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When Are We Going to Start Acting Like Winners?

Monday night, and it’s time to watch the football game – three hours of glorious heart-stopping battling for turf. March is the month for college basketball. May is the time to get the boat out and pull a few in. November, and it’s hunting season – a Saturday spent in the peace and quiet for one shot on opening day that can create a lifetime of “if onlys” when it misses. In those moments when the ball goes into the end zone, the sprinter breaks the world record, and the fisherman and hunter make their mark, the exhilaration and the pay-off is spectacular. The adrenaline rush, the long hours of preparation, the years of storytelling and reenactments that relive those moments of winning are priceless. Everybody wants to feel that over and over again. That’s why the fisherman goes back out and the hunter heads for the woods and the sprinter goes for one more run.

Behind those moments are long, arduous, persistent, disciplined, determined, conscious planning, preparation, and commitment to a vision of being something greater; something better; something different; something more than you feel right now. It’s a decision to go after a goal; to transform. It’s an inspiration that all the effort is worth it.

What I cannot figure out for the life of me is how an industry of people so full of passion for what they do does not go after the vision of what we could be together with the same passion. It floors me when I travel, and I see companies in the field. In Hawaii, I saw two different companies – no name, no phone number, no logo, no uniform, no hard hats, no traffic cones, no fall protection in the aerial lift, and without a doubt, no TCIA membership. I talk to company owner who have no regular safety program for their employees. I hear about companies that regularly break the law. Our association held its first Ethics Hearings in the history of our industry last month and made membership decisions based on inappropriate activities in our industry. I am so proud of this industry for taking responsibility for itself and making a statement that certain activities and behaviors are not going to be tolerated or accepted within our community. That’s Step 1 to becoming a winner.

Step 2 is everyone beginning to talk to each other like winners. Head for the nearest locker room and listen to some coaches. Listen to how winning teams talk to each other. They talk themselves up. They talk about what they can do together. They don’t let each other down, and they don’t let anyone on the team have a head full of bad psychology. They are determined, persistent, committed and disciplined.

Sometimes I think we have a head full of bad psychology. “We aren’t respected … Nobody treats us like professionals … We don’t get paid enough … It costs too much to run a business … It’s a tough economy … We can’t find good people.” For crying out loud, STOP THE NEGATIVE, DEFEATEST CONVERSATION. Everybody knows what a self-fulfilling prophecy is – if you think it and speak it, you will become it.

Let’s start talking to each other with some winning language. I don’t know who said it, but I keep this thought stuck to my computer. “As a man speaks, so he is.” A little translation here, “As this industry acts, so we will be.” Let’s start acting safely. Let’s start acting professionally. Let’s start talking about how important we are. Let’s start talking POSSIBILITY. We can. We will. Together, let’s start being winners. Then, the world will begin to treat us like winners.

It’s not the field, or the weather, or the ball, or the equipment that is losing the game, it’s the PLAYERS! Buck up folks – we’re in a game here that we deserve to win. As Joe Paterno says, “Act like you expect to get into the end zone!”

Cynthia Mills, CAE
Publisher
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TCI's mission is to engage and enlighten readers with the latest industry news and information on regulations, standards, practices, safety, innovations, products and equipment. We strive to serve as the definitive resource for commercial, residential, municipal and utility arborists, as well as for others involved in the care and maintenance of trees. The official publication of the nonprofit Tree Care Industry Association, we vow to sustain the same uncompromising standards of excellence as our members in the field, who adhere to the highest professional practices worldwide.
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See us at TCI EXPO 2003!
New Life (and Profits) From Old Trees

By Dr. Sam Sherrill & Dr. Steve Bratkovich

By some estimates we have about 75 billion metropolitan trees in the United States. A few years ago, a study concluded that we generate approximately 200 million cubic yards of urban tree and landscape residue in this country every year. That total includes grass trimmings, leaves, brush and tree trunks.

Out of 200 million cubic yards, 30 million cubic yards was classified as un-chipped logs – the bottom portions of trees that are 12 inches or more in diameter. This number counts only logs that did not get chipped. Many of them were not even cut up into firewood.

Value-added products include furniture, musical instruments, flooring, paneling, jewelry boxes and other artwork/novelties/craft products.
This unique playhouse was constructed from urban trees that would have been disposed of at the local landfill.

How much is 30 million cubic yards? In traditional forest products terms, about 3.8 billion board feet. This number is only an estimate, and the true figure could be as high as 4.4 billion board feet from urban municipal trees. That figure would represent about 30 percent of the annual hardwood lumber production in the United States every year.

In other words, a lot of wood comes out of urban areas and a lot of it could be manufactured into lumber.

We grow more trees than we harvest in the U.S. However, most people don’t realize that the U.S. is a net importer of wood products. The demand for wood products is rising all the time. Industry seeks new raw material sources continuously. For example, timber is now often recycled into lumber when old buildings are taken down. In many locations, innovative individuals are pulling logs out of the bottom of lakes that were left over from the old log drive days. Even in urban areas, industries are looking to take some materials from city trees and convert them into forest products.

There is a tremendous opportunity for commercial tree care companies to look at municipal trees and to utilize them as a higher end product.

**What can be made from urban trees?**

Traditional products from urban trees are mulch, firewood, fuel chips or some other type of landscape product. Value-added products, such as furniture, musical instruments, flooring, paneling, jewelry boxes, novelties, craft products, decking material, cribbage boards, bowls, artwork and knick-knacks have all been produced from community trees. Palomar College in California has a furniture woodworking program using city trees. Even if the trees don’t look good to you, the wood inside might be beautiful in the hands of a woodworker.

**Arborists retooling**

In Anaheim, Calif., West Coast Arborists Inc., which employs more than 200 workers and manages trees in roughly 90 communities, has found some eco-friendly uses for their wood residue. They tried firewood, but could not get rid of all their wood.

In an effort to encourage wood use, the State of California purchased five portable sawmills and loaned them out to individuals and organizations that might want to saw urban trees into lumber products. West Coast Arborists gave it a try. They were so successful that they ended up purchasing their own mill and a dry kiln.

Initially, two employees worked full-time with the mill to produce about 800 board feet per day. Next, they had to figure out what to do with all of that lumber. They created another company to market the wood to schools, woodworkers, hardwood retailers and others. Then they started producing value-added products instead of just lumber.

Sometimes they sold those products back to the city where the trees came from in the first place.

Vice-President Andy Trotter notes that where once they viewed wood residue as trash, now they see it as a product.

