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Yes, times are tough. We received three “going out of business” letters in response to dues renewal notices in one week … small companies that just couldn’t make it during these times.

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Yes, I do know what you’re experiencing, and you have our empathy in what you are going through. What I do feel very strongly about is that running our businesses the right way is the high ground we should always take when times are good and when times are bad.

Again, you’re thinking, “It’s irritating when times are good and our competitors do this stuff, but it can be downright threatening when times are bad.”

You’re right. Two things to remember. One – you have to be able to sleep at night and look your family in the eye about HOW you are earning the roof over their heads. Two - this industry has to start taking responsibility for best business practices, setting the standards, and sticking to them. When we have done that, then and only then, do we have the right to hold our heads up and say we are in fact the professional industry that we desire to be called. NAA is going to be working with the industry to attempt to do just that. We’re going to need your help – each and every company.

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Cover photo by Jay Brausch.

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GREAT KNOT CONTROL • 6,500 LB TENSILE

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Avoiding Storm Hazards

By Jacqueline Gately

Broken and hanging limbs are a hazard to pedestrians and arborists alike. Photos courtesy Shawnee Mission Tree Service.

Chunks of ice-shrapnel pummel Ron Keith, the owner of Shawnee Mission Tree Service in Kansas, who is careful not to look up at the falling ice, though he wears a hard hat and protective eyewear. “You never know where it’s going to hit,” he says. “It could be 10 feet away or right on top of you.” A surprise ice storm followed by a snap of warm weather unexpectedly took Kansas City under siege.

Keith acknowledges that winter storms are one of the pitfalls of any outdoor work. But the bottom line is that it can be downright dangerous for tree care professionals. “The trees are under such stress that the job you’re working on changes every minute,” he warns. Snapping, brittle branches and equipment problems are among the hazards an arborist faces in winter storms. The difference between a successful job and a safety incident begins with a heightened awareness of the dangers.

Dress for safety

Dressing for the weather, as basic as it sounds, is the first line of defense against injury from falling ice to frostbite. A hard hat and protective eyewear are required when performing tree work, and safety-conscious businesses take that standard a step further in bad weather. In winter storms, “put it on the minute you step out of the truck,” Keith advises. “And bring an extra hard hat for your customer.”

Outerwear is also critical. A too-warm coat can cause your body to overheat while working, even in the coldest weather. The extra bulk also limits movement, slowing reaction time and setting up a hazardous situation around equipment.

“Bulky clothes can get caught in the chipper or on branches going in, pulling you off insecure footing,” says Jonathan Hale, district manager for Davey Tree Experts in Scarsdale, N.Y. Heavier clothes don’t tear as easily as summer wear does, setting up an increased potential for disaster.

The best bet is to dress in layers, which allows for the addition or removal of layers to adjust for comfort and safety. Layers work well for gloves, too, notes Hale. He recommends a thin leather glove inside a heavier cotton glove which protects hands while providing the necessary dexterity.

On solid ground

While tree care owners and managers tend to focus on the
arborist-specific dangers of storm work, they shouldn't minimize the perils that everyone faces from ice and snow. Ben Tresselt, III, owner of Arborist Enterprises, Inc. in Lancaster, Penn., reminds his crew to use caution on the road. He enrolls his crew in defensive driving courses offered by his insurance company, but too often, it's not his drivers that worry him. "You're in a big truck and you can't stop quickly," worries Tresselt. "Other drivers may not realize or even care about that."

Those are also things you just can't anticipate, notes Keith, like the hunks of ice as heavy as tree limbs that cracked windshields in Kansas City. "It can be very dangerous driving."

Once on the job, stabilizing equipment is critical to a safe environment. "Be careful to set the trucks on dry ground," advises Hale. He suggests cutting the wheel to the curb, and shoveling around and under tires to clear the ground of snow. If the tires don't grip the pavement or ground, the truck may slide.

Setting up equipment safely in soggy conditions presents a different problem, adds Erwin Castellanos, Sr. of Champions Tree Services, in Houston, Texas. He and his three crews have been in South Carolina and Louisiana in the wake of Hurricane Lily since early October. His cranes and heavy equipment tend to sink in the soil when it's so wet, something his crew experienced first-hand. "Finally the winds and rains subsided and we were trying to lift a tree out of a house," recalls Castellanos. "The crane almost tipped over from the condition of the soil." He says extreme storm conditions make it difficult to plan, throwing off calculations.

Fancy footwork

When ice or snow is underfoot, simply surveying a site can be a risky task. A cautious step in boots that offer some grip and sanding where possible can provide limited stability.

Working on trucks, buckets and rooftops is just as slippery. Hale recommends being tied in and keeping a grip at all times, especially when mounting and dismounting a bucket. "Keep a good tight hand-grip at all times because your feet will go out from under you," stresses Hale, who recalls a fall that left him badly bruised.
Along this entryway, a slippery surface on the ground presents hazards before arborists ascend to repair storm damage.

Minimize icy trucks and buckets by keeping as much equipment inside as possible, and cleaning-off the remaining equipment before leaving the shop. Give rooftops a few more hours of sunshine to warm any ice, but continue to be cautious on its wet surface.

Opt for dry ropes and use extra caution around ropes that are wet or have frozen. "Ropes freeze and they don’t hold their knots," cautions Hale. He suggests pulling extra rope through the knot to allow for slippage, and making sure snaps are clean and free of ice. Have extra ropes in the truck and put wet ropes out to dry overnight before "abandoning ship" at day’s end.

Slippery surfaces are even more of a threat in trees. "Let snow melt off the trees before climbing them — unless it’s an emergency," recommends John Richards, president and owner of Tree Care Enterprises, Inc., in Rockford, Ill. Even then, he says, the trunk and limbs will be wet and slippery, so be sure to be tied in at all times.

Richards suggests using extra caution even on basic jobs during storms and cold weather. "The stress and cold temperatures make even a routine takedown risky. If you’re in a white pine whose branches are holding snow, don’t trust all your weight on any branch," he warns.

"There is not a single safe job out there in a storm" says Keith. "The trees are under stress and one cut can change that job in a hurry. Respect that job and realize that it is far more dangerous than any summer job." There comes a point when supervisors must
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- **95 GMC TOPKICK**: 3116 CAT, 215 hp, 6 spd, 33,000 lb GVW, 55 ft ALTEC LRIII BUCKET.
- **94 FORD F800**: 3116 CAT, 6 spd, 33,000 lb GVW, 28 ton NATIONAL 111111 CRANE.
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- **98 FORD FT9000**: 3116 CAT, 6 spd, 33,000 lb GVW, 28 ton NATIONAL 111111 CRANE.
- **98 VOLVO WG64**: 3306 CAT, 300hp, 8 spd +10, 58,000 lb GVW, with 21 ton NATIONAL 111111 CRANE.
- **97 FORD LT8000**: 8.3L Cummins, 275 hp, 8 spd +10, 58,000 lb GVW, 28 ton NATIONAL 111111 CRANE.
- **95 FORD LNT8000**: 8.3L Cummins, 275 hp, 8 spd +10, 54,400 lb GVW, 21 ton NATIONAL 111111 CRANE.
weigh the danger against the emergency nature of the situation. Certain jobs will just have to wait, reminds Keith.

The human element

Sometimes the most hazardous conditions are not the storm raging outside, but its effect on the crew. The reality of working in and after a storm, says Hale, is that "your feet are frozen, your hands are frozen, you're frustrated and impatient. That's when you may start to rush things." That's precisely when the risk of mistakes and injuries is at its highest. Even the best staff, when tired and cold, can make elementary mistakes.

Instead, says Hale, encourage the crew to take a few minutes away from the job to get physically comfortable, which can help rejuvenate tired workers. It's smart to get into the warm truck, take off socks and shoes to dry them, and get circulation going rather than try to tough it out. "I'm not saying you have to pamper yourself," says Hale. "But taking ten minutes to dry out renews your strength and concentration."

When a storm is anticipated and crews might be plowing through the night, some planning is in order. Arrange it so those working through the night are not the same crew that will be on emergency calls during the day. Do your best to stagger crews to keep them alert.

If conditions will be particularly dangerous, choose your best team and your best equipment to get the job done safely, suggests Castellanos. He tries to prepare each crew mentally for the conditions they will be facing if they are headed on the road. "Let them know about being without water and electricity and living out of an ice chest," he says, "and remind them to really look out for each other."

Financial risks

It's easy to rack up billable hours during storms, with emergency rates and lots of overtime. But don't underestimate the higher costs that are usually associated with all those invoices. Consider the financial risks carefully, warns Keith, who is in his fifth year of storm-chasing. "The money is good, but if you're not looking at the big picture," says Keith, "it's a mistake."

He notes that a single accident can increase premiums or jeopardize your insurance entirely, not to mention putting your best men on the bench. "In a second, all that money and more is gone," explains Keith.

Tresselt starts each day off in the office with safety in mind. "Everybody

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comes in and assesses the weather. If we feel the jobs and conditions are unsafe, we’ll try to switch them around. If it’s windy, that’s hazardous for climbers.” He reschedules jobs on days that won’t get above 20 degrees, since it risks frostbite.

Once the crew is out, though, it becomes difficult to call off a job for safety reasons. When the office is inundated with phone calls and all crews are on the road, it’s easy to lose supervision of being on that job. It’s all the more important for the crew to be your eyes and ears. Keith reminds his crew, “You need to tell us when enough is enough, or you need backup.”

“Most guys will want to stay out,” says Tresselt, who stresses the importance of sustaining a clear message to employees: safety comes first and the crew has full authority to call off a job. If they don’t think they can establish a safe working environment, recommends Tresselt, trust their judgement and give them the option to come in.

“Our job is inherently dangerous and people want to finish a job. But when you become inefficient, it becomes a safety risk. Call it a day,” recommends Tresselt. “There is always tomorrow.”

Jacqueline Gately is a freelance writer. She can be reached by e-mail at jgately@magwriter.org

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Job Corps Students Help Oklahoma Recover

On Jan. 31, 2002, Enid, Okla., experienced a disaster like none the city had ever seen. A tremendous ice storm damaged more than 95 percent of the city’s trees. Like many other southern cities, Enid had no emergency plan or budget for coping with such a disaster.

Jim Mitchell, owner of Professional Tree Care, LLC in Enid, and an ACRT instructor, called on ACRT’s Job Corps facility in Royal, Ark. A group of advanced urban forestry students from the center, under the direction of instructor Eric Gansauer, arrived in Enid April 7 to begin two weeks of pruning and tree rehabilitation. Shortly afterward, they were joined by students from Job Corps centers in Pine Knot, Ken., and Golconda, Ill.

Lodging was provided by the community, and the students volunteered their services to work 10-12 hour days. They used their own climbing gear and tools, except for two days during which they had the use of a bucket truck, provided by Mitchell.

Working in Enid was a valuable lesson for the students, according to Gansauer. He notes that Job Corps facilities are in forest settings, so the students were used to working on tall trees with relatively compact spreads. The city trees in Enid are much bigger, and those they worked on were in several different areas of the city - downtown near the convention center, in the historic Kenwood

Scenes like this greeted Job Corps students when they arrived in Enid.

Students show how well they are trained as they prune and repair the storm-damaged trees.
 neighborhood and in the Enid cemetery. The work experience also gave students practice in cosmetic pruning. They came in after the initial cleanup, and shaped the trees to regrow as close to their natural form as possible. The city’s goal was to save as many trees as possible.

A happy Becky Cummings, who lives in Kenwood and is on the Main Street Enid design board, notes that many of the trees are 75 years and older. “Without the students, the work wouldn’t have been done,” she says. “We would still be looking at dead limbs and would not have had the new growth that we enjoyed this spring.”

While this was the first time his Job Corps students have worked after a storm to restore damaged trees, Gansauer says they regularly work on city trees in Hot Springs, Ark., which is the closest city to the Ouachita facility. Their work provides the city with professional tree care as a public service, and it provides the students with the experience of working in large trees in an urban setting.

ACRT Chairman & CEO Richard Abbott suggests that when other cities experience unexpected and unbudgeted storm damage, they should also consider calling on Job Corps students to help with tree restoration. ACRT conducts urban forestry programs at five centers in Vermont, Kentucky, Illinois, Oregon and Arkansas.

