out a mortgage. Although they offer basic protection they have a few bad points. Firstly, they are virtually always over-priced, especially if they have been bought from a bank or building society. They normally

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have a waiting period of at least 30 days and only pay out for 12 to 24 months. It is likely that you can obtain substantially better cover for less money elsewhere.

Accident protection policies

These come in a variety of guises and are sometimes attached to a public liability policy. Although often giving only basic cover, they are certainly better than nothing. There are also a few companies that market these direct to the public. Their main drawback is they generally only pay out a small amount of money, for a limited time.

Income Protection Policies

These are by far the best form of cover to have and generally speaking they have a number of advantages over other types of policy. Firstly, they have much shorter waiting periods, which can be as little as one day. They also cover all accidents, not just those that happen at work and all illnesses. Finally, they can pay compensation to the insured person until the age of 65 – considerably longer than other types of policy.

A variety of institutions market these products, but they are usually only available through brokers. As

you can see these policies offer substantially better benefits. Now you are all probably thinking “OK, but how much will that set me back?”. Well the good news is that this type of insurance is often cheaper than other options.

Recently I replaced an accident and illness policy for a client. His existing contract was with a well-known bank. Not only were the new premiums 14% cheaper, the cover would pay out 22 times longer and the waiting period was just 7 days compared with 30 days on the old policy. This is typical of the sort of situation we come across every day.

Now if you are looking for accident insurance there are a few golden rules to follow:

- Be careful about buying insurance from banks, building societies or mail shots.
- If it only costs £10 per month then there is normally a reason for it.
- The most important point is to go to a specialist company that knows the market. You will probably get better quality insurance for less money.

Simon Wilson

Income Protect

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CELEBRATION of TREES

Sponsored by Husqvarna

Friday 23rd April

All day	Course and career information available from the Capel Caravan in the Show Field.
All day	Discuss Employer Responsive Training including Short Courses, Apprenticeships, Train to Gain or Bespoke Training schemes with the Business Development Team in the Show Field.
All day	Capel Manor College students competing in the Work and Speed Climb events.
All day	Will's Chainsaw Carving.
All day	Archery in the arena.
All day	Refreshments and Bar.
9am-5pm	Lantra Chipper Training & Assessment Course run by Complete Tree Care.
9am-5pm	Tree Preservation Orders: Effective Application run by CAS in the Manor House.
10am-1pm	Schools visit starting in the Manor House.
11am, 1.30pm and 3.30pm	Axing demonstrations and chainsaw performance by the Gwynedd Axemen, sponsored by Husqvarna.
12noon	Tree Spade demonstration by Civic Trees.
1pm	Technical update of the current felling techniques. NPTC Verifier/Assessor. Demonstration by Capel Apprentices.
2pm	Technical update on current climbing and aerial rescue techniques. NPTC Verifier/Assess. Demonstration by Capel Apprentices at the Speed Climb Tree.
3.30pm-5pm	Employer's Forum: 'Training for Success' in the Manor House.
6pm	CAS AGM in the Manor House.



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- new marlow WASP 13mm rope
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S and the COUNTRYSIDE



Saturday 24th April

All day	Course and career information available from the Capel Caravan in the Show Field.
All day	Discuss Employer Responsive Training including Short Courses, Apprenticeships, Train to Gain or Bespoke Training schemes with the Business Development Team in the Show Field.
All day	Capel Manor College students competing in the Work and Speed Climb events.
All day	Will's Chainsaw Carving.
All day	Archery in the arena.
All day	Refreshments and Bar.
All day	Animal Corner.
9am-5pm	Appointed Persons First Aid, run by Complete Tree Care in the Manor House.
9am-5pm	Certified Arborist Exam, run by the ISA.
9am-5pm	An introduction to Report Writing run by CAS in the Manor House.
11am-3pm	Falconry display on the lawn in front of the Manor House.
11am, 1.30pm and 3.30pm	Axing demonstrations and chainsaw performance by the Gwynedd Axemen, sponsored by Husqvarna.
11am-1pm	Kids Climb.
11.30am-12noon	Exotic Room Open.
12noon	Tree Spade demonstration by Civic Trees.
2pm-4pm	Kids Climb.
2.30pm-3pm	Exotic Room Open.

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CUTTING EDGE UK Ltd

In August 2009, Cutting Edge Saws was a barely formed company consisting of three 23-year-old friends on a make-or-break mission, importing White Horse pruning saws into the UK. Three months on, Cutting Edge UK Ltd has the support of some of the top names within the arb world. Their products are being distributed by some of the most respected suppliers in the business.