**Costly trash**

We are all aware of the value of trees to our nation’s cities. They are sources of oxygen, cool the air in the summer, and act as a wind barrier in the winter. One study estimates they sequester a total of 700 million tons of atmospheric carbon, thereby reducing
global warming. Trees help control storm water run-off, reduce soil erosion, aid sewage facilities, provide habitat for wildlife, reduce noise between neighborhoods and highways and provide green screens between homes. They provide neighborhood identity, add market value and even provide moments of serenity in an otherwise crowded urban area. And, of course, there is sentimental value to certain trees.

How can something as valuable in so many different ways lose all of its value when it is taken down? Most are treated as green waste. Disposal costs are high both for local government and for commercial companies. Perhaps the biggest cost is the loss of what we throw away. If we take the most conservative estimate of three billion board feet per year and assume that it is worth about 50 cents a board foot, then we may be throwing away as much as $1.5 billion a year of otherwise useable wood.

What can arborists do?

Think about involvement at two levels. The easiest way is to make an arrangement with a local sawmill owner. They
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can come to the job site, to your shop if you have the space, or you can deliver logs to the mill.

At this level, you would need to buck the trees into saw log lengths (typically 8 to 16 feet long).

The other option is to buy a mill yourself. Here you have some options. You could purchase a mobile or a stationary circular saw mill. They also make chain saw based mills and mobile band mills. The advantage of a band mill is that the blades are relatively inexpensive. If you own a circular saw mill, you may pay $1,000 or $2,000 for the blade. If it hits concrete or metal, the blade can be damaged, the mill is down, there is loss of production and even the possibility of injury to the operator.

On the other hand, with a portable band sawmill, blades typically cost $20 each, so the worst that can happen is that you destroy a blade that has a minimal replacement cost. In urban areas we find all manner of things imbedded in trees. You have all seen or heard of odd things in trees. The most remarkable story told was about the skeleton of a French soldier from the French and Indian War who was wounded and crawled into a tree. He died and the tree literally grew around him.

If you're thinking about buying a mill, costs run anywhere from $6,000 up to $80,000. A small mill that sells for about $6,000 probably won't have any hydraulics. You have to roll the log up and position it manually. If you really work hard at it, you can do 400 or 500 board feet per day. You will have to take the next day off to recover. This is more of a hobbyist's mill.

A more realistic option for volume production is a mill that costs $20,000 - $23,000. A hydraulic log lift makes this mill more productive, since you're not trying to roll logs up onto the bed. A hydraulic log turner lifts and helps raise the tapered end of the log. These mills are just like a band saw turned onto its side. Most mills in this price range mill a maximum width of about 30 to 32 inches. However, you can increase that limit by putting a much larger log on and trimming it down, which will allow you to handle logs up to 40 or 42 inches in diameter.

Look for a mill with a de-barker. It doesn't remove all the bark from the log, but it cuts a swath slightly ahead of the band saw blade itself. This helps to remove dirt and stones and other things that dull the blade. Also look for a mill with a de-boarder. At the end of the cut, it drops down and snags the front end of the load. When the mast comes back to make the next cut, it pulls the board off of the log so that those who are off-loading can simply pull the board off. A de-boarder makes things go faster and you won't have people reaching over the bed trying to pull the board off. Those two relatively inexpensive features can substantially increase the productivity of mills.
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6140
2001 STERLING LT9000: CAT 3123, 210 hp, 6 spd, 33,000 lb GVW, with 16 ton NATIONAL 5000 crane, 78 ft hook ht, cap alert / shutdown, adj swing spd, 20 ft steel flat. $82,500.

6015
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87 MACK R600ST: EM237, 225 hp, 7 speed, 52,000 lb GVW, with 6½ ton HIAB 140 knuckleboom, 34½" max side reach, 20½" steel flatbed. $29,500.

6032
97 FORD LT9000: CAT 3306, 300 hp, 8 spd +M, +Holo, 58,000 lb GVW, with 27½ ton PIONEER 4600 crane, 14 ft hook ht, 360° full cap operation, cap alert / shutdown, roofers pkg, 18 ft wood flatbed. $89,500.

6150
97 PETERBILT 330: Cummins 8.3L, 255 hp, 5 spd, with 14 ton MANITEX 1461 crane, 111 ft hook ht, cap alert, 4 outriggers + front stabilizer, 16 ft wood flatbed. $64,500.

6094
75 MACK R665ST: 9 speed, 53,360 lb GVW, with 96 REINCO HG15GX-2390 hydrograssador, 1,500 gal, John Deere diesel power. $20,500.

6014
93 FORD LT6600: Cummins 8.3L, 250 hp, 13 spd, 94,000 lb GVW, 17 ton NATIONAL 600C crane, 91 ft hook ht cap alert / overload shutdown, winch, 18 ft wood flatbed. $44,500.

6095
97 GMC TOPKICK: CAT 3116, 275 hp, 8 spd +Holo, +Holo, 56,000 lb GVW, with 22 ton MANITEX 5684 crane, 140 ft hook ht, cap alert, 20 ft steel flatbed. $79,500.

6037
87 MACK RD686ST: EM8-300, 300 hp, 6 spd, 62,000 lb GVW, with 11 ton FASSI F8.2-20TM knuckleboom, 23 ft max side reach, 21½" wood flat. $59,500.

6065
99 FORD F800: Cummins 5.9L, 215 hp, 6 spd, 33,000 lb GVW, with 67 ft ALTEC AM900 bucket, 2 man bucket, 16 ft steel flatbed, 27K miles. $69,500.

6041
87 INT 4900: DT466, 195 hp, 5 spd, 31,200 lb GVW, with 4½ ton HIAB 070A knuckleboom, 16'9" max side reach, 16 ft wood flatbed. $31,900.

6089
96 GMC TOPKICK, CAT 3116, 185 hp, 6 spd, 30,000 lb GVW, 50 ft VERSALIFT VN501 bucket, joystick ctrls, 13½ utility body, 36k miles. $34,500.

5982
98 FORD F8000: Cummins 6.8L, 230 hp, 6 spd, 33,000 lb GVW, with 14 ton TEREX TC2863 crane, 73 ft hook ht, 18 ft steel flatbed, 18K miles. $49,500.

5908
94 FORD LT6600: CAT 3308, 305 hp, 6 spd +4O, +Holo, 60,400 lb GVW, with 21 ton NATIONAL 800C crane, 29 ft hook ht, 24 ft steel flatbed. $59,500.

5936
99 INT 4800 4X4: DT466E, 210 hp, Allison 4 spd auto, 2 spd transfer, all wheel drive, 34,220 lb GVW, with 55 ft ALTEC AM655 bucket, 2 side-hung baskets, dual joystick controls, 28K miles. $74,500.