The Job Corps provides students, who are between the ages of 18 and 24, with room and board, healthcare and basic education leading to a GED, if the student is not a high school graduate. Job Corps is for “at risk youth” from families of little means and who have limited job prospects. Graduates take entry-level positions with municipal forestry departments and commercial arborists who benefit from trained workers from day one.

Municipal arborists who want to make contingent emergency plans that include Job Corps students can contact Lynn Kindsvatter, ACRT vice president of training, at 800.847.3541, ext. 211 or lynnk@acrtinc.com. She can also provide information on opportunities for hiring Job Corps graduates, and for recommending youth for Job Corps urban forestry training.
By William J. Lynott

Have you ever thought about why you choose to do business with some companies and not others?

You may not have thought much about it, but I suspect that you'd have no trouble coming up with your own answers to that question. If you're like most of the people interviewed for this article, your reasons would include such obvious things as advertising that caught your eye, an image that suggests quality and reasonable price, convenient location, stocking the brands or types of items you prefer, friendly employees, and so on.

However, when it comes to services such as tree care and landscaping, the survey revealed another important reason people choose one provider over another—a subtle, less frequently discussed reason: When we need a personal service performed, we tend to seek out people we TRUST. After all, if a homeowner has a huge tree hanging precariously a few inches from his roof, he has to put a great deal of trust in the people who come to his rescue.

And what may appear to be routine tree care to a professional will seem like more than that to the person whose property may be enhanced or compromised by the people who arrive at his home with chain saws and ladders.

Because of the intangible and unpredictable nature of services, the element of trust tends to play a bigger role in our selection of providers than it might in other types of transactions. So, how can tree and landscape professionals go about building an image of trustworthiness in both themselves and in their businesses?

As a first step, you may want to remind yourself that the elements required to build trust between a buyer and seller are precisely the same as those that are necessary for building trust between any two individuals. Unless you've mastered the basics of developing trust in personal relationships, you'll have a difficult time gaining trust in the professional services that you provide. Consider the characteristics that are present in the people YOU trust.

Likableness. At best, this may sound like a vague term. Still, psychologists agree that likableness is a critical characteristic in developing trust. Over the centuries, human nature has evolved in a way that makes it almost impossible for us to trust someone we don't like.

So, it stands to reason, if you want people to trust you and your business, you must learn to help people to like you.

Among the more important ways to do that is by developing the habit of making good eye contact when you're talking with another person. Do you know anyone who avoids...
looking you in the eye during conversations? If you do, I'll bet that you don't trust that person.

**Believability.** In some ways, the terms believability and trust are synonymous. If you have difficulty believing a person, you aren't likely to trust him. Believability, like trust itself, must be earned, and there's only one way to do that.

In any service business, believability translates into one simple dictum: Never promise something you can't deliver. Once you make a promise, it is essential that you keep that promise.

Of course, you say. A promise is a promise.

The trouble is that too many service providers don't seem to realize that such simple statements as, "I'll call you back on Tuesday," or "We'll be there Friday morning," are promises. Any time you fail to deliver on these or any other promises, your believability and your business suffers serious damage.

**Willingness to listen.** Let's be honest about this. Very few of us are good listeners by nature. Most people want to do much more talking than listening. Although we may not be conscious of the reason, most of us feel comfortable in the company of that rare person who is a good listener.

Have you ever found yourself thinking more about what you want to say next than what the person who is speaking to you is saying? If you have that tendency, you are almost certainly not a good listener.

Learning to listen well is not easy. It takes a great deal of self-discipline but, from a business standpoint, it's well worth the effort. We tend to trust people who are willing to take the time to listen to what we have to say. And we tend to trust people who seem to make a genuine effort to understand what we are saying.

**Sincere interest.** In the course of our daily activities, it's easy to fall into a pattern of superficial contacts with friends, family and customers. If you listen carefully, you'll be able to hear actual examples, like this exchange that I once overheard between a business owner and an employee passing in a hallway:

Employee: "Good morning, Mr. Smith. Looks like we're going to have a nice day."

Boss: "Fine, thank you. And how are you?"

One of the most effective ways to develop and demonstrate sincere interest in your employees is to take the time to find out something about each one, and then follow through from time to time with questions that show you care.

Allow customers time to fully express their thoughts about the job they want you to do. Even if you plan to offer alternative solutions, show respect to the customer by listening to her thoughts about what she feels needs to be done.

**Enthusiasm.** I don't know about you, but I'm not comfortable with people who never seem to display any sort of emotion. A flat, guarded personality is difficult to read . . . and difficult to trust. Since you're never quite sure of that person's reaction to what you say, and do, it becomes almost impossible to build up a trusting relationship.

On the other hand, people who aren't afraid to display genuine enthusiasm over things that excite them generate an open image of the type that suggests honesty and interest.

One of the easiest ways to demonstrate enthusiasm is to smile. Smiling is easy to do and it's a proven way to smooth the path to trust in any relationship.

**Follow-up.** On both a business and personal level, few characteristics are as capable of building a level of trust as effectively as a reputation for following up. If you say you'll get information for someone, get it. No matter what, get it. If you say you'll look into a problem, do it. Any successful business executive can tell you that a reputation for poor follow-up will be a serious, perhaps deadly, impediment in a business career.

And every one of your employees must be made to understand the critical importance of following up on promises. A broken promise is an almost certain path to customer alienation.

You get the idea. Thousands of additional words could be written on the subject of building trust, but most of the basic elements are contained in these few paragraphs.

It's no secret: building a reputation for trustworthiness is a tough job. But it's a critical element in professional success.

While it can be very tough to win trust, it is surprisingly easy to lose. Every time you stray from the basic principles outlined here, you chip away at the trust others have in you and in your business.

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TREE CARE INDUSTRY - JANUARY 2003
Electronic mail has outpaced paper mail (snail mail) ever since 1996. From the inception of networked computing, e-mail has been the most used service on networks, large and small. Today’s e-mail technology is used in a wide range of communications technologies from news groups to mailing lists.

In today’s business world an undeniable trend is emerging. More and more organizations are relying on electronic communications for customer interactions and information delivery. The past three years has seen companies from software manufacturers to HMO’s moving from telephone-based to Internet-based customer service. More and more professional and trade associations are delivering membership publications exclusively via the Internet. E-mail is becoming as much a required business tool as the telephone was in the later half of the last century.

Having an e-mail address allows existing and potential customers direct access to your company any time from anywhere in the world. Much like an answering machine, a customer can communicate with a business during times when the office is closed.

As generation X enters the world of work, family, and home ownership, more and more potential customers have grown up not knowing a time when electronic mail was not a normal part of life. This clientele as a group often expect to be able to communicate with vendors at the client’s convenience giving the firm with e-mail access a definite advantage over those without.

Though recently e-mail marketing has (in many cases deservedly) received a bad reputation, there are some very effective and unobtrusive e-mail marketing strategies. Look for more on these strategies in future editions of this column, the NAA E-Newsletter and on the Members Only portion of the NAA Web site (www.natlarb.com).

Getting an e-mail address is a simple process. Many people all ready have one or more. In general e-mail addresses fit into one of two categories: pay for service and free.

When someone signs up with a pay Internet service provider, such as AT&T World Net, AOL, Earth Link, or any one of a myriad of others, some number of e-mail addresses (usually between 1 and 5) are included with the account. Sometimes more can be added for an additional fee. These pay-for-service accounts provide perfectly usable e-mail functionality. There are times, however, when a separate account is desirable. This is especially true if the Internet service account is set up for personal or home use. That is where free e-mail accounts come in.

A free e-mail account is just that; an e-mail address that does not require a fee. (In some cases there is a one-time set up fee and there is often an offer to add storage space or functionality for a nominal cost). Granted, there is no such thing as a free lunch, and these free accounts usually come with Internet advertising that may or may not be user controllable.

There are distinct advantages to using one of these free accounts. Most free e-mail providers use Web based e-mail, which is e-mail composed, sent and read over the World Wide Web. This allows users to access their e-mail form anywhere they can get Internet access. Free Web-based e-mail can often be used to read mail from other e-mail accounts. Many free e-mail accounts also come with other useful tools, such as calendars, full address books and electronic notepads. Certain providers also offer the ability to set up e-mail domains (this is usually fee based) allowing a user to easily set up an e-mail address like myname@mybusinessname.com.

To use most free e-mail accounts a person does not even have to have a personal or business Internet connection. Even owning a computer is optional. As mentioned above, many free e-mail accounts are web based and...
therefore accessible from public Internet access stations at public libraries, cyber cafes, airports or anywhere else World Wide Web access is available. (For an index of cyber cafes, please see the NAA Web site at www.natlarb.com, follow the publications links to “As seen in TCI.”)

The number of organizations offering free e-mail accounts is too large to be easily cataloged. As with any other aspect of the Internet, this list changes constantly. Listed below are some of the more popular free e-mail providers, along with the relevant information on the type of accounts available at the time this column was written.

Hot Mail

Hot Mail bills itself as the world’s largest provider of free, Web-based e-mail. Free accounts are limited to 2 megabytes for messages and any attachments. When storage space is exceeded, Hot Mail reserves the right to remove messages (including attachments) which cannot then be recovered. Accounts are available in English, Spanish, French, German and several other languages. Because Hotmail is owned by Microsoft, it is not surprising that Hot Mail account will easily integrate with the latest version of Outlook, Microsoft’s e-mail management package. Hotmail users also have access to two other Web enhancements, Microsoft’s instant messaging program, MSN Messenger, and the.net passport which allows clients to log in one time and have access to all of their Internet programs associated with the passport.

Attachments received on a Hotmail account are scanned for potential viruses. If a virus is found, the user is warned and given the option not to download the file. The attachment is not cleaned and users electing to open such files must rely on their own virus protection programs.

E-mailAccount.com

E-mailaccount.com offers a private account with a memorable domain name (e-mailaccount.com) and an easy-to-use Web based interface. Storage space is limited to 6 megabytes and each message has a size limit. The Web based interface allows use from anywhere a user has access to the World Wide Web.

For a nominal fee ($29.95 per year at the time of this writing), users can upgrade to 100 megabytes of storage with the limits on message size increased to 20 megabytes. The upgrade also adds the capability of checking e-mail from other accounts and is compatible with most popular e-mail reading clients.

Yahoo Mail

E-mail services offered by Yahoo allow up to 4 megabytes of storage space for messages and attachments. All e-mail received may be filtered through a proprietary service called Spamguard, which is designed to filter out unwanted commercial mail. Messages and their attachments are scanned for known viruses at the user’s option.

Yahoo also uses a Web-based interface allowing users to check their Yahoo mail form anywhere World Wide Web access is available. External e-mail (mail on e-mail accounts outside of Yahoo) may also be checked through the Yahoo interface.

For Web links to the above sites, please see the NAA web site (www.natlarb.com) and follow publications link to “As seen in TCI.”

Having e-mail access can be a great asset to any company large or small. E-mail allows fast anytime communication with customers and can add new dimensions to a company’s marketing plan. Leveraging free and low cost e-mail services available on the Internet can greatly improve a company’s ROI.

Alex Slosman is senior technical coordinator for the National Arborist Association. He is available for individual consultation with NAA members only.

Please circle 9 on Reader Service Card

Please circle 39 on Reader Service Card
New Director of TREE Fund

Cindy M. Stachowski has been appointed executive director of the TREE Fund. Stachowski, most recently chief operating officer of the National Tree Trust in Washington, D.C., brings to the TREE Fund over 18 years of experience in nonprofit management and arboriculture. "The TREE Fund’s accomplishments are extraordinary, and I look forward to working with the many dedicated professionals and volunteers to continue the success and build on these accomplishments," she said.

Stachowski’s background has an emphasis in business management, fundraising, natural resource management, and arboriculture. She holds a B.S. in natural resource management from Syracuse University. She has been a consultant to numerous nonprofit organizations nationwide in organizational management and fundraising, founded two nonprofits, and served on several national boards.

“Cindy’s background in nonprofit management and arboriculture is a true asset that will allow us to expand our funding for projects and programs that advance the knowledge of arboriculture and have a positive impact on the arboriculture profession”, said Al West, president of the TREE Fund.

Stachowski joins Development Director John Geissal, and Administrative Assistant Leroy Candler.