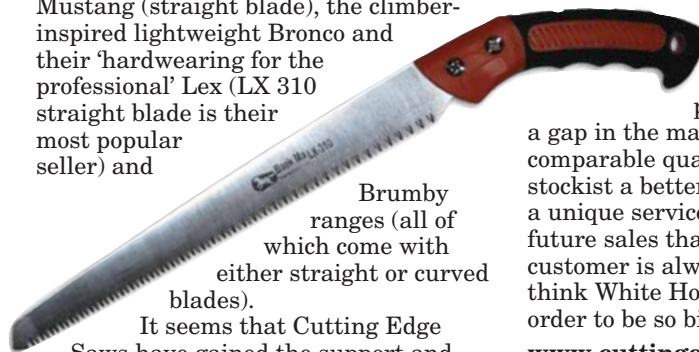
A fledgling business looking to keep costs down, Cutting Edge UK Ltd harnessed a cost-effective method of launching their new business and products by attending the F R Jones and Son arborist show asking visitors for professional feedback on the eighteen samples that White Horse provided. Chris said "One visitor to the stand, an arborist with twenty-five years' experience, asked if our products were imitating Silky's. I said 'No', and asked for feedback. He examined the locking mechanism on a multipurpose Mustang TH-300 'straight blade' pruning saw and got the 'click' action right away. Looking directly at me, he bent the blade 360 degrees from handle to tip one way and then back the other. Both times, the blade sprang back straight and true. Surprised it had not snapped, he asked me why he had not heard of these products before and asked me to bag him up a Brumby BM 360 straight blade, the Mustang and Bronco T250, all featuring an impulse hardened blade and contoured handle."

Professional users complimented the contoured fit of the Lex Universal Grip, one customer remarking that because the handle is further away from the

blade, there is less risk of his finger being sliced if a branch jerks or tugs unexpectedly.

Generally Chris and Anthony discovered that customers valued performance and quality over price which (for their White Horse range) is typically 10% – 20% lower than other pruning saws.

Specifically, Cutting Edge has streamlined their range to nine products, taking care to complement (rather than replicate) blade lengths already available on the market. Their range now includes the compact Noble 180mm (folding saw), the multipurpose (landscaping and gardening enthusiasts) Mustang (straight blade), the climber-inspired lightweight Bronco and their 'hardwearing for the professional' Lex (LX 310 straight blade is their most popular seller) and



Brumby ranges (all of which come with either straight or curved blades).

It seems that Cutting Edge Saws have gained the support and

trust of the arb industry. Chris says, "We want to be the best at what we offer, giving our customers a service that goes that extra mile." One such customer, Andrew Bennett of Stumpcrunchers, was the first person to buy a Cutting Edge pruning saw from their stand at the show. Andrew says, "The first blade on my Brumby 360 failed.

I went to FR Jones for a replacement blade. As soon as Chris found out, he rang me and said that the first saw must have been faulty and that he would replace the whole saw. He did not need to do this. I find the blade to be finer and the teeth sharper than other brands on the market. It cuts through a four-inch branch beautifully."

Cutting Edge also offers a personal service to their stockists that only a smaller company could provide. "We offer tailored marketing to suit a stockist's needs. For some, merchandise tailored with their logo and the Cutting Edge brand may be their option of choice.

For others that do not have the time, I create the marketing strategy, physically (or remotely) working alongside a member of staff, tailoring a database, creating the promotion, and handing over a list of clear corporate leads. This way we make sure we are keeping customers 100% satisfied and ensuring, that for our stockists, we are doing the same."

Cutting Edge Saws has four distributors in place; FR Jones and Son (South London), Lister Wilder (throughout the South), CP Garden Machinery (Sussex) and AMP Services (East Sussex). One buyer did not even need to see the product. Having met Chris once and heard about their

services, the buyer said, "I have faith in you," and promptly ordered ten units of each pruning saw. "There was

a gap in the market for a product with comparable qualities that gives a stockist a better rate per unit, as well as a unique service to actually help drive future sales that ensures the end customer is always satisfied. I do not think White Horse expected our first order to be so big!"

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COUNTRYSIDE WALES TRIP MAY 2009 A LADS 5 DAY EXTRAVAGANZA!

The North Wales adventure, despite the bad weather, was stimulating and energising. We covered a diverse range of practical habitat management and used the colleges' new equipment from a recent Molenet bid.

On the first day we visited the Centre for Alternative Technology at Machynlleth offering the latest contemporary information and guidance on a plethora of sustainable energy sources, important in terms of reducing Carbon budgets and enlightening people into alternative ways of acting and thinking about energy use and consumption.

Day two we visited the "Ugley House" at Ty Hill to do some volunteer work for the Snowdonia Conservation Society. Here the group helped to improve the woodland path in the stunning conservation Garden. This was a



physically demanding day with material for the path having to be brought by hand from the car park several hundred meters away. The ground was tricky and uneven – with the original path being heavily eroded. Some of the group also helped to coppice some Hazel which was used to weave a fence to hide water tanks on the site.

Day three we joined another group of volunteers to clear large areas of the alien invader. The best way to dispose of the rhododendron was to burn it so we had huge fires burning all day. It should be noted though that the plant seeds can remain active in the soil for up to 35 years!

The site at Bryn Dinas allowed us to use the Molenet Bat detectors. There was also a healthy Owl population. The other Molenet equipment was also used for testing water quality at all the sites visited. With these kits we can test for dissolved oxygen, nitrates, phosphates, Iron, Magnesium, pH and so on.

On our last day we looked at some coastal sites unique to the area and looked at upland habitats in general. We ended the trip in Porthmadog with a well deserved pint (over 18's) and a fish and chip supper.

Andy Copsey

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