5906
5934
93 INT 4900: DT466, 235 hp, 6 spd, 32,900 lb GVW, with 3 ton IMT 4825 knuckleboom, 20½" max side reach, 1 ft steel flat utility bed. $22,500.

5926
95 FORD LNT8000: 8.3L Cummins, 275 hp, 6 spd +Holo, +Holo, 50,700 lb GVW, 17 ton NATIONAL 600C crane, 134 ft hook ht, 20 ft wood flatbed. $64,500.

5775
93 INT 4900: DT466, 230 hp, 6 spd, 32,900 lb GVW, with 4 ton PALFINGER PK8000A knuckleboom, 23½" max side reach, 18 ft steel flatbed with 24" fold down steel sides & rear gate. $29,500.

5818
99 FORD F8000: Cummins 8.3L diesel, 215 hp, 6 spd, 33,000 lb GVW, with 55 ft TECO VSA-550P-2TFE2 BUCKET, 2 man end hung basket, 14 ft utility body, 25K miles. $44,500.

5769
98 FORD FT9000: Cummins 8.3L diesel, 225 hp, 8 speed +M +Holo, 52,000 lb GVW, with 18 ton MANITEX 1870 CRANE, 80 ft hook ht, 20 ft steel flatbed, 4½K miles. $69,500.

5669
92 INT 4900: CAT 3116, 273 hp, 8 spd, 33,000 lb GVW with 15 UNITS IN STOCK

5699
92 PETERBILT 375: CAT 3176, 525 hp, 8 spd, 58,000 lb GVW, 25 ton MANITEX 2592 crane, 148 ft hook height, load moment indicator, 20 ft wood flatbed, 61K miles. $74,500.

5948
88 FORD F8000: 7.8L diesel, 210 hp, 5 spd + 2 spd rear, 33,000 lb GVW with 8 ton NATIONAL 446 crane, 56 ft hook ht, 16 ft steel flatbed, 20K miles. $28,500.

5926

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Large mills that go for $30,000 - $40,000 are more productive because they have larger engines. They can produce more board feet, though the exact number will depend on what type of wood you are cutting and the condition of the logs. In the best of all possible worlds, if you’re cutting beautifully straight poplar logs you could probably do 2,000 - 3,000 board feet a day.

For about $80,000, the next step up for a company that has outgrown portable hand mills is a permanent set up. Circular sawmill manufacturers are trying to reduce both the size and expense of their mills, as well as the number of people that it takes to operate them. At the same time some of the portable band saw manufacturers are trying to create larger mills. They are beginning to merge somewhere in the middle.

With larger mills, more functions are automated. Everything that is done can be operated from the set works and from a joystick-type device. Some mills have an automatic log deck vs. a hydraulic loader. The entire operation is much more automated and much more productive.

Who’s going to buy all this wood?

All of this is well and good, but unless you have somebody to buy the wood then you have wasted your time and money. Here are some potential buyers.

Amateur wood workers: They are relatively easy to reach. You can use bulletin boards, e-mail advertisements, cellular phones and the internet to promote your product.
word-of-mouth, or advertise through woodworking stores. If you own the mill, simply set up a demo at a store or your place of business. Invite people to take a look. Give them some samples. Affiliate with local or regional woodworking clubs and consider forming a relationship with them where you can be their steady supplier. Between 4 and 5 million American households are involved in woodworking. They are always in the market for wood.

**Custom furniture and cabinetmakers:** They are interested in lumber and, quite often, unusual wood. Fruitwoods, such as pear and apple, are especially popular, as is walnut crotch wood. Lumber with flaws that would not qualify for commercial use may be seen as a design element to a custom furniture maker. The SmartWood Rediscover Wood Program, run by the Rainforest Alliance, organizes a growing number of cabinetmakers, architectural firms and lumber stores to use reclaimed urban trees.

**Sawmills:** Sawmill operators are not typically in the market for urban trees because they are worried about blade damage to the sawmill. However, more and more commercial sawmills are beginning to recognize the potential benefits of sawing urban logs—so don’t give up on them!

**Retailers and wholesalers:** Independent lumber retail stores are often interested. Don’t overlook businesses that manufacture wood products, such as plaques, kitchen cutting boards, jewelry boxes, picture frames, shelving, wooden toys and dowels. In Cincinnati a local company that makes dowels and spindles is working with the Cincinnati Park Board. They buy wet wood, un-graded and do their own grading and drying. They pay the Park Board the prevailing market prices listed in the hardwood market report (www.hmri.com or www.woodfibre.com). Wholesale lumber dealers buy tractor-trailer loads, which typically are 10,000 board feet.

**Pallets:** Forty percent of all hardwoods produced in the United States go into the production of pallets, skids, crates and cable reels. Lower quality wood that wouldn’t produce good quality lumber might be suitable for pallets and skids. The National Wooden Pallet and Container Association (www.nwpa.com) can identify local manufacturers.

**Other options:** Trucking and construction companies typically need to replace trailer decking. Stone-cutting companies use wood between stone slabs. Landscaping firms are interested in lower quality but durable wood for ties, posts, borders, playgrounds, fencing, interior steps and railings. For a fee, you could offer to have your customers’ logs sawn into lumber for their use. For a fee you could also take useable logs from other tree service companies who want to save on their green waste disposal costs.

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Conclusion

There are additional costs for any tree service that starts along this path. You have to buy the mill and pay for parts, labor and periodic maintenance. If you tow the mill to a site, there is additional liability insurance. There is time devoted to supervising, selling and marketing the lumber. You have to train someone to cut the logs to get the best quality of lumber. You have to buy sealant to coat the ends of the boards when you stack them so that they don’t split on the ends. You have to buy a moisture meter. There is the marginal cost of loading and hauling longer and heavier saw logs, as opposed to chipping them. There are storage costs for your lumber.

Finally, if you do undertake this wood waste utilization effort, you may earn some publicity with a little work. There was an article in a Cincinnati newspaper on the efforts of Dr. Sherrill, and people saved the article and called four or five years later asking if there was anything he could do with the large trees in their yards. The public is very interested in making sure wood isn’t wasted. You will get calls, which will also help your reputation as a tree service.

Dr. Steve Bratkovich is a forest products utilization and marketing specialist for the USDA Forest Service, State and Private Forestry in St. Paul Minn. He is also the author of Utilizing Municipal Trees, Ideas from Across the Country. Dr. Sam Sherrill recently completed Harvesting Urban Timber, a book that describes how better use can be made from urban trees that are otherwise discarded in landfills. He teaches economics for planners, basic statistics and evaluation research in school planning. He is working with the USDA Forest Service, municipal governments, urban park boards, trade groups and citizen groups on developing community-based harvesting urban timber programs.
Currently the options for waste disposal are limited. The cost of landfiling green waste is increasing every year. This is a deliberate policy to deter landfiling of biologically active wastes that lead to a build-up of methane gas in landfill sites and the production of liquid wastes. Apart from the pollution problems this creates, it also makes redevelopment more difficult and limits its scope when the useful life of the landfill site is over.