The TREE Fund’s mission is to identify and fund projects and programs that advance knowledge in the field of arboriculture and urban forestry to benefit people, trees and the environment. The Fund has awarded over 2 million dollars for research and education to improve the quality of urban tree care. In February 2002, the International Society of Arboriculture Research Trust (ISART) and the National Arborist Foundation (NAF) merged to create the Tree Research & Education Endowment (TREE) Fund. The International Society of Arboriculture Research Trust was established in 1976 to fund critical arboriculture research. The National Arborist Foundation was established in 1985 and was dedicated to professional development and promulgation of best management practices within the commercial arborist profession.

Ustian to Lead Navistar

Navistar International Corporation, the nation’s largest producer of trucks and mid-range diesel engines, announced that the company’s president and chief operating officer, Daniel C. Ustian, has been elected chief executive officer. Ustian will succeed John R. Horne, who will continue to serve as chairman of the board. “I have worked with Dan for many years, and he is absolutely the right person to lead us into the future,” Horne said. “His track record, including his role in the growth of our engine business and the development of stronger relationships with Ford Motor Company and other key customers and partners, convinces me that he will make the most of the company’s many opportunities.”

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New CS 2186 Turbo from Jonsered

Jonsered has introduced the new CS 2186 Turbo, a top-of-the-line professional saw for high production cutting. Engine displacement is 84.7cc/5.2 c.i. The new model develops 6.3 hp/4.6 kW at 9,600 rpm, and has a powerhead weight of 15.6 pounds. Compared to older Jonsered models in this range, the CS 2186 has a more streamlined, narrow body profile and offers a higher power to weight ratio (.65 kW/kg). Jonsered products are sold through authorized dealers, who provide parts, accessories and service. For more information and the dealer nearest you, call (toll-free) 1-877-693-7729.

All-Terrain Tree Trimmer

Jarraff Industries recently introduced a new high-performance cab for the its All-Terrain Tree Trimmer. The new cab is completely enclosed, providing protection from the elements and added safety. Full panel, tinted Lexan windows prevent distortion and provide a clear view of operations. The new cab also comes with heating and air conditioning options. The machine's turntable base offers a 360-degree range of motion and a 40-degree lateral tilt. Available in both wheeled and rubber track configurations, it is completely self-contained and requires minimal set up time. A hydraulically powered, non-conductive fiberglass boom provides cutting height up to 75 feet. The boom is shock resistant and has a 90-degree range of motion. For more information, contact Jarraff Industries, 1730 Gault St., St. Peter, MN 56082. Phone: (507) 934-8688, or 1-800-767-7112; Fax: (507) 934-8690; Web: www.jarraff.com.

A Compact Aerial Lift From TIME

TIME Manufacturing Company recently introduced the new VO-40-MHI, a compact, articulated aerial lift with 45 feet of working height. A relatively inexpensive and fuel efficient 17,500 GVWR chassis allows for lower acquisition and operating costs. Side-by-side booms enable fiberglass basket to store on the floor of body, improving entry while reducing risk of injury associated with basket access. Automatic platform leveling is achieved through a completely enclosed parallelogram system, and a hydraulic cylinder rotates the platform through 90-degree travel with the rotation control located at the platform. The lower boom can articulate 110 degrees from horizontal to 20 degrees past vertical. Articulation on the upper boom ranges a total of 240 degrees relative to the lower boom. Turret rotation is continuous and unrestricted in either direction. The unit is also equipped with a material handling jib and winch that has a 1,100-pound capacity. The pole for this unit hydraulically telescopes and articulates 120 degrees. For more information, contact TIME Manufacturing Co., P0 Box 20368, Waco, TX 76702-0368. Phone: (254) 399-2100; Fax: (254) 399-2650; Web: www.versalift.com.

TG 1000 Tub From Vermeer

Vermeer Manufacturing Company introduces a new generation of tub grinders. Designed for large volume wood and yard waste processing, the improved TG800 and the new TG 1000 now feature the patent-pending duplex drum rotor system. The duplex drum features 10 hammers that cut 20 radial paths across the drum for full face coverage. A powerful electronic fuel-injected, twin turbocharged and after cooled Caterpillar 3412E delivers 800 hp (TG800) or 1,000 hp (TG 1,000) into a 2:1 gear reduction transmission. This high efficiency, microprocessor-controlled transmission enables both tubs to deliver maximum torque with minimum hammermill wear. Improved hydrostatically driven tub controls increase performance and allow operators finite control of the output during operation. For more information, contact Vermeer Manufacturing Company, PO Box 200, Pella, Iowa 50219-0200. Phone: (641) 628-3141; Fax: (641) 621-7734; Web: www.vermeermfg.com.
FCI–Racine Hydraulic Tools

FCI–Racine Hydraulic Tools has improved its hydraulic hand and pole chain saws, offering longer usage and field life. Design enhancements for the saws feature a high-quality steel sleeved dual spool, which allows the user to switch easily between open center and closed center truck systems. The upgraded steel sleeve replaces the old aluminum style, ensuring extended product life. Both tools also offer an operator-friendly selector switch, and have been updated with the latest seal technology. Additionally, as a direct result of field feedback from customers, a larger, lightweight assist handle was added to the handsaw, providing users with improved balance, comfort and control. FCI–RACING chain saws have gerotor type motors, dual action spools and come in a variety of bar lengths. Hydraulic saws run at approximately half the rpm’s of gasoline powered saws, virtually eliminating kickback, while still providing torque and cutting efficiency. For additional information contact FCI Customer Service at (877) 255-0935 or on the Web at www.racinetools.com.

Send Cutting Edge News to:
TCI Magazine, 3 Perimeter Road, Unit 1, Manchester NH 03103
Or e-mail: Ziminsky@natlarb.com

**Monterey Lawn & Garden Products**

Water sprouts (suckers) are always a problem for arborists. Sucker Stopper Concentrate from Monterey Lawn & Garden Products, which includes a growth regulator, will keep them down for three months or longer. Many trees, such as redwood, pear, olive, crabapple, quaking aspen, and Russian olive are prolific sprout producers. Save yourself a lot of labor and time by slowing sucker growth. The formula is available in concentrate (just add water and spray) or in a ready-to-use formulation for small users. For more information, contact Monterey Lawn and Garden Products, PO Box 35000, Fresno, CA 93745. Phone: (559) 499-2100; Fax: 559-499-2113 or visit www.montereylawngarden.com.

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Events & Seminars

Don’t miss these upcoming events

**January 10-11, 2003**
2003 Plant Biology Workshop
Plant Health Care, Inc. Education Center
Frogmore, SC
Contact: Selina Marx at (888) 290-2640 or phcmcx@direcway.com

**January 7-8, 2003**
Mid-America Ag Show
Dayton Convention Center
Dayton, OH
Contact: (740) 452-4541, phcmcx@direcway.com

**January 11-14, 2003**
ISA New York Chapter Annual Conference
Holiday Inn, Liverpool/Syracuse, NY
Contact: Jeff Rubtchinsky, 1-800-237-1517, jeff@certifiedtravel.org
www.nyca.org

**January 11-14, 2003**
Second Annual NYSA/NYSNLA Conference and Trade Show
Holiday Inn Syracuse, Liverpool, NY
Contact: NYSA Office, (518) 783-1800

**January 14-16, 2003**
3rd Virginia Turf and Landscape Conference and Trade Show
Richmond Marriott
Richmond, VA
Contact: Susan Floyd, (540) 942-8873, fax: (540) 231-9738, chalters@vt.edu

**January 14-16, 2003**
Second Annual NYSA/NYSNLA Conference and Trade Show
EMPIRE STATE TREE, NURSERY AND LANDSCAPE CONFERENCE AND TRADE SHOW
HOLIDAY INN SYRACUSE, LIVERPOOL, NY
Contact: NYSA Office, (518) 783-1800

**January 14-16, 2003**
Eastern Pennsylvania Turf School and Trade Show
Valley Forge Convention Center
King of Prussia, PA
Contact: (608) 252-1591, mail@midam.org

**January 14-16, 2003**
Three Annual NYSA/NYSNLA Conference and Trade Show
Empire State Tree, Nursery and Landscape Conference and Trade Show
Holiday Inn Syracuse, Liverpool, NY
Contact: NYSA Office, (518) 783-1800

**January 14-16, 2003**
38th Annual Shade Tree Symposium
Retail Trade and Equipment Show
Penn-De Forest Chapter, ISA
Lancaster Host Resort
Lancaster, PA
Contact: Elizabeth Wertz, (215) 795-0411 or PO Box 293, Bedminster, PA 18910

**February 4-5, 2003**
University of Tennessee Grounds Management Short Course
Knoxville Convention Center
Knoxville, TN
Contact: David Vandergriff, (665) 992-8038

**February 4-9, 2003**
Winter Management Conference 2003
National Arborist Association
Westin Rio Mar Beach
Rio Grande, Puerto Rico
Contact: Carol Crossland, 1-800-733-2622, ext. 106, crossland@natlarb.com

**February 5-7, 2003**
Midwestern Chapter ISA Annual Conference
Springfield, MO
Contact: Jim Rocka, (636) 386-9733, email: jr4str@juno.com or www.csi.springfield.mo.us/mwisal

**February 6-8, 2003**
New England Grows
Hynes Convention Center
900 Boylston St.
Boston, MA
Contact: (508) 653-3009; fax: (508) 653-4112; www.negrowa.org; NEGrows@aol.com

**February 8, 2003**
Annual Tree Conference
Long Island Arboricultural Association
Hofstra University
Hempstead, NY
Contact: LIAA office, (516) 454-6550

**February 9-11, 2003**
Ohio Chapter ISA Tree Care Conference and Trade Show
Columbus Marriott North
Columbus, OH
Contact: Ohio Chapter ISA, 216-381-1740

**February 12, 2003**
Stockbridge School Job Fair
Campus Center
University of Massachusetts Amherst, MA
Contact: (413) 545-2222, www.umass.edu/stockbridge

**February 13-16, 2003**
Woody Plants for Midwest Landscapes: A New Perspective
School of Chicago Botanic Garden
Glencoe, IL
Contact: Beth Pinargote, 847-835-8278, or bpinargote@chicagobotanic.org

**February 17-18, 2003**
Michigan Chapter ISA Annual Meeting
Michigan Forestry and Park Association
Annual Winter Conference
Lansing Holiday Inn
Lansing, MI
Contact: (517) 482-5530, fax: (517) 482-5536, e-mail ashby.ann@acd.net or visit http://forestry.msu.edu/mfpa/index.htm

**February 17-19, 2003**
Ontario Chapter ISA 54th Annual Conference
Colonel Hotel
Toronto, Ontario, Canada
Contact: 1-888-463-2316, www.isaontario.com, info@isaontario.com

**Feb. 20-21, 2003**
Dr. Alex Shigo
Tree Autopsy & Dissection Lab
Portsmouth, NH
Contact: 1-800-841-2498

**Feb. 21-22, 2003**
2003 Plant Biology Workshop
Plant Health Care, Inc. Education Center
Frogmore, SC
Contact: Selina Marx at (888) 290-2640 or phcmcx@direcway.com

**February 24-27, 2003**
ArborMaster Training, Inc.
Tallahassee, Florida
Climbing Skills & Precision Felling
Contact: 860-429-5028, info@arbormaster.com

**February 25-28, 2003**
2003 Arboricultural Consulting Academy
Holiday Inn Capitol Plaza
Sacramento, CA
Contact: 301-947-0483, or www.asca-consultants.org
Western Pennsylvania Turf Conference and Trade Show
Pittsburgh ExpoMart/Radisson Hotel
Monroeville, PA
Contact: (814) 355-8010, fax: (814) 355-7240
or ptcinfo@paturf.org

2003 Consulting Academy
Holiday Inn Capitol Plaza,
Sacramento, CA
Contact: ASCA, (301)947-0483 or
www.asca-consultants.org

Turfgrass Producers International
Midwinter Conference and EXPO
Hyatt Regency Hotel,
Birmingham, England
Contact: www.TurfGrassSod.org or
TP1, 1855-A Hicks Road,
Rolling Meadows, IL 60008

March 3-5, 2003
The Work Truck Show
Georgia World Congress Center
Atlanta, GA
Contact: 1-800-441-6832

March 4-7, 2003
ArborMaster Training, Inc.
College Station, Texas
Level I and II Rigging (pre-requisites required)
Contact: 860-429-5028. Info@ArborMaster.com

March 5-6, 2003
Michigan Green Industry Association
Annual Trade Show & Convention
Novi Expo Center
Contact: (248) 646-4992. or
www.landscape.org.