A study by the Centre for Environmental Control and Waste Management at Imperial College London estimated that as much as 10 million tons of green waste is produced by arborists and landscape professionals in the UK. This is similar to the annual amount that homeowners take to civic amenity sites or put into their bins. Currently, most arboricultural and landscape contractors stockpile, landfill or burn their wood waste. None of these are ideal options for a business sector that purports to care for the environment. Additionally, stockpiling can be a fire risk (as can burning), but burning can also be a risk to health and is illegal if done on a large scale.

Composting is the only waste recycling method being actively pursued by local authorities to any great extent and current capacity of composting sites can process around 30 percent of green waste. Capacity for disposal is limited and in many cases contractors are deterred from using civic amenity sites for disposal, however, some local authorities run special licence programs for small contractors who only deliver green waste. The capacity of composting sites is being increased and there may be more scope for recycling through this route in the future. The other main option being considered is to use wood as a fuel and there are existing wood burning or gasification systems. It should be remembered that there is still the need to dispose of the ash but this can be offset against savings in heating bills.

Counting the cost

Whatever the route for disposal, there will be a cost involved if it is disposal to a waste collection site. There will be gate fees and the cost in man hours and petrol of transporting waste to a disposal site. If an alternative route is taken there may be investment in equipment. There is therefore a need to take the cost of waste disposal into account when pricing any work and to publicize any environmentally friendly disposal that is included. This can be just as important to some customers as price.

A culture of waste minimization should be adopted. Waste is only waste if it is unwanted. Many customers may take a small amount of woodchip as mulch in their gardens or logs for the occasional fire. A small amount of woodchip is very good for aerating a compost heap. However small this amount is, it is free waste disposal to a contractor. Even if only 10 percent is disposed of in this way, it is 10 percent more space in the yard or a 10 percent saving on waste disposal. Contractors must learn by heart the benefits of mulching, how much chip to use, and what kinds of wood are best. The same goes for firewood or other small uses. This information can then be passed on to the customer to encourage them to take some responsibility for their waste.

Similarly, if a contractor is working for a local authority, explore the possibilities for waste disposal at site or with council-run
waste collection sites. The final message is to stop looking at trees as waste but as a commodity with value and cost, taking properly into account what the savings are by not having to transport the waste as well as any profit that might be expected. Giving waste away is not giving it for free; it’s a recycling process that saves a contractor gate fees and transport costs at land fill sites or, at worst, clears his yard.

Wood as a commodity

Often the greatest barrier to recycling wood is the chop it and chip it approach. Wood that has been chipped along with leaves and other material is limited in its uses. By thinking ahead as to what the parts of the tree might be used for, a contractor can broaden his disposal options. The first step is to understand what markets are available; organizations such as Waste Recycling Action Plan (WRAP, www.wrap.org.uk) and the Composting Association (www.compost.org.uk) can help to find processors and recycling firms that will take wood and green waste. Some processors will even collect waste. Although there may be a charge, this should be balanced against the time and effort to find an alternative option.

Some processors may only take a large amount at one time, so good relations with colleagues may save you money if you can group together. The more adventurous contractor may be able to find their own markets, especially for high-quality timber. The fashion for rustic garden furniture can also be tapped into with wood cut roughly into seats and benches.

There needs to be education of the public and retailers as to the benefits of using home grown hard woods – and that’s where arborists and trade associations can help. However, the mindset of the contractor also has to change to look at the wood they cut as a commodity and not a waste.

Dr. Marcus Bellett-Travers has a Ph.D. in Urban Tree Physiology. He is a research associate of The Centre for Environmental Control and Waste Management, Imperial College London. He may be contacted at m.bellett-travers@imperial.ac.uk.

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See us at TCI EXPO 2003!
Health and Productivity

The tree worker as a professional athlete

By Don Lee

Tree work is a challenging and demanding profession; physically, mentally and emotionally. The personal health practices of a tree worker can make or break the individual and his or her ability to cope with the demands of the work and remain productive. The health of each individual, compounded in crew performance dynamics, can make or break the company.

The smart tree worker considers himself/herself a professional athlete, and maintains his/her body and mind as a high performance, complex instrument. The smart crew leader and operations manager include in their duties, the roles of athletic trainer and coach, providing leadership, inspiration and knowledge for achieving optimum health, safety and performance. They manage their crew(s) with an intelligent and sensitive view of the capabilities and limitations of each individual and of the crew as an integrated team.

There are, of course, many factors that make up the health of a human being in body, mind and spirit. For many people health simply means the absence of disease, if you’re not sick, you’re healthy. But most athletes recognize days or weeks when even though they are not ill, with a cold or flu for example, they just don’t feel at the top of their game, and are not able to perform at their best. Finding out for yourself what factors influence your health and performance is part of the art and science of being an athlete.

I believe that a high performance job like tree work, requires a state of optimum health that can only be achieved by an intelligent and dedicated approach. To do what we do as a profession takes mental determination, split-second decision making, as well as physical agility, strength and endurance.

If you are an active tree worker or have been one, you know what the job demands. The ordinary man or woman, even the ordinary athlete, has no idea. Maybe if they imagined a total body workout, with aero-bics and weight lifting, for 6-10 hours a day, 5 or 6 days a week, rain or shine, cold or heat, they might understand a little of what we do. Add to that the stress of life and death situations, responsibility for lives and property, and production demands, and you need to be part superman!

How are you holding up? How long will you last? Is your crew getting the job done? With a smile? Avoiding injuries and property damage? Maintaining happy repeat customers? Making money? If you think you could use some improvement along any of these lines, take a look at your health maintenance program and consider adopting a professional athletic approach.

Components of a personal health program

What professional athlete would come home from a workout and down a few beers, eat junk food, smoke cigarettes, do drugs, or stay up late partying? The answer is one who doesn’t care much about his performance the next day, or the rest of his life; one who doesn’t care about his team and their safety or success.

Hygiene is a word that is commonly used to mean cleanliness. In a broader sense it means “conditions or practices conducive to health.” So your personal hygiene includes not only cleanliness of your body, home and food, but other health factors like sleep, what you eat and drink, injury prevention and treatment, exposure to disease, pollution and other harmful influences, including unhealthy practices and attitudes of others. Sometimes achieving good health means making some big changes in your life and environment.
Rest for the body and mind, and adequate sleep are essential factors in an athlete's personal health program. After a day of strenuous physical activity and mental stress, one needs to relax and rejuvenate.

The amount of sleep needed varies with each individual and sometimes with the seasons. Eight hours is the standard, but I find that I can get by with only 6 hours of sleep in the spring and summer, but need 7 or 8 hours in the fall and winter. The key is how you feel when you wake up. If you haven't been drinking or taking drugs and staying up late the night before, you should wake up feeling rested and ready for the day. If you have to drag yourself out of bed and down several cups of coffee before you can get started, consider going to bed earlier at night or altering harmful activities that are tiring you.

The tree worker usually gets enough strenuous physical exercise. Over-exercise is possible and can be damaging and debilitating. You have to be conscious of this issue. Only you know your body and how much you demand from it. If you are climbing all day and all week, then additional active sports may be too much, and can drag you down. If your duties are mixed or if work is slow, then staying in shape with additional workouts can be beneficial.

There are exercise systems that are not exhausting, can complement hard work, and help build up energy. Hatha Yoga, Chinese Chi Kung, Tai Chi Chuan and other internal energy disciplines may be better than sports and hard exercise for the active tree worker. A good stretching program is an essential component of an athlete's personal care. Stretching can be incorporated into a morning briefing and team building session for a good start to each work day.

The best approach to injuries is prevention. Injuries can occur because of poor personal health care, when your body is weak and you are not alert enough to pay attention diligently. Substance abuse can be a significant contributing factor. Even if you are not doing it on the job, nightly or even weekly binges will affect your health. With exhaustion come injuries. When you push it past the point of full control and attentiveness, you are asking for trouble.

The production demands of tree work make it difficult to always rest fully and to heal injuries, especially if you don't get paid when you don't work. But proper treatment of injuries, even strains and sprains is essential for long-term health and productivity. Don't neglect or shortcut the treatment of injuries. For serious injuries, medical management is essential. Massage, acupuncture, herbs and other body therapies can be an important part of an athlete's body maintenance, and useful for prevention and treatment of minor injuries.

I place a lot of importance on what I put into my body in relation to what I can expect to get out of it in the way of physical performance, mental clarity, positive attitude and emotional stability. Maybe
you've heard the term "garbage in, garbage out." Believe it! Food, drink, smoke — all substances that you put in your body have their effect, positive or negative. Some things have more effect than others; various foods and substances affect some people more than others. You are affected differently depending on your genetic constitution and cultural habits, current health condition, the climate where you live and work, and other factors.

A well-balanced diet means different things to different people. I can tell you my ideas about food and health, but what it comes down to is that you have to make the decisions yourself, based on your own experience of what works and what doesn’t work for you. What have you been eating and otherwise putting into your body? Is it sustaining you, do you have the strength and energy to make it through the day and the week? Or are you weak, spaced-out, impatient, or irritable? Listen to your body.

I think one of the most important things for a tree worker (especially a full-time climber) to recognize is the extraordinary demands put on the body’s metabolism of nutrients. Therefore the tree worker must constantly replenish the nutritional needs of the body or it will rapidly become depleted. Fatigue, muscle cramping and inefficiency can result.

Complex carbohydrates are the basis for slow release of sugars that form blood sugar throughout the day. These can be obtained from grains (rice, wheat, corn, oats, etc.) and the products that are made from these grains (bread, noodles, oatmeal, etc.), and also from beans, nuts, vegetables and other foods. If you include in your diet the proper amount of complex carbohydrates, then your blood sugar level will remain even throughout the day. A wide variety of other foods should compliment your grain-based diet. Meat, fish, eggs, dairy products, vegetables, fruits, beans (including soybean products), nuts and seeds should all be considered in building your complete nutrition. This is the basis of traditional diets of hard-working people all over the world.

Refined sugars, found in candy and sodas, burn faster than complex carbohydrates. Don’t depend on that type of sugar alone. Excessive use of stimulants like caffeine have a downside and shouldn’t be needed if other aspects of your athletic hygiene are in order. Sports drinks, energy bars and vitamin/mineral supplements can play an important part in supplementing a sustained carbohydrate supply and can replenish nutrient, fluid and electrolyte salts that are depleted during hard physical labor.

Spiritual health and positive attitude are important. Cultivate a humble understanding of the world and your place in it. If you don’t have a source of spiritual inspiration, I suggest that you find something that takes you past your ego and helps you find the peace of spiritual awareness. Religion, meditation, or simply the quiet appreciation of trees and nature can be a starting
point. A non-sectarian book that I like is *The Power of Now* by Eckart Tolle. Cultivation of spiritual awareness can help to bring you into harmony with nature and the world around you. Cultivation of a positive, non-judgmental attitude will help in maintaining good work relationships, health, and safe, productive performance.

The role of management

The roles of crew-leader, field-supervisor and operations manager should include the responsibility of supporting the health of workers and providing a safe and safe work environment. In addition to the primary duties of organizing crews, equipment, training and job scheduling, a smart boss is a leader who sets a good example. He knows each member of the team, their strengths and weaknesses, knows when they are up and when they are down, and knows how to turn it around.

Safety is a big issue in tree work. In addition to safety equipment and training, healthy and well-managed workers avoid extreme fatigue and diminished capacities in strength, alertness and patience. An exhausted worker needs to report his condition and the foreman needs to deal with the situation accordingly before it becomes a problem. You can only push a human body so far before it breaks down. An exhausted player can throw the game just when you really need a win.

Do you have a team composed only of first-string players who you are pushing to the limit all week long, and then expecting them to come back strong on Monday? How long do you think that will last? Or do you wisely manage your crew with measured, staggered duties, as a coach would do with a second string to relieve fatigued primary players when appropriate? A crew of tree workers is a lot like an athletic team with many of the same needs in comprehensive management, health and lifestyle education, injury treatment, motivation, and supportive leadership.

Conclusion

Tree workers perform extreme physical work, day in and day out, often as demanding or more demanding than that of a professional athlete. Adopting some of the attitudes and personal health and lifestyle practices of a professional athlete can help in meeting the extraordinary performance and production demands of the profession.

Crew managers need to recognize and support the athletic nature of the work and to provide an example of healthy living. They need to educate and manage tree workers the way a good coach would manage a winning athletic team.

The results will be a safer and more productive work force and a better experience for everyone.