March 7-8, 2003
Missouri Community Forestry Council
10th Annual Conference
Kansas City, MO
Contact: Justine Gartner, (573) 751.4115, Ext. 3116. gartnj@mail.conservation.state.mo.us

March 11-13, 2003
NADF 10th Annual Trees & Utilities National Conference
Arbor Day Farm,
Lied Conference Center,
Nebraska City, NE
Contact: NADF, (402) 474.5655. conferences@arborday.org

March 14-15, 2003
2003 Plant Biology Workshop
Plant Health Care, Inc. Education Center
Frogmore, SC
Contact: Selina Marx at (868) 290-2640 or
phcmarc@direcway.com

March 22-25, 2003
ISA Southern Chapter
61st Annual Conference & Trade Show
Grove Park Inn
Ashville, NC
Contact: (336) 789-4747

March 25, 2003
New Hampshire Arborists Association
Annual Spring Meeting
The Sugar Shack,
Barrington, NH
Contact: Mary K. Reynolds, President, NH Arborists Association, (603) 271-2214, Ext. 307

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Arbor Gold
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Please circle 13 on Reader Service Card
Update on OSHA Recordkeeping

The Occupational Safety and Health Administration (OSHA) is delaying the effective date of two important recordkeeping provisions of the Occupational Injury and Illness Recording and Reporting Requirements rule, published Jan. 19, 2001.

The first delayed provision defines “musculoskeletal disorder (MSD)” and requires employers to check the MSD column on the OSHA Log if an employee experiences a work-related MSD. The second provision requires employers to enter a check in the hearing loss column of the OSHA 300 Log for cases involving occupational hearing loss. OSHA delayed the effective date from Jan. 1 this year until January 1, 2004.

OSHA explained that it was reconsidering the requirement in 29 CFR 1904.12 that employers check the MSD column on the OSHA Log for a case involving a musculoskeletal disorder. This action was taken in light of the Secretary of Labor’s decision one year ago to develop a comprehensive plan to address ergonomic hazards in lieu of further regulation.

OSHA concluded that delaying the effective date was appropriate because the agency felt it would be premature to implement the rule before considering the views of business, labor and the public health community on the problem of ergonomic hazards.

In announcing the ergonomics plan, OSHA found that no single definition of “ergonomic injury” was appropriate for all contexts, noting that, as OSHA develops guidance material for specific industries, the agency may narrow the definition as appropriate to address the specific workplace hazards covered.

OSHA has stressed that the delay in the implementation of the Recordkeeping rule will have no effect on the department’s enforcement of the general duty clause. In other words, the recordkeeping issue does not affect an employer’s obligation to keep the workplace, “...free from recognized hazards that are likely to cause serious physical harm.”

OSHA is informing employers that, instead of checking the column on the 300 Log for musculoskeletal disorders (since this column has been removed from the log), the employer is to check the column for “injury” or “all other illness,” depending on the circumstances of the case.

Hearing loss

OSHA has decided to retain the hearing loss column on the 300 Form, claiming that it will improve the nation’s statistical information on occupational hearing loss, facilitate analysis of hearing loss data at individual workplaces, and improve the agency’s ability to assess this common occupational disorder.

One of the major functions of OSHA’s Recording/Reporting rule is to produce national statistics for occupational injury and illness.

The current data published by the Bureau of Labor Statistics for injuries and illnesses occurring in year 2000 reveal that the category entitled, “Disorders of the ear, mastoid process, hearing” provided estimates of 316 cases, and the subcategory of “deafness, hearing loss” provided estimates of 146 cases. However, the BLS statistics only reflect injuries and illnesses that result in days away from work. Workers commonly suffer hearing loss and never require a day away from work, so the BLS estimates represent only a fraction of the total hearing loss experienced by U.S. workers.

By providing a separate 300 Log column for this disorder, the employer will be obligated to summarize data on hearing loss, which will in turn be captured by the BLS.

Recordkeeping reminder

Simpler, easier-to-follow requirements for tracking workplace injuries and illnesses are now in force for 1.4 million employers covered by OSHA’s new recordkeeping rule. If your firm employs more than 10 full-time workers, then this rule applies.

New recordkeeping forms, training materials, fact sheets and other assistance are available on OSHA’s Web site at www.osha-slc.gov/recordkeeping/index.html to help employers make the transition to the new system. The OSHA Web site also includes frequently asked questions as well as a listing of recordkeeping coordinators and local OSHA offices if employers have further questions or need more information.

Throughout 2002, workplace illnesses and injuries should have been recorded on the new OSHA Form 300. Beginning in 2003, the annual summary, Form 300A, is to be posted from February through April.

Additionally, a supplementary record must be filled out within six working days of the report of a recordable illness/injury. Formerly, the form used for this was the OSHA 101 Form. The new form is OSHA Form 301.

Peter Gerstenberger is vice president of business management, safety and education for the National Arborist Association.
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Is the Next Generation of Lifts From Europe?

By Lenny Polonski

Every once in a while a great new tool comes along that makes you wonder how you got along without it for so long. The last tool that I bought that impressed me so much — and made me wonder what took me so long — was a gasoline-powered power pruner.

Mobile work elevating platforms, also known as spider lifts are moving across the Atlantic. Get used to the name; by the time you finish reading this article you will probably want to add one to your big gun arsenal. For those of us who do private and commercial tree care (and no line clearing), this is going to be the best invention since the truck-mounted aerial bucket first came into use in the 1960s.

Mobile work elevating platforms were invented in the 1970s by a Danish company called Falck-Schmidt. By the mid-1980s, with rising demand for this type of unique equipment in Europe, many manufacturers entered the field. Competition is always good as it spurs innovation.

Spider lifts get their name from their unusually oversized outriggers. Unfold it, set up the machine, and it resembles a spider.

What makes these lifts unique is that they can be operated from the back of a truck like an ordinary lift or, release the load binders, set the outriggers down, and it can load/unload itself from a flatbed truck. You could also simply tow it to your work site on a heavy skidsteer-style trailer, unload it and drive the unit around.

Tree removal with a 100-foot spider lift.

Some makes allow you to unpin the basket, attach a winch and convert it to a telescopic crane (around a 1,100 pound load limit) that you can use to remove branches or load brush into your chipper.

While these units will not take the place of a big crane, they will fill the need on small projects you wind up roping piecemeal.

With a width of 3 to 5 feet, short footprint, and retractable telescopic booms, you can get these units into very tight spots. These lifts are able to set up on slopes of as much as a 40 percent grade. Ever wish you could "shrink your booms" to maneuver in tight spaces around branches, then telescope yourself into a tree?

While you have seen self-propelled aerial work platforms before in construction sites, those lifts are very heavy and are really geared to work on level sites with lots of room. The obstacles we usually work with are far more difficult and challenging to reach, as is set up.

Mobile work elevating platforms come in wheeled or tracked versions. For our industry the tracked version is more suitable. With tracks, this lift is able to climb steep grades — even steps — with ease. The wheeled versions tend to be narrower. A 100 foot unit can fit through a standard-sized office or store entrance.

The market is dominated by companies you probably don't know: Falck-Schmidt, Teupen, Ruthmann, Palazzani, Cela, Italmec, Niftylift, and Oil & Steel. Two Scandinavian companies, Scanlift and Dino Lift, offer self-propelled, all-wheel-drive, all-wheel-steer aerial work units suitable for our industry. They have unique advantages, but lack the outrigger rotation flexibility of true spider lifts.

Editor's Note: Most of the pictures of mobile work elevating platforms in this article were taken in Europe. They do not reflect U.S. standards for tree work aloft.
Principle of operation

Mobile work elevating platforms come in sizes from 36 to 181 foot working height. They all have a caterpillar drive or hydraulic-wheeled superstructure on the bottom, and a shear ball turntable similar to your current bucket truck - but with telescopic booms much like a crane. Some of the more expensive ones have a rotating jib, with a one- or two-man platform. All manufacturers offer a left and right rotating platform. Units are hydraulically driven, use a 220-volt electric generator, work off of batteries, or can be plugged into a 220-330 volt electrical system for indoor use.

You can purchase a fiberglass bucket that is good up to 1,000 volts. While 1,000 volts is nowhere near what is necessary for work near energized lines, 85 percent of our private tree work isn’t near lines anyway. For the other 15 percent that is truly hazardous, bring your insulated truck.

While we are on the subject of safety, I would like to emphasize that electrical hazards training is a must for anyone performing tree work. Seminars like the NAA’s Electrical Hazards Awareness Program (E.H.A.P.) are invaluable. Knowing the dangers – whether your crews work near lines regularly or not – is an inexpensive investment in safety. Insulated units give us a false sense of security, since they are not truly insulated unless there is a bucket liner inside and everything is squeaky clean.

European safety standards

European equipment standards were unified under a single system, called CE mark, a number of years ago. The Germans have a standard called TUV, a system still in use, but the CE mark applies to everyone. These standards are higher than our vague ANSI A92.2 standard. The CE mark system will likely be a standard for us in the future as many American manufacturers already build equipment to comply with the unified European standards.

Platforms are rated for one or two people, with a maximum load of 440 pounds. Generally, the maximum outreach envelope with for a 100-foot unit (with one person) is somewhere between 43 and 59 feet side reach at an impressive 76 feet of height.

The lifts all have an intelligent triple safety system that constantly measures the angle of the boom, outreach and loads.

Loading and unloading these lifts is fast and easy.

Loading logs is made quick and easy with the Log Mauler

It is no longer a back breaking job to split a truckload of firewood. Chuck Smith’s Log Mauler is equipped with a 4” bore cylinder, 2 1/2” rod and has a 33” stroke. The Log Mauler will handle any size diameter log with ease. The operator never has to leave the controls of his machine.

After 30 years in the tree business, we have found Chuck Smith's Log Mauler to be one of the fastest, most efficient land clearing tools on the market today.

The Log Mauler is made here in Ohio, using quality U.S. manufactured steel. With a tough baked on powder coat finish, this machine is built to last!
Sensors on the outriggers measure the weight distribution on the outriggers, and hydraulic sensors measure pressure. If too little pressure is sensed on an outrigger, the management system stops motion in the wrong direction. The operator can retract but can’t get into more trouble. This is a smart safety system that constantly polices nearly everything. Other than doing stupid things—like setting up in soft soil with no outrigger pads, deliberately bypassing safety systems or overloading the basket with large logs—you can’t go wrong.

Some systems are more sophisticated than others, with a greater margin of safety. Some engine is bound to give me flak for not properly describing their more sophisticated safety system in their terms, but you understand the basic idea.

Components

Many manufacturers share the same components. The heart of these machines is a rather large Sauer Danfoss electric hydraulic valve, which is extremely reliable and also incredibly smooth. Electric hydraulic technology is here to stay, with some European manufacturers already using a single ¼-inch to ½-inch fiber optic cable to take the place of that bundle of hydraulic hoses that goes to your bucket.

Engines vary from well-known Kubotas, Hatz and Lombardini (Briggs and Stratton) and Caterpillar for diesel engines to Kohler or Honda for gasoline engines.

Since these types of lifts are rare in the United States, I e-mailed a few tree services in Germany for information. They reported their opinion that the 30 meter unit (around 100 feet) is the best all-around machine. It can reach great heights and has excellent side reach, yet it is compact and can work in very tight areas. The cost difference between a 72 foot working height and a 100 foot working height is not that great, and freight cost is the same, so it makes more sense to spend just a little more and reach more limbs.

This new technology does not come by cheap. If you really want all the bells and the whistles, expect to pay for them. For a German or Danish machine with a 100 foot reach, be prepared to spend around $150,000. The Italian-built machines run around $100,000.

Out of curiosity and interest, I went to the Apex 2002 aerial work platform trade show in Maastricht, Holland in September 2002. To get a second perspective, I took my foreman, Scott Akroyd. The Apex exposition brings most of the world’s aerial equipment manufacturers out to show their new wares. There were many ingenious truck-mounted telescopic lifts on display, including the second largest (280 feet) aerial bucket truck in the world. I saw a few of machines up close, and spoke with the manufacturers about their capabilities.

These new lifts—with their extraordinary reach and ease of access, advanced electronics, pushbutton proportional hydraulic systems, joysticks and remote controls—are going to make our work a lot of fun. This might just be the ticket to attract the next generation of arborists. They are the next best thing to a live video game.

Lenny Polonski is the owner of Polonski Tree Service in Reading, Mass.

Overview of manufacturers

Falck-Schmidt

Since Falck-Schmidt invented these machines, we’ll start with them. Falck-Schmidt builds an extraordinary machine. Their booms are the only ones that are octagonal for additional strength. Falck-Schmidt is the only manufacturer to offer a double articulating jib with a 23 foot reach. Other features include battery power, pushbutton automatic leveling system, and adjustable track system. (You can adjust one track high and one low for safer side hill travel.)

Falck-Schmidt builds machines from 46-foot working height to an incredible 181.50 foot working height. They are currently being sold in the United States under the brand name of Reach Master. You can reach them on the Internet at www.falck-schmidt.com

Pros: High-quality unit, double extendible jib, automatic leveling system, adjustable track, currently sold in the United States.

Cons: Very expensive, lacks 360-degree continuous rotation.

Teupen

Before the trade show in Maastricht, Holland, I took a detour from Amsterdam and drove to the Teupen factory in Gronau, Germany. For some reason that I don’t quite understand, Teupen has an exclusive on the name “Spider lift.” Teupen builds other types of lifts and equipment, somewhat diversifying their line.

We took the factory tour and had a serious demonstration of their 30-meter machine. While I talked to the salesman, my foreman, Scott Akroyd, took a ride with “Fearless Ben,” who does their demonstrations. His first time up in one of these large machines, it turned out to be a scary ride, made worse by the fact that no safety harness was offered. This did not go over well with Scott, since we are so safety minded at my company.

Teupen has taken a different approach from other manufacturers. They build their machine as light as possible. The telescoping booms are all high-strength aluminium. This is great for indoor use, as these machines are less likely to damage floors. However, I question this strategy for our industry. No matter how heavy or light the machine, a tracked vehicle making a 360-degree turn is likely to tear up Mrs. Smith’s lawn anyway. Teupen also builds telescopic truck-mounted aerial work platforms.

Teupen can be reached at: www.info@teupen.de. Ask for Barbara Zeyen.

Pros: This is a top-notch, extremely well-built machine. Ad-

Continued on page 32
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justable tracks are a very nice touch.

Cons: German tree companies complained that due to its light weight it sways too much in the wind. Lacks 360-degree continuous rotation. Question the ruggedness of aluminum for our industry. Expensive.

**Ruthmann**

Ruthmann is the darling of German tree companies. Everyone told me it was the only machine to purchase no matter what the cost. They are very ruggedly built with high tensile steel and have a small jib. Since I did not get a hands-on look on their machines, I can't comment too much on my own. Ruthmann also builds very large truck-mounted aerial work platforms up to 330 feet.

**Pros:**
- Well built and rugged unit. Good components.
- Most expensive of the Italian made machines. Has a 700-degree, confusing, inexplicable, non-continuous rotation.

**Italmec**

Italmec builds spider lifts and very large aerial work platforms used by fire departments. Italmec struck me as an entry-level machine. Their lifts lacked many of the refinements that other manufacturers offered, but nonetheless feature the same safety systems. They did have 360-degree continuous rotation and also offered a neat permanent boom-mounted hydraulic winch, in essence turning their lift into a small crane.

**Pros:**
- Low price, 360-degree continuous rotation, boom-mounted winch.
- Lower quality unit, lots of exposed wiring, lacks the many refinements that even the other Italian units offer.

**Oil & Steel**

Oil & Steel takes a different approach. Rather than offering a straight telescopic boom, it has a parallelogram elevator system on the bottom which elevates the telescopic unit to about 30 feet above ground, which is roughly the top of a telephone pole. This is a great advantage if you want to reach over an obstacle prior to telescoping out. Lacking a 360-degree continuous rotation, however, hurts the unit. Oil & Steel's biggest unit only reaches to 89-foot working height.

**Pros:**
- Parallelogram unit, places your telescopic unit 30 feet
- No 360-degree continuous rotation. Doesn't look very beefy.

**Dino 205RXT**

Dino lift is manufactured by a Finnish company, which also makes lots of Forestry equipment. The Dino lift and Scanlift both use the same type of drive system. Instead of tracks it uses all wheel drive and all-wheel steer. I like the crab feature, a very good system if you don't want to tear up Mrs. Smith's lawn as you make a turn. It is wider than the spider lifts and the wheelbase is longer. However all-wheel steer that might not be as big a problem. With a parallelogram lift on the bottom, it lifts you up high prior to telescoping, giving you the advantage of being able to reach over obstacles.

**Pros:**
- Great drive and steering system. Parallelogram brings you up to 20 feet prior to telescoping out. Can be driven from basket. Innovative leveling system.
- Lacks 360 rotation. Limited reach.

**Scallift**

Similar to its Finnish cousin above, Scanlift is very similar, but it is by far a more basic machine. Its booms telescope only, as opposed to having a parallelogram. It strictly hydraulic controls. It is only good for 60 ft working height, but it may be just the ticket for getting in some tight quarters. Again, this unit can be driven from the basket and it has the same three steering modes. This is a very basic, no frills machine, that one might not be afraid to take into really rough situations.

**Cons:**
- Entry-level pricing. Rugged and basic unit. Strong propulsion and steering system. 360-degree continuous rotation.
- Lacks the refinements of other lifts. Limited reach.

**Niftylift**

Niftylift manufactures a complete range of trailer-mounted aerial lifts from 24-foot platform height to a new unit at 64-foot platform height. They also have two new models "truck mounted" at 24-foot and 34-foot platform height. All units have 500-pound platform capacity. Niftylift is a leading manufacturer of trailer-mounted units, with eight different models in their product range.

**Pros:**
- They have reps covering all 50 states and service and parts support based in Chicago, Ill.
- Limited reach. The largest only reaches a 64-foot platform height, and most models are smaller.
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Robert Phillips, owner of Pacific Slope Tree Co-op., Inc., discusses new ascenders and climbing systems at a Student Career Days SSA workshop.

The latest in safety and training materials are always on display at TCI EXPO.

A new feature at TCI EXPO 2002 was the TreeWorker demo area. Tim Ard, Forest Applications Training, Inc., demonstrates how arborists in the field can easily judge tree height for felling purposes.

Arborists, start your engines! TCI EXPO is underway.

A new feature at TCI EXPO 2002 was the TreeWorker demo area. Tim Ard, Forest Applications Training, Inc., demonstrates how arborists in the field can easily judge tree height for felling purposes.

The Spigt family, Northern Virginia Tree Experts, Inc., were happy winners of an ArborBucks drawing good for $200 on the trade show floor.

The Student Career Days wood climb competition drew a crowd of eager and skilled participants.
Chad Brey from Tree Climbing Team USA talks about rigging supplies available from vendors.

The Excellence in Arboriculture Awards display area drew steady crowds looking for information on the best examples of professional tree care the industry has to offer.

Spring poles are among the most hazardous situations an arborist faces. Here, Tim Ard, Forest Applications Training, Inc., offers in-depth techniques for tree workers on how to cut spring poles safely.

(L-R) Demonstrators Mark Adams, Adams Arbor Care, and Robert Phillips, Pacific Slope Tree Co-op., Inc., show a packed house the latest techniques with lowering devices.

One of the advantages of TCI EXPO is one-on-one contact with manufacturers’ representatives, who can answer questions in detail.

(L-R) The center of every TCI EXPO is the demo tree. Here, demonstrators, Tom Dunlap, Canopy Tree Care, and Robert Phillips, Pacific Slope Tree Co-op., Inc., make full use of the equipment and tree in their demonstration.

(L-R) Demonstrators, Mark Adams, Adams Arbor Care, and Mark Chisholm, Aspen Tree Expert Co., Inc., offer their insights into crane use.

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Oak Wilt: War in the Trenches

By Lana Robinson

Arborists are finding themselves engaged in trench warfare, literally, in the fight against oak wilt. A devastating disease responsible for the deaths of trees in the eastern half of the United States from Minnesota south to Texas, eastward to South Carolina, and north to Pennsylvania, oak wilt invades and disables the vascular system in susceptible trees, causing weakness and death. Dubbed "the new Dutch elm disease," accepted treatment calls for trenching to cut root grafts from infected oaks to adjacent oaks, used in combination with fungicides.

Caused by the fungus Ceratocystis fagacearum, oak wilt is a native disease not found outside the United States. Oak wilt devastates live oaks and members of the red oak family, including Spanish oak, Shumard oak, water oak, blackjack oak, pin oak, and others. On average, oak wilt will move at a rate of 75 to 100 feet per year. In urban areas with numerous living oaks, the disease can move from one house lot to another each year.

According to Robert Rouse, staff arborist for the National Arborist Association (NAA), oak wilt kills red and white oaks differently.

"In red oaks the disease can wilt and even kill the tree in a matter of weeks," explains Rouse. "The leaves die from the tip to the base, and the whole tree dies back from the top to the ground. In white oaks the disease works slowly. An infected white oak can live for years. The disease kills branches one at a time."

Infected live oaks usually die in three months to a year. Approximately 10 percent of the live oak population may survive for many years in various states of decline and never fully recover. In live oaks, a condition called veinal necrosis, characterized by yellow or brown veins on a green leaf, develops. Sometimes, leaves exhibit the reverse, or interveinal chlorosis. In other instances, the tips of leaves may turn brown (tip burn). Out of season color change is a good indicator that a red oak may have oak wilt.

Al Olson is a consulting arborist for Rainbow Treecare in St. Louis Park, Minn., a suburb of Minneapolis. Rainbow Treecare, a full service tree company, was founded in 1986 and shares headquarters with Rainbow Treecare Scientific Advancements, the marketing arm for the chemical company.

Rainbow Treecare has a long track record in the treatment of Dutch elm disease and oak wilt in Minnesota, which is home to four basic types of susceptible trees: white oak, bur oak, red oak, and northern pin oak. Olson relies on Alamo (propiconazole), an effective therapeutic and preventive injectable treatment for oak wilt in the white oak family. He says the natural resistance of white oaks to the pathogen coupled with the fungicidal properties of Alamo appears to be a potent combination to keep oak wilt suppressed.

"In the white oak and bur oak, we will treat a diseased tree even if we see a lot of infection -- even 25 percent -- and save a lot of those trees," Olson explains. "Then we'll treat adjacent bur oaks or white oaks to assure that we're not getting root graft infection. We treat the infected tree therapeutically and the adjacent trees preventively."

Macro-infusion should only be used as a preventative treatment for trees in the red oak family. If a red oak is already showing symptoms of oak wilt, therapeutic treatment will not save the tree. Red oaks that should be treated are those that are not showing symptoms of oak wilt but are within root graft distance to a diseased tree.

"When a red oak gets oak wilt, it's beyond treatment," says Olson. "In those instances, we turn our attention to other red oaks adjacent to the infected tree as a preventative. We recommend removal after treatments or trenching is done. Removal is definitely a part of sanitation with red oaks. They sporulate, so we want to remove that specimen and get rid of its ability to continue spreading infection from that site."

The treatment does not appear to stop the disease from entering the root system of the tree, but it does prevent symptom expression in the canopy.

"We're [treating trees] where there is an immediate threat of root graft infection," Olson relates. "I'm not going onto my client's property and treating every year. We need to treat adjacent trees. Once the threat is passed [after a year without further incidence], it isn't necessary. We keep a close watch on it."
Current research suggests treating trees in two consecutive years may give the best results. If the disease persists in the area and treated trees are still considered at risk, subsequent treatments should be considered.

Minneapolis is encircled by “rings” of suburbs. The inner ring is 50 to 60 years old; the second ring is comprised of homes that are about 30 years old; and the outer ring is where oak wilt occurs most often.

“As soon as you start introducing construction and human activity in a wooded section, with people pruning at the wrong time, you start seeing oak wilt,” Olson suggests.

The aboveground spread of oak wilt from sap-feeding beetles is a critical factor in the establishment of new disease centers. Beetles can carry the deadly fungus to fresh wounds. Wounds can be a trunk scar (from a bulldozer, lawn mower or weedeater), or a torn root. Timing more than technique, however, is essential to avoid outbreaks.

“In the urban landscape, we mostly see overland infections,” cautions Olson. “The oak is being pruned at the wrong time of year. We take the very paranoid route. We don’t like to start pruning until late fall, in real cold weather. We don’t want to risk it. We think it’s almost a six-month season when you shouldn’t prune. We dedicate our winters to pruning oak trees. We like to get the job done before the end of March,” he says.

A lot of people are now opting to plant non-oak species or a different oak variety, such as the swamp white oak, which is less susceptible to oak wilt.