Don Lee is an arborist and health educator. He can be reached at donlee2003@hotmail.com.
Congress Presses OSHA for PPE Rulemaking

By Peter Gerstenberger

The House Committee on Appropriations recently released its report (H. Rept. 108-188). The report that plays an important role in how much money OSHA and other federal agencies will get in the next fiscal year. The report was generally favorable, but expressed disappointment in and calls for the agency to report to the committee on the status of rulemaking on Employer Payment for Personal Protective Equipment. The Committee is disappointed with the lack of progress on the rule. The public comment period ended over four years ago.

Many Occupational Safety and Health Administration (OSHA) health, safety, maritime, and construction standards require employers to provide their employees with protective equipment, including personal protective equipment (PPE), when such equipment is necessary to protect employees from job-related injuries, illnesses, and fatalities.

The tree care industry is affected by requirements that are codified in Part 1910 (General Industry standards) of Title 29 of the Code of Federal Regulations. These requirements address PPE of many kinds, and generally state that the employer is to provide such PPE; however, these provisions do not specify that the employer is to provide such PPE at no cost to the employee.

In the rulemaking it proposed over four years ago, OSHA proposed regulatory language to clarify that, with only a few exceptions for specific types of PPE, the employer must pay for the PPE provided. OSHA sought to except in certain circumstances three specific kinds of PPE from this requirement: safety-toe protective footwear, prescription safety eyewear, and the logging boots required by the Logging Standard (29 CFR 1910.266(d)(1)(v)).

OSHA believed that the proposed rule will better implement the intent of the Occupational Safety and Health Act, make clear who is to pay for what kind of PPE, and improve protection to employees who must wear PPE.

The proposed rule would not require employers to provide PPE where none has been required before. Instead, the proposed rule merely stipulates that the employer must pay for all required PPE, except in the limited cases specified above. Since employers already pay for most of the required PPE, the proposed rule would shift to employers only the cost of that portion of PPE currently being paid for by their employees.

A key concern for tree care employers in 1999 as well as anytime this proposal resurfaces is: Will OSHA consider "ordinary" work boots to be PPE and require employers to pay for them?

In May 1999, the Tree Care Industry Association (TCIA) surveyed 230 commercial tree service companies relative to their personal protective equipment (PPE) policies and procedures. The survey was to evaluate the potential impact of a proposed amendment to the PPE Standard. The survey represents data for almost 39,000 field employees of commercial tree service firms as well as utility line clearance contractors doing business in all 50 states as well as the District of Columbia.

Of the companies responding, those employing almost 98 percent of the workforce represented in the data currently require their employees to wear sturdy work boots specifically without steel toes, but with ankle support and soles that resist piercing. By contrast, less than two percent of the employees were required by their employers to wear steel-toe boots.

It appears that employees’ risk of toe-crush-type injuries is very well managed irrespective of whether steel-toe boots are used. The 1998 incidence rate of toe-crush type injuries was 0.02. The incidence of foot lacerations was 0.05.

These data upheld TCIA’s assertion that, in the tree care industry, the OSHA proposal would adversely impact employers by altering current practice, even though there is no evidence that worker safety would, or even could, improve as a result.

Ninety-five percent of the survey respondents paid outright for required PPE such as hard hats, eye protection and hearing protection. However, only .5 percent of the employees in the survey data had their boots fully paid for by their employer. Another 2.2 percent had their boots either partially (usually half) or conditionally paid for. Conditional payment cases fell into one of several categories, the commonest being 1) one full year of employment, 2) based upon job description (i.e., for climbers), and 3) hardship cases.

With Congressional pressure being brought to bear, it is only a matter of time until this initiative resurfaces.

Peter Gerstenberger is vice president of safety, standards and compliance for the Tree Care Industry Association.
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Stephens General Manager of Training

Sean Stephens has been promoted to General Manager of Training for ACRT, Inc. In his new position, Stephens will oversee all of the company's training programs, including certificate courses at ACRT training facilities in Cuyahoga Falls, Ohio; Lodi, Calif.; and Chicago, Ill.; hosted training at client locations; and entry-level tree trimmer training at Job Corps centers in Illinois, Kentucky, Arkansas, Oregon and Vermont.

After working as a contractor for the Oregon Department of Forestry and the USDA Forest Service and in residential arboriculture, Stephens joined ACRT in 1998 as lead instructor at the Job Corps center in Angell, Ore.

Engine Distributors Expands Ford Relationship

Ford Power Products has selected Engine Distributors, Inc. of Blackwood, N.J., a longtime Ford industrial engine distributor, as the engine assembly location for its emission-certified products.

Beginning January 1, 2004, EPA certification will be required for all covered engines manufactured or sold after that date. Non-road large spark-ignited (LSI) engines over 19 kW, including marine auxiliary engines, are covered under the EPA regulations. All manufacturers/sellers of the affected engines will be required to apply for certification and will be issued a certificate and statement of compliance before any engine is sold, offered for sale, or introduced into commerce.

The Ford 1.6L, 2.5L and 4.2L engines previously received emission certification from the California Air Resource Board (ARB) for all fuels in 2003. Testing is ongoing to certify that these engines will meet EPA requirements taking effect January 1, 2004.

Ford Motor Company will be the Manufacturer of Record and will hold emissions certificates for the 2004 model year, a key distinction compared to other large spark-ignited (LSI) engine manufacturers.

Ford Power Products elected to have one central location handle the emissions assembly of their certified products. This decision offers standardization and economy to the process, as well as the value-added experience of Engine Distributors, Inc.

EDI is headquartered in a new 44,000-square-foot facility in Blackwood, N.J. The facility is designed to assemble certified engine packages for all markets. EDI employs a staff of 38 at four locations on the East Coast.

Functions that EDI will perform include assembling the engine to a certifiable level (as described in the approved bill of material), conduct a running test on each engine to assure proper function and apply the appropriate emissions labels. Proper labeling of the engine is required to comply with the government regulations and provides a method of tracking the engine throughout its life.

FPP expects EDI to begin emissionized engine builds in November 2003. This arrangement will ensure delivery of emission-certified Ford LSI engines to meet EPA and CARB regulations taking effect in January 2004.
Known as the National Arborist Association since 1938, we’ve recently changed our name to the Tree Care Industry Association (TCIA). But our mission remains the same: to advance tree care businesses.

We’re still dedicated to providing our members with easy access to the business management expertise they need to succeed, including marketing, finance, estimating, sales, accounting and human resources. We keep our members informed about the latest innovations in tree care safety, equipment, technology and techniques. We continue to add each TCIA member company to our comprehensive new business referral list. And our members contribute their voice to our lobbying efforts in seeking fair and beneficial governmental regulations and legislation.