“It’s a pretty popular urban oak tree,” confirms Olson. “I see it along a lot of boulevards, and cities are planting them in parks. We’re not in the tree planting business, but in my opinion the risk of oak wilt is not a good reason not to plant oaks. It’s a good reason not to prune in the wrong time of year,” he emphasizes.

Sterilization of pruning instruments is another wise precaution practiced by most arborists familiar with oak wilt.

“As a rule, if I’m cutting and sampling for a field analysis, I sterilize my own equipment. I may go somewhere in an hour and make another cut with the same pruner. The arborists we have consulting here, and our sales staff, are equipped with bottles of alcohol,” says Olson. “I don’t think sterilizing chain saws is necessary. I’m of the school that the chain saw is a grime piece of equipment. It has bar oil running through it constantly. I doubt active spore material would be able to survive in that environment. Someone using a pole pruner should probably disinfect after removal or sampling of a diseased tree. I’d rather err on the side of being cautious and be wrong than the other way around.”

Sprayable Lysol is an effective and convenient sanitizing agent to prevent the transfer of fungus between trees.

Trenching, performed by a five-foot vibratory plow or a supersonic air tool, stops the spread of fungus spores from tree to tree via the roots. Most experts agree that this step is crucial to containment, because even a dead tree can spread the fungus spores for years through its root system. “The fungus will survive in roots for one to three years—even in a dead tree,” con-

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An example of trenching to prevent oak wilt spread through root grafts. Photo courtesy Ronald F. Billings, Texas Forest Service/www.ipmimages.org.

(sodium methyl dithiocarbamate) to 4 parts water and pour it into 2 inch-diameter holes drilled in a line midway between oaks that are within 50 feet of the infected oak, to a depth of 2 feet.

“The holes, 6 to 8 inches apart, should be plugged with sod to seal in the fumigant,” explains Moorman. “This is best done when the soil temperature is at least 50 degrees.”

Another triazole fungicide, tebuconazole, is the most recent chemical registered for use against oak wilt. Maugel has a micro-injection product containing this fungicide. Don Williams, arborist/owner of Waco-based Big Country Tree Experts and author of two books, The Silent Cry and The Fall of the Mighty Oak, has witnessed the devastating effects of oak wilt in Central Texas — one of the hardest hit regions in the U.S. — for more than a decade. Williams suggests periods of prolonged drought, which are common in Texas, and nutrient deficiencies are a “precursor” to oak wilt. Years of drought, he says, kill the feeder roots and trees start to die, bringing about conditions conducive to oak wilt.

“Treating for oak wilt when the roots are damaged from continuous years of drought, without treating with a good growth stimulant, will cause the oak wilt treatment to be less effective or non-effective. It will be a wasteful expenditure of customer money,” argues Williams. “We always use Tebujet, Maugel’s oak wilt treatment, and a growth stimulant to improve the drought-damaged root system that usually brought on the oak wilt in the first place. Without a growth stimulant, the tree will continue to die from the drought-related root damage.”

Williams spaces injections every 8 inches around the base of the tree, above ground. Each unit is pressurized and emptied at each treated location, regardless of whether it is placed in non-healthy areas of tree, where the sap flow is restricted and slowed. Each unit will empty only at the trunk area installed and the diseased areas of tree will receive the same amount of treatment as the healthy areas. It may take a few hours longer for the units to empty at the diseased areas, which have a slower sap flow. The entire tree will be treated.

Because oak wilt is spread by differing methods, Williams is not a proponent of trenching. “Trenching will never stop or slow down the spread of oak wilt in live oak trees,” he insists.

Williams relates that Maugel had effective oak wilt suppression programs in place as early as 15 years ago. “They used Fungisol (a broad spectrum triazole containing Debacarb) and a Stemix growth stimulant injection. This was highly successful when both treatments were combined together as one treatment. It should be noted that using Fungisol alone was not as successful,” says Williams.

Williams recommends retreat ing trees on an annual basis, explaining that it takes about three years for a tree to recuperate under perfect conditions. “All tree injection applicators will have some trees die
Oak Wilt ..... Fusarium Wilt ..... Elm Wilt 
Verticillium Wilt ..... Mimosa Wilt

Dutch Elm Disease
Anthracnose
Oak Decline
Nectria Canker
Phomopsis Canker
Leptographium Canker
Dothiorella
Vermicularia Dieback
Palm Bud Rot
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Verticicladiella
Pestalotia
Melanconium Dieback
Diplodia Tip Blight
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after treatment. Some trees are just beyond saving at the time of treatment. However, some of the treated trees in the yard will survive. You can also lose some of the otherwise survivable, treated trees, if they aren't watered during hot and dry summers. You cannot just treat and forget to water deeply, as many customers have done,” Williams warns.

Successful follow-up measures include maintaining 65 percent soil moisture, two to three feet below the surface. He insists that yard sprinklers, which only water several inches deep, are not adequate for deep watering recovering trees.

Arborist Jerry Pully, owner of Tree Clinic in Austin, Texas, also has experience with Fungisol, Tebuject and Alamo. “In reality, there’s not any difference in the compounds,” he says. “They all work equally well. When we have failures and cannot seem to suppress oak wilt, I see the same problem with all of them. I don’t see any positive or negative difference. There is a difference, however, in the method of injection and volumes of water,” he notes.

Pully is not opposed to trenching, when needed. “In some cases trenching is appropriate, but often it is not,” he says. People are willing to spend money because these are high value trees, and they want to keep them alive as long as possible.

In the Texas hill country, where hundreds of acres of trees have died over the past decade and the disease continues to strike, the prospect of oak wilt is a scary one. The two trees hit hardest in the Lone Star State are live oaks and Spanish oaks. Since 1988, the number of Texas counties with confirmed cases has tripled to 60.

For a bit of history: When oak wilt was first confirmed in Wisconsin in the early 1940s, oaks were also dying in Texas, but the deaths were not attributed to oak wilt. Because of the mistaken belief that the fungus could not survive Texas’ high summer temperatures, the misdiagnosis led to years of futile treatments. It wasn’t until the 1960s that oak wilt was officially diagnosed in Texas. Today, Austin bears the unfortunate distinction of the most oak wilt-ridden city in the nation.

Don Grossman of Texas Forest Service, working with others, is looking at the protective treatment of oaks just outside of Austin this winter using Alamo and trying two systemic injection methods. The study will compare macro-infusion to a new micro-infusion tool developed by Arborjet, a Boston-area company.

According to Joe Doccola, director of research and development for Arborjet, the new device is a “gas over hydraulic” system in which compressed air is pushed through a port. The first injection trials begin in January, with more to follow in April, he notes.

The oaks in this study are secluded but within proximity to disease centers, and some trees will remain untreated. All the trees in the study area are expected to be challenged by the encroaching disease. Grossman expects to see signs of oak wilt in trees that are under-protected.

During his 10-plus years with the City of Austin, Jay Culver, City of Austin oak wilt coordinator and acting city forester, has seen the number of oak wilt centers in the capital city increase from 70 to 250. Trenching plays a key role in his city’s suppression program and, indeed the en-
tire state’s, where approximately 70 percent of all the oak wilt trenches installed statewide have stopped disease spread.

“We have dug 12 miles of suppression trenches in an attempt to control it,” says Culver.

Trenches (a minimum of three to four feet deep) are placed at least 100 feet from the last symptomatic trees to contain the disease. Existing utility trenches that are less than 10 years old and more than three feet deep are deemed appropriate barriers to disease spread.

Culver notes that in urban settings, cooperative action involving multiple property owners is vital to a suppression program’s success, and is fair because the whole neighborhood benefits. Still, it is a costly endeavor, so the Austin Oak Wilt Suppression Project offers cost-share assistance to neighborhood associations who organize to install recommended suppression trenches.

Culver says all live oak trees within a trenched area should be injected unless they have lost more than 20 percent of their leaves. The City of Austin also requires citizens to do their part in preventing spread.

“Austin has an ordinance that mandates removal of infectious trees. The wood must then be chipped, burned or buried. On live oaks, fungal mats do not form, so immediate removal is not necessary, nor is it mandatory as it is with red oaks,” Culver explains.

In remote areas, infected red oaks can be girdled and treated, or cut and left on the ground to dry out. Fungal spores cannot survive when there is a low moisture content in the wood.

Culver is also a stickler for proper pruning, painting wounds to prevent beetles from spreading the disease, pruning at the right time, and sterilizing cutting tools before moving to another tree. He too, recommends pruning when the insect vector that spreads the fungus is least active.

“You want to prune in the hottest parts of the year – August and September in Texas – or in December and January, when it’s coldest. Be sure to paint all wounds at all times of the year, whether it is from pruning work or a wound from a lawnmower,” he advises.

A treatment program

Culver follows the “Eight Step Program to Oak Wilt Management” developed by Texas A&M University Plant Pathologists Jerral Johnson and David Appel, which establishes the following protocol:

1) Identify the problem – accurate diagnosis;
2) Create a Buffer Zone – create a suppression trench (at least 48 inches deep) 100 feet from asymptomatic tree with rock saw, commercial ditching machine or a backhoe;
3) Sanitation – remove dead or diseased trees in the oak wilt center if they are not going to be treated with fungicide (burn in place if possible);
4) Pruning – avoid pruning between Feb. 15 and June 15, the period for maximum insect and fungal mat activity. When possible prune trees between Dec. 1 and Feb. 1, or between July 1 and Oct. 1;
5) **Protect Pruning Cuts or Wounds** — paint all wounds/cuts greater than ½ inch on trees within three miles of an oak wilt center during critical periods of insect and fungus activity.

6) **Firewood** — firewood cut from tree species that form oak wilt mats can spread the fungus. If questions arise about where the trees were cut for wood or the species of tree cut, it is best to cover the wood pile with clear plastic. Make sure the edges are tucked into the soil to prevent insect spread.

7) **Tree Injection with Systemic Fungicide** — a fungicide is most effective when applied as a preventive treatment. However, it can be applied after the tree develops symptoms. Trees that are symptomatic have a lower chance of complete recovery than those that are free of symptoms. Trees with more than 30 percent canopy loss should not be treated.

8) **Replanting** — it is always best to use a mixed planting of trees to add variety to the landscape and reduce the chance of a recurrence of oak wilt or similar disease problems. Cedar elm, Chinese elm, Chinese pistache, bald cypress and flowering pears are among the recommended trees for Texas that can be planted in most areas where oak wilt is a problem.

## Dollar losses

The economic impacts of oak wilt on forests have been devastating. Reduced property values due to infection and tree loss is also affecting urban and suburban areas experiencing the disease.

“I know of several oak wilt sites where home/property owners have requested anonymity — and for good reason,” relates Dr. David L. Roberts at the Oak Wilt Research Center at Michigan State University. “The presence of oak wilt can dramatically reduce property value because of the cost of containment of the disease or because so many oak trees have been eliminated. A once highly valued and lovely home site is no longer as desirable as it once was.”

Roberts suggests a property/site is really a liability when some of the following estimated costs are considered:

1. **Tree Value Losses**: potentially several thousand dollars per tree;
2. **Tree Removal Costs**: $2,000- $7,000 or more per tree, depending on tree size and location;
3. **Injection**: $300-600 per tree depending on size; and
4. **Trenching**: $5-10 per linear foot for a 3- to 5-foot deep trench. Between two trees only, the cost may be $300 (60 ft. x $5=$300).

Based on these estimates, the cost of a single incidence of oak wilt at a single urban site can easily exceed $5,000 to $10,000.

## Conclusion

“The sad thing about these compounds is that all we can do is suppress the disease,” laments Pulley. “Actually, some people think you’re immunizing, but the treatment only lasts so long and you have to repeat it. It’s variable from site to site and circumstance. As a rule, three years is really stretching it.

“Oak wilt is unquestionably the worst disease that we deal with,” Pulley continues. “This complicated disease is difficult to discuss in a matter-of-fact way. It can be discussed only in the abstract. Almost any statement one can make about the disease has exceptions, sometimes apparent contradictions. Despite the best attempts at treatment, we often lose trees to oak wilt. There are no guarantees, just as in treating some diseases of man. Step one, for me, in helping a client address oak wilt is to initiate a conversation that educates about what is known and perhaps more importantly, what we don’t know about this devastating tree disease.”
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In much of the country, winter is a time when diseases of trees and shrubs are much less of a concern than during the growing season. The environmental conditions throughout much of the northern half of the United States, however, can cause injury - particularly to evergreen species.

Evidence of winter injury usually starts to show up in February. This type of injury is often caused by extreme temperature fluctuations that occur throughout the month. Damage isn’t usually determined by how cold it gets, but rather by how fast it gets cold. If it is 60 degrees during the day, and then it drops down to 20 degrees that same night, the rapid temperature change causes devastation to trees and shrubs.

In years when there is little snow cover, a deeper freeze makes moisture unavailable for uptake by the roots. This situation can be particularly important with evergreen species. On bright, sunny days, photosynthesis and respiration takes place. Moisture lost through transpiration can’t be replaced via uptake by the roots. The result is desiccation. In addition, dry winds will increase winter desiccation, causing a marginal burn and tip dieback on a lot of plants.

In spring, we often see broad-leaved evergreens that have healthy-looking green foliage near the bottom of the plant and dry, brown leaves near the top. (Photo 1) The green lower portions indicate the level of snow cover. Those leaves were protected from desiccating winds while the upper portions were not. This occurs not just on evergreens but on deciduous hosts as well.

With a good snow cover, the roots are insulated. In addition, the snow cover can provide moisture as it melts on warm days during winter thaws.

Deicing salt injury
Another winter threat to plants and trees in northern regions is deicing salt, which is especially common near roadways and walkways. (Photo 2) Those species most susceptible to deicing salt injury include white pine, Canadian hemlock and sugar maple. Reddened needles on white pine and Canadian hemlock are caused by contact with salt-laden road spray. The injury is most evident on the side of the trees facing oncoming traffic. This winter, while you’re driving, take note of the reddened white pines and hemlocks. You will find that the side of the tree facing away from oncoming traffic will still appear green and healthy.

Deicing salt injury can also occur on deciduous hosts. The symptoms usually appear later in the growing season, particularly if drought conditions exist. The salt will concentrate in the root zone as the water table drops, resulting in marginal burn or desiccation. (Photo 3) Many affected trees, especially sugar maples, will also exhibit early fall coloration.

Early frost injuries
The fluctuating temperature in late fall and early winter often causes injury to twigs, tender shoots and young or recently transplanted material. Growth that has not hardened-off can easily be damaged by early fall frosts or sudden drops in temperature. We often see this type of injury when fall rains and mild temperatures follow drought conditions. Many trees and shrubs flush with new growth. The tender growth is often injured by frosts. A similar situation occurs when plants flush as a result of late fertilization.
Late frost injuries

Symptoms of late frost injury often do not appear until late spring or early summer, when there is little moisture coupled with a series of hot days. Late frost injury is common on plants that have a very small caliper or very young seedlings, as well as on very succulent tissues and thin-bark species. The late spring frost often injures the lowest portion of the stem around the soil line. The injured area may girdle the stem or be colonized by canker-causing fungi such as Phomopsis. Late spring frosts can also damage tender new growth such as flower buds. (Photo 4) Late frost injury is often associated with a condition on northern red oak referred to as "oak tatters." The frost-injured tissues of many hosts are more susceptible to infection by pathogens. A good example is the high incidence of bacterial blight on lilacs, (Photo 5) caused by Pseudomonas, after injury by late frosts.

Sanitation

There is quite a bit of controversy over whether or not it is necessary to disinfect your pruning tools between pruning cuts during the dormant season. I like to err on the side of caution and do it anyway. The dormant season is the best time to deal with sanitation. Pruning done after new growth begins should be done when it's dry; pruning when everything is wet is a great way to spread disease. Disinfecting tools is also more critical.

Evidence of winter injury usually starts to show up in February, as temperatures rise and fall and salt is spread by the ton. Know what to look for and how you can treat the symptoms to promote a healthy spring growing season.

Dr. Cheryl A. Smith is the plant health specialist with the University of New Hampshire Cooperative Extension, and is Director of the UNH Plant Diagnostic Lab. This article was adapted from a lecture Smith presented at NE Grows.

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What Does the Tree Care Industry Pay Employees?

The results are in for the NAA’s annual Wage & Benefit Survey for the industry. The most comprehensive and extensive survey of wages, salaries, sales compensation and benefits, the results are now available online at the members only section of www.natlarb.com.

New categories were added this year, including commission rates and bonuses for sales people, so find out how your wage and benefits package compares within the industry and within your region of the country.

The NAA Wage and Benefit Survey is one key way commercial tree care companies maintain their competitive edge.

Chain saw recall

In cooperation with the U.S. Consumer Product Safety Commission (CPSC), Stihl Inc. is voluntarily recalling about 3,000 chain saws. Fuel can leak out of the chain saw’s tank, which could cause a fire or injury hazard.

Stihl has received six reports of fuel leakage. No fires or injuries have been reported.

The recalled Stihl chain saws include model number MS 170 and MS 180 C with serial numbers 255120848 through 255122797 and 255739074 through 255741150. The model numbers are located on the starter housing. The serial number is printed on the housing near the bumper spikes.

Stihl dealers nationwide sold the chain saws from July 2002 through October 2002.

Arborists should stop using the chain saws immediately and return them to the dealer where purchased for a free repair. For more information, contact Stihl at 1-800-610-6677, or log on to the company’s Web site at www.stihlusa.com.

Nominations are now being accepted for the 2004-2005 NAA’s Board of Directors. Members wishing to nominate candidates should fill out the “Candidate for NAA Board of Directors Nominator Form.” This form will be mailed to all members in January and may also be downloaded at www.natlarb.com. Those submitting nominations must also contact the candidate to ensure the candidate is willing to serve.
Online learning for the new manager!

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The American Society of Consulting Arborists (ASCA), the International Society of Arboriculture (ISA) and the National Arborist Association (NAA) formed a partnership called ArborLearn to offer online educational seminars to arborists. While each association has a unique mission within the arboricultural community, the three associations recognized that by working together, all of their members would benefit from the combined knowledge base.

The ability to provide affordable continuing education to members at home and work, as well as at the time they choose to access it, is an important part of member service.

The NAA Crew Leader Home Study is the latest course to go online under the ArborLearn banner. Crew Leader is designed to help your employees make the jump from labor to supervisory job responsibilities. It teaches "people skills" to help your employee communicate more effectively with his/her fellow employees as well as your clients. The online version offers interactive features like online exams, exam feedback, and a discussion group. Yet is very accessible with a 56K dial-up modem connection.

For more information on these courses, or to enroll, please visit www.ArborLearn.org.

Save on health insurance

HealthInsurance.com gives NAA members better access to health insurance for themselves and their employees. The system provides free online quotes from a large selection of health plans for individual and group coverage, side-by-side comparisons of prices and benefits, and a "Health Insurance 101" tutorial. Live support is available via toll-free phone or email from licensed professional insurance agents who help users create the most cost-efficient packages and take away the administrative headache associated with applying for and maintaining health policies. Members receive a free prescription discount drug card just for getting an online quote. To take advantage of this plan, visit http://arborist.healthinsurance.com, or call 800.476.5900 for group coverage, 888-216-4322 for individual coverage.

Coverage currently not available in HI, KY, NH, SD, VT. Coverage is also not available for small groups (50 or less) in AK, AR, DE, IA, KS, NE, ND, RI, WV, and for individuals in ID, MA, ME, MN or OR.

Calendar of Events

February 4 - 9, 2003
Winter Management Conference
Westin Rio Mar
Rio Grande, Puerto Rico

November 13-15, 2003
TCI EXPO 2003
Baltimore Convention Center
Baltimore, Maryland
Q: How can I get a copy of the industry safety standards? Why do I have to pay for them?

The NAA sells the ANSI Z133.1-2000, the industry safety standard, at a discount to members. When the new standard was published the price was reduced even further to make the standard as available as possible. All NAA member companies also receive one free copy as a membership benefit. It also comes with the Electrical Hazards Awareness Program.

1. Supporting the standards development process. While most of the people working on standards development are volunteers, standards developers incur expense in the coordination of these voluntary efforts. From the time a new project is started through the final balloting and adoption of a standard and the subsequent maintenance procedures, much effort is involved in supporting the volunteers who actually write the documents. Meetings are scheduled; minutes and draft documents are distributed; and there remains a constant requirement for public notification about the activity. For international standards, the cost of standards also covers the cost of operating the ISO and IEC central secretariats.

Hundreds of staff employed by ANSI and Standards Developing Organizations (SDOs) across the nation provide direct support for the domestic and international technical development activities of the volunteers.

2. Supporting the standards users. Once a standard is written and approved, users need to know it is available for their use. Catalogs and indexes must be created and maintained, whether in print or electronic format. Users may also need help in identifying the particular standard that is applicable to their need; this often goes beyond the kind of information available in a catalog or database. Directly charging for this kind of support would impose a barrier to the dissemination of the information in the standards, which is what the user ultimately wants. In light of this, operational expenses are recovered through the sale of standards.

In addition, considerable resources are expended in educating federal, state, and local government regulators and legislators as to the value and integrity of voluntary standards, and often, defending in the courts a standard and the process under which it was developed. Standards sales also support the staff time required to promote the global acceptance of international standards. These are important values for the users of standards who rely on marketplace acceptance of these standards to operate commercially.

3. Intellectual property and commercial value issues. The information contained in a standard is the intellectual property of the developing organization. When others want to use this property, they are expected to pay a fair value for it. If incorporating the content of a standard is deemed necessary in the development of a product or service, obtaining this intellectual property should be seen as no different from obtaining any other component of the product.

4. Electronic dissemination. While less expensive than paper-based development and distribution, electronic standards do incur production, warehousing and distribution costs in terms of manpower, facilities and equipment.

We hope this information provides insight as to why standards aren’t free.

Gain that competitive edge

It’s not too late to sign up for Winter Management Conference 2003, held at the Westin Rio Mar in Puerto Rico, Feb. 4-9, 2003. For more information, call 1-800-733-2622 or visit www.natlarb.com. It’s time and money well spent.

Nels J. Johnson Sr. passes away

We regret to report that Nels Joel Johnson Sr., founder of Nels J. Johnson Tree Experts, Inc., died in Evanston, Ill., on Nov. 8, 2002. He was 98.

Johnson was born in Skane in southern Sweden in 1904. Upon graduating from high school and University in Sweden with a degree in botany, he came to the United States in 1926.

To further his education after founding Nels J. Johnson Tree Experts in 1930, he studied plant physiology and phytopathology at the University of Chicago, and engineering at Illinois Institute of Technology. In 1948, he earned a bachelor of philosophy degree at Northwestern.

In 1953, Johnson was called by the city officials of Gothenburg, Sweden to serve on a three-member commission to examine the city’s diseased elm trees. At this time, he was also invited to lecture at Uppsala University in Sweden and at the Royal Institute of Forestry in Stockholm, where he was received by the King of
Sweden, Gustaf Adolph V. Before leaving for Sweden, Mr. Johnson also received an invitation from the directors of the famed Chapultepec Park in Mexico City to examine its cedars, which were threatened with disease.

In 1973, Johnson was knighted by King Carl Gustav XVI of Sweden for his contributions to Swedish-American relations and support of cultural projects, including educational exchanges for students in Sweden and the United States. He was also commended for his work in conservation and his distinguished achievements in upgrading his profession’s standards.

He served as president of Nels J. Johnson Tree Experts from 1930 to 1993. The tradition of excellence continues with the leadership of N. Joel Johnson Jr., president; and Karl G. Johnson, vice president. The company, which has been a member of the National Arborist Association for almost 30 years, numbers among its clients municipalities, park districts, schools, homes, estates, industrial areas, and over 125 golf courses.

As for personal interests and hobbies, Johnson earned a 7th degree Black Belt in Ju Jit Su and Karate, and fulfilled his desire to fly by becoming a licensed instrument pilot. His love of music was expressed through playing the violin and ballroom dancing. His greatest love, however, was nature and especially trees.

Johnson once stated, “In the medical profession, every cure is predicated by correct diagnosis – the same is true in arboriculture. Without substantial knowledge of botany, soils, plant pathology, entomology, and chemistry, years of practical experience and training, it is difficult to conceive how anyone can correctly diagnose tree troubles and prescribe successful treatments. Certainly, an occupation demanding such diversified and profound knowledge as arboriculture, administering to living trees; creations so indispensable to the comfort, well being, if not the continued existence of man and of so great and immeasurable beauty, is a profession second to none.”