If you like the sound of our new voice and the strength of our familiar face, then call 1-800-733-2622 or go to the Web at www.treecareindustry.org to learn more about the benefits of joining TCIA.
Tools Abound for Forestry Work

By Ken Kelley

This is the second in a series of reports on current offerings in powered equipment for forestry work. The first article reviewed truck-mounted equipment. This article covers other powered machines in wide use.

Those who need power equipment for forestry work can choose from tools ranging from flexible knuckleboom loaders made by international manufacturers to many basic devices, often designed for specific needs in the area in which they are produced. Obviously, there are considerable variations in the prices charged for these tools.

Grapples are common features of many new forestry tools. These grapples, often hydraulically powered, regularly used to pick up large logs, often several at once. Grapple-armed loaders include Swinger articulated loaders, which carry logs and preserve terrain with articulated steering and axle oscillation. With auxiliary hydraulics and ample power (up to 80 hp John Deere diesel), they can be fitted with a variety of grapple models.

Another manufacturer is the U.S. unit of the Swedish car and truck company, Volvo, whose parent firm traces its history back to 1832. Volvo turns out forestry units in an operation based in Asheville, N.C. Many of the recently introduced forestry tools from major producers are wheel loaders fitted with grapple lifting devices.

A current line leader at Volvo is the L-180-E High Lift wheel loader with a working load capacity of 19,000 pounds, and grapple capacity over 34 square feet with grapples that can lift to a height of 18 feet under a hanging load. E series loaders are said by Volvo to benefit from 15-to-20-percent gains in drive-train efficiency due to balanced in-house development of their components.

Deere & Company also makes loaders. Mr. John Deere, a New England blacksmith who incorporated the company in 1868, is credited with developing the farm plows that enabled the American Midwest to bloom as one of the world’s leading food-producing regions. The John Deere lineup of grapple machines is paced by the model 535 knuckleboom which can lift loads of as much as 37,200 pounds to a height of 10 feet. Weight limits go down as the height goes up.

Other key points reported for Deere machines include plans to make cabs “for which operator friendly is an understatement” and the company’s parts promise, which states that any machine-down part that can be installed in two hours will be in stock at the customer’s dealership or will be delivered free the next day.

Developing names for the wide variety of forestry tools made around the world is almost a business in itself.
VersaHANDLER Telescopic Tool Carriers are the basic power units in the Bobcat line.

Produced by many companies in the varied locations where they are needed are: delimiters, whole-tree processors, log skidders, trash bunchers, saw-mill-yard loaders and forestry tractors (some on wheels and others on tracks). Many tractors are fitted with saws on the front.

One of the world’s longest lines of forestry machines and related tools is Bobcat, supplied to worldwide markets by an Ingersoll Rand company. Headquartered in West Fargo, N.D., the firm’s work in this market goes back to the years just after World War II. Bobcat offerings start with two basic VersaHandler Telescopic Tool Carrier machines that are diesel-powered and have lift capacities of 5,500 and 6,500 pounds and lift height limits of 18 and 23 feet. Specialized variations take off from those points.

The range of work that specialized variations of Bobcats can handle is widened by the many devices which can be added to do such jobs as moving loads of materials, clearing snow, removing wastes, and cutting out tree stumps. Special traits from the Bobcat engineers boost the machines’ abilities. For instance, four-wheel steering helps on high-speed road travel and eases operation in tight quarters, and crab steering smooths side-to-side positioning. Bobcat features that please those who operate the machines include enclosed cabs with heating and air conditioning.

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Agrichem America, the U.S. operating division of Agrichem Mfg. Ind. Pty. Ltd of Australia, has received U.S. EPA and California EPA/DPR approval of Agri-Fos® Systemic Fungicide and Pentra-Bark®, bark penetrating surfactant for the control of “Sudden Oak Death,” Phytophthora ramorum and other phytophthora ssp. Agri-Fos controls SOD through injection and with the revolutionary new non-invasive concept of “Basal Bark Application” with the patent applied for Pentra-Bark Surfactant. Agri-Fos is registered in 30 different countries for control of Pythium, Phytophthora, and Downey Mildew on 90+ different crops around the world.

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Neolite
“Wow is that bright” was among initial reactions to this new product. A professional construction and a super visible rope defines our new “Neolite.” The Neolite is a tight 16-Strand Premium Polyester rope. The forestry and logging professionals have engineered the “Neolite” and our “Forestry Pro.” The “Forestry Pro” is the best choice for a 12-Strand guru or an economical climber who demands excellent performance. The average strength of All Gear’s “Neolite” is 8,100 lbs. and the average strength of the “Forestry Pro” is 7,300 lbs.

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American Arborist Supplies will showcase its newest 100+ page full color catalog, along with many of the products in the catalog. The company will also announce the addition of a new shopping cart feature to its website. Now, arborists can order the best arborist supplies at the most reasonable prices by logging on to the company’s website or by telephone to place their order with a friendly, knowledgeable staff member. Most orders shipped the same day.

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Fax Blast Module
Arborscape Pro introduces a new Fax Blast module that automatically faxes promotions, form letters, and newsletters. Part of Arborscape Pro, the best Tree and Green Care Industry Customer Management Software. Customers are tracked at a glance from Estimates to Invoices to Future Callbacks. Create, Edit and Link Worksite Plans and Maps. Includes Integrated Scheduling, Phone Logging, Work-Crew Planning, Callback Tracking and more. QuickBooks Integration avoids double data entry and enables Cost and Profit Tracking. Easy-to-use Customized Estimates, Work Orders, Invoices and Reports. Link Laptops, Tablets or Handhelds.
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**Chipper Power Unit**

A new chipper power unit from Engine Power Source eliminates problems such as overheating, throttle slippage and difficult maintenance. The unique housing keeps chips away from the radiator and engine compartment, resulting in cooler operation and reduced combustion risk. The locking rod action throttle eliminates cables, and the easy access air cleaner and other features simplify service. Power is supplied by Kubota’s V3300T 88HP diesel engine. Engine Power Source supplies industrial engines and engine powered products.

**Bug Barrier Top Wrap**

Envirometrics Systems introduces an enhancement for its BugBarrier Tree Band. The BugBarrier Tree Wrap is a 5" green plastic cling-style wrap that can be installed above the band to provide gypsy moth larvae with a ramp so they can crawl down the tree. The new wrap also protects the band against squirrels and other inquisitive mammals. The wrap is being introduced just as bands are being installed to trap fall cankerworm adult females.

**CEU Compendia**

The CEU compendium is designed to further your arboriculture education, whether you’re in search of a review, or looking to strengthen your knowledge by reading these collected articles for the first time. Each is a compilation of previously published CEU articles from 1993-present. They have been sorted into seven categories and can be purchased separately or as a set. Even if you’ve read an article and earned credits on it in the past, you can still submit answers for more credit (questions have been revamped).
Double Lock Telescoping Poles
Jameson, the leader in fiberglass poles, presents Double Lock Telescoping Poles for professional tree trimmers. Models include our heavy-duty side-cut pruner, pole saw head or a combination pruner and pole saw head. Eliminating the need for multiple poles, they are available in lengths of 6’ to 12’ and 7’ to 14’ for maximum versatility. Our lightweight fiberglass poles will not kink like aluminum and feature dual locks to ensure poles will not collapse.

Chrome Plated Mitts & Merrill Brush Chipper Knives
These chrome knives keep their edge longer than ordinary steel knives. Especially good where palm trees or regular trees have been exposed to sand and grit. $25.00 each (for Mitts & Merrill only).

Chrome Plated Mitts & Merrill Brush Chipper Knives

MultiBagger
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TCI Expo Booth #: 124

**G3100**

RedMax's new chain saw combines everything an arborist wants - high power, light weight and low cost. The new G3100, which weighs just 7.8 pounds, is powered by RedMax's 30.1 cc engine with its dust-free air intake system. The saw will be offered with a 12" bar at an introductory price of $199.99. That's a $40 savings over list price. A 14" bar is also available. The G3100 is built with RedMax's ruggedness and carries a one year commercial warranty. To check out the G3100 and all RedMax products, visit booth 124 at TCI Expo.

Sherrill Arborist Supply
TCI Expo Booth #: 1220

**Sherrill Line Tamer**

Brought to us by tree-buddy Eddie Bingle, this battery-operated, line-winding device shuttles 200 feet of throwline from one location to another in just 15 seconds! That's right, from scattered across the ground to inside something as small as a soda bottle in less time than it normally takes to decide who gets the task. This specially modified line-stripping device now works on cordage up to 2.2 mm, including Sherrill's Rhino Line and Zing-it.

Tree Management Systems, Inc.
TCI Expo Booth #: 1605

**PhoneCenter Software**

With this software you'll never forget to call a customer back or lose another phone message! The program uses Caller ID to organize all incoming phone messages and appointments. The appointment scheduler has drag and drop functionality with day, week and month views. Print or email organized reports for each employee or salesperson. Interfaces with MS MapPoint to route all your appointments, and with QuickBooks to eliminate double entry of customer information.

Sandvik
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Sudden oak death disease has killed tens of thousands of tanoaks and true oaks in California and Oregon. Besides oaks and tanoaks, 20 additional species from 12 plant families – including nearly all woody plant species in mixed evergreen and redwood forests from central California to southern Oregon – are now known to be potential hosts. Many other plants have been found to be susceptible to infection under laboratory conditions. The pathogen responsible for the epidemic, *Phytophthora ramorum*, is a fungus of apparently exotic origins.

The disease reached epidemic proportions along the central California coast in the years following its discovery a decade ago, with the most susceptible species being tanoak, coast live oak, California black oak and Shreve’s oak. Coast live oak and California black oak have shown some natural resistance, reflecting the tremendous genetic variability in those species, but in the case of tanoak, there doesn’t appear to be very much natural immunity.

*P. ramorum* infections are of two types: lethal branch or stem infections, and non-lethal foliar and twig infections. The disease frequently causes large cankers on oaks and tanoaks. Although the disease is called “sudden oak death,” the time for a tree to succumb may actually range from several months to several years. Infected trees are also susceptible to attack by opportunistic organisms, including ambrosia beetles, bark beetles and *Hypoxylon thouarsianum* (a sapwood rotting fungus), all of which may hasten the tree’s death.

**Strains**

*P. ramorum* was found in 1993 in ornamental rhododendron and viburnum gardens and nurseries in Germany and the Netherlands. Since then it has shown up in the U.S., Spain, Portugal, France, Poland, the UK, Italy, Sweden and Belgium. Unlike the United States, however, no native plants in any of the European counties have been found to be infected.

All European isolates of *P. ramorum* have been found to be of the A1 mating type, whereas most North American isolates are of the A2 type, suggesting the pathogen may not have originally been exchanged between the two continents. Stopping the exchange of potentially infected plants between Europe and the United States is seen as critical in preventing the two mating types from combining, and thereby increasing genetic variability.

Nevertheless, the European strain of *P. ramorum* has shown up on horticultural nursery stock in Oregon, Washington and British Columbia. Currently the United States, EU, Canada, Korea, Australia, New Zealand and Czechoslovakia restrict the transport of material from plant species known to be susceptible to the disease.

Western starflower (*Trientalis latifolia*) was the first herbaceous plant found to be infected, according to Matteo Garbelotto at the University of California-Berkeley.

**Bay laurel**

Evidence suggests the epidemic among California oaks and tanoaks has been driven by non-lethal infections in other host plant species, not by the oaks themselves. Studies have found, for example, a clear link between the presence of California bay laurels (*Umbellularia californica*) and *P. ramorum* infections on California oaks. According to plant pathologist Ted Swiecki of Phytosphere Research of Vacaville, Calif., “There’s a high rate of infection risk for oaks associated with bay around a given oak. This suggests the spores produced on the bay are a major source of spores that infect the oaks. The other hosts probably do not produce as
much inoculum as the bays.” The disease appears to be mainly a non-lethal leaf pathogen with very little stem infection in the bays.

Northern California arborist Ken Bovero, with Marin County Arborists, is believed to have been the first person to identify *P. ramorum* as a new pathogen. He says the presence of the bays under and above the oak canopies creates ideal conditions for spreading the disease. “The inoculum collects on the sooty mildew on the bay laurel leaves,” he notes. “Sooty mildew is very, very sticky. The spores blowing in the air stick to it, so thousands of spores build up on the leaves. As soon as it rains, all of these spores come washing down in droplets onto the oak tree.”

But the link to bays may not hold in Oregon, where tanoaks themselves are believed to be the primary vectors. Associate Professor David Rizzo of the University of California-Davis, explains that “part of the reason for the difference may be that there simply is not much bay laurel in the areas where *P. ramorum* is currently found in Oregon. Another possibility is that the populations of bay in Oregon are more resistant.”

**Environment**

Environmental conditions are known to play a major role in the spread of the disease. Most sites where the pathogen has been found in the US are within 20 miles of the Pacific coastline or San Francisco Bay.

“Spread and infection are tied to rainfall,” observes Rizzo. “The mid-1990s were very wet – especially 1998. In contrast, 2001 and 2002 were quite dry – particularly during the spring months. However, the spring of