Memorial contributions may be made to the Chicago Botanic Garden, 1000 Lake Cook Road, Glencoe, IL 60022.
Adjustable False Crotches

A false crotch, according to ANSI Z133.1–2000, 3.10, is: "A system used to support an arborist climbing line other than a natural crotch. A false crotch shall incorporate rings or a pulley, or some other device that will protect the system and/or arborist climbing line from damage or failure. Each component of the system shall have a minimum tensile strength of 5,000 pounds."

An Adjustable False Crotch (AFC) is a modification of the system that most arborists have been using for some time. The application discussed in this article employs the AFC as a second tie-in point when doing removals, especially when you are on a single spar. The AFC allows a secure, adjustable tie-in point that will allow the climber to descend as with a traditional double-rope climbing system. It would also make aerial rescue easier.

As with everything else, there are several variations to this theme, but I will describe the first one that I used. Ken Palmer (of ArborMaster Training Inc.) gave me a new version of a false crotch. It is constructed of sewn webbing with different sized aluminum rings sewn into the webbing at the ends. The webbing has been stiffened to make it flip better on larger trees and it has a high visibility section at the large ring end to make it easier to spot from the ground for retrieval. The adjustable portion of this is made with 3/8-inch Tenex hollow braid with both ends spliced to a ring. The Tenex is attached to the strap with a three wrap, six-coil Prusik. Fewer wraps will not hold on the new strap. This system allows the climber to flip the strap easily, and works very well on certain sized trees. One limitation, other than size, is that because there are two rings, if you need to move the system over a limb you have to untie your climbing line.

Another version of the AFC uses a longer piece of 1/2-inch rope with eyes spliced in both ends (knots may get hung up in retrieval). Attached to one eye is an HMS carabiner in place of a large ring. This line and ring are attached to the 1/2-inch line with a 3-wrap Prusik hitch making the system adjustable. This version also uses some 2-inch webbing to protect the AFC line.

This system has some of the same benefits as the first one, but because it is made of 1/2-inch climbing line it is not as stiff and doesn't flip as well. However, it has some added benefits in that you can make it as large or small as you need. Also, instead of using a ring on the large end, the HMS carabiner was used so you can unclip one side to advance the climbing system past a limb. This allows passing of a limb without untying your climbing line.

One other version that Tom Dunlap shared with me uses a captured eye carabiner spliced into the end of a climbing line with a Distal or other sliding friction hitch for the other end. This system employs a screw link and pulley as the small ring. A stopper knot must be tied in the end to prevent the sliding friction hitch from slipping off. This system can be as long as needed for the job.

Why you should use an AFC? One reason, is ANSI Z133.1–2000, 7.2.8: "AFCs shall be attached to a second tie-in point when operating a chain saw in a tree." One additional benefit that at least one climber has experienced is when tying into a spar or limb that can split. ANSI Z133.1–2000, 9.4.4 states, "When large cuts are being made in single spar trees, both ends of the work-positioning lanyard should be attached to a single point on the arborist saddle to prevent injury to the arborist should the spar split." The AFC will allow your climbing system to operate normally if the spar splits. As the tree opens it will force the small ring against your friction hitch. This hopefully will allow you to move out of the way.

Tim Walsh is staff arborist for the National Arborist Association.

The TreeWorker electronic newsletter is written by arborists for field employees in arboriculture. Each issue gives employees "How to..." pointers on subjects such as improving client relations, rigging, and avoiding vehicular accidents. Tech Notes, Knot of the Month features and Safety and Pest Alerts make this monthly publication "must" reading for company owners and field employees alike. Consider providing the TreeWorker newsletter as an employee benefit. Free to NAA members. To order a subscription, call 1-800-733-2622 or go to www.natlarb.com → Publications → TreeWorker.
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From the Field Continued from page 68

Wait, Wait, Don't Tell Me ... The Rest of the Story

parted.”

“You want to mill the log for furniture,” determined Dave Burwell of Custom Tree Service.

“We buy our furniture already assembled from Bloomingdales.”

Starting to feel frustrated, Gregg O’Connor of South Park Square tried, “You’re not really going to tell me why you want the tree removed, are you?”

“Oh, I’m finding this whole episode tremendously amusing and I will give the answer. You have 23 questions to go.”

“Pileated woodpeckers are feeding on the carpenter ants, leaving ugly droppings on the pool deck,” suggested Don Barta of Barta’s Tree Service.

“As an amateur ornithologist, I love all members of the family Picidae.”

“The nuts hurt the swimmers feet,” offered Bill Kucharski of Milford, N.H.

“Unlike your hardy souls up north, we don’t swim beyond Labor Day, long before the nuts fall.”

“The hickory nuts are hitting the roof, setting off the alarm system,” said Mike Barta of Barta’s Tree Service.

“Keep guessing.”

“Maybe the nuts are hitting the roof and setting off the dogs,” suggested Tom Laws of Myers and Laws, certified arborist Andrew Boose and John Paul McMillin of Wilmington Country Club.

“That’s not right but I will say that it does have something to do with the nuts and the dogs.”

At this point, the questioning proceeded at a frenzied pace.

“Are you afraid the falling nuts will hurt the dogs?” asked T. Gray Shaw from Arbor Artist?

“Their skulls are thicker than the concrete bunkers in Baghdad.”

“Chasing after the nuts, the dogs are falling into the pool and can’t get out,” suggested Terry Robbins of Fraser Valley Equipment, Brian Kile of Deacon Equipment, Ken of No Bull Landscaping and Steve Jones of Audubon/VTM Arborists.

“Nice guess but these dogs could claw their way out of anything.”

Just as Brian Kittery of Alakai Corp. was ready to suggest that the nuts were hurting the dogs’ paws, a nut dropped from the tree and hit the deck. Before it could stop rolling, the spaniels sprung into action and one of them scarfed it down in three quick gulps.

“That’s why I want the tree down,” she blurted out.

“I knew it,” crowed Ed Milhous of Trees West Tree Moving.

“Wrong again. And you were so confident that you had the right answer.”

“Wrong again. And you were so confident that you had the right answer,” said Rodger Schley of Rodgers Tree Service and Richard Hattier.

“They’re eating the nuts, it’s upsetting their stomachs and they’re defecating on the deck,” reasoned Danny Doak of South Plains College and Jerry Fischer of Midwest Tree Moving.

“They’re eating the nuts and vomiting in the house,” said Brian Allison of E.C.C. Tree Clearance, Bob Harvath of Olive Branch, MS, and Dana Dixon of Dixon Tree Service.

“No, no and no!” my client said.

Fifty-five arborists, 62 plausible reasons for taking down this hickory tree. And every one of them wrong. My client could see the dejection in my face.

“I was about ready to tell you 20 minutes ago why this tree must be removed now. It was you who interrupted by thinking you had all the answers. May I now proceed?”

Duly reprimanded, I nodded my head.

“As you know, my husband is a lobbyist and represents the motion picture industry here in Washington. Last night was the premier showing of a new movie. We had several of the stars over for cocktails and dinner prior to the viewing. Everything was going really well. We sat around the table, the dogs peacefully trolling beneath for any dropped morsel. Just as I was serving my parfait, the room was filled with the most pungent odor imaginable—so eye-watering and brain-numbing, in fact, that we had to clear the room immediately. It ruined a perfect evening. And it’s all because of these hickory nuts and the gastro-intestinal distress it causes the dogs.”

Having two dogs of my own, I understood her predicament and promised to have the tree down the next day. Afterwards, I went back to my pickup truck and sat ... all brokenhearted ... But soon I couldn’t help but chuckle to myself, “Flatulent dogs. Sometimes this job stinks.”

Paul Wolfe II is the owner of Integrated Plant Care, Inc., in Rockville, Md.
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Wait, Wait, Don’t Tell Me ... The Rest of the Story

By Paul Wolfe II

As you may recall from my From the Field article in the November issue of TCI, I was invited to a client’s property in the autumn to take down a 50-foot tall hickory tree. Just as the client was about to tell me why she wanted this seemingly healthy tree removed, I interrupted and suggested that it being an arborist who has witnessed most every reason for removing a tree, would tell her why the tree should come down. She accepted my challenge, knowing that I’d never be able to guess.

To briefly revisit the scene, the tree in question was in the left rear of a fenced property and overhung the house, pool, deck and shrubbery. While two Springer Spaniels were charging around the back lawn, I made several educated, but ultimately lame, guesses to justify the removal of this tree. With my reputation on the line, I quickly called in the reserves. Aided by a bribe that would provide $100 to the per - son who correctly deduced why the tree had to come down, 54 of the most able arborists in North America came to my rescue. Fortified with fresh ideas, I would now like to resume the conversation already in progress.

“Birds are roosting in the tree and ...”

“If this were 64 Questions, you’d have 58 left,” the client said smugly.

“A squirrel fell out of the tree and drowned in your pool,” suggested Chuck Collins of Collins Tree Service. “It broke your heart.”

“I wish it was that easy getting rid of those awful rodents.”

“Squirrels are pelting nuts at your two dogs,” reasoned Steve Goodwin of Fort Wayne, Ind., and Brett Youngster of Tree Works Environmental Care in Land O'Lakes, Fla.

“Or, more simply, you want the tree down because the squirrels are driving your dogs nuts,” said Duwayne Brown, Terry Karst, Charles Smith, A.J. Zima, Mike Staley, Matt Becker, Ronald Thrasher, Doug Max, Jack Heerman, and Tina McConnell.

“A clever play on words but the squirrels aren’t the problem,” she replied.

“Seeing that you have Springer Spaniels, which are bird dogs, could it be that the dogs are barking at the birds in the tree?” asked Trevor Stanton of All Seasons Tree Service.

“My dogs are oblivious to birds.”

“Are the dogs using the tree trunk as a ‘drop zone?’” queried Carson Haring of Cambia, Iowa and George Kitcher of Norfolk, Va.

“They prefer to do their duty in areas where arborists are most likely to walk.”

“It must be the dogs are climbing into the tree and jumping over the fence, getting on the roof or falling into the pool,” suggested Paul Wasielewski of Tree King, Dianne Casella of Hawley, Penn, Jim Harvath of Shrewsbury, Mo, George Bell of Bob Ray Co., Richard of Artistic Tree Service, and Jamie Inashima of Inashima Design.

“Please. They’re Springer Spaniels, not climbing spaniels.”

“You don’t like the color of the autumn leaves,” opined Dave Cole of Pride, La., and Art Wildman of Down To Earth Services, Inc.

“Anything that looks like gold is fine with me.”

“The tree is killing the surrounding turf because of excess shade,” thinks Shaun Volkmann of Arbormeister Science.

“We specifically planted shade varieties of rescue.”

“You had a dream last night that the tree would fall and kill your dogs,” noted Marissa Weber of L. E. Weber, Inc.

“My dreams are always ethereal, never morbid.”

“The tree casts too much shade on the property and you can’t sunbathe au naturel,” suggests Rotarian Tom Mugridge of Forest City Tree Protection.

“So you’re the one who’s been staring over my fence. Perhaps I should call you Peeping Tom Mugridge.”

“Could it be you want the hickory for firewood?” asked Peter Becker of Bartlett Tree Experts.

“Let’s see. For $700 I get 1/10th of a cord of wood. That’s a tad pricey, don’t you think?”

“You want the hickory chips for the smoker,” suggested Steve of Timberline Tree and Landscape and Frido van Kesteren of Bartlett Tree Experts.

“Kingsford produces wonderful briquettes in a 20-pound bag.”

“I got it,” said Ron Edwards of High Point Crane Service. “Although it appears the tree is on your property because of where the fence is, it actually belongs to your neighbor. Since they’re moving, you want the tree down before the new neighbors move in.”

“A very innovative thought but, unfortunately, the tree is mine.”

“I’m betting the dogs are eating the leaves and it’s making them hyperactive,” ventured Andy Lorimer of D&S Tree Service.

“They graze on grass but I’ve never seen them eat leaves.”

“It is your ex-husband’s favorite tree?” queried Roger Cooksey of Southern Tree Service. “Ever since he ran off with his executive assistant, you’ve wanted revenge!”

“Should that be the case, I’d cut off more than the tree,” she said with a gleam in her eye.

“Is it because the tree was used for years as a backdrop for family photos and now that your husband is gone it conjures up too many old memories?” suggested Wess McCullough of McCullough Tree Service.

“My dearly beloved is not newly de-

Continued on page 66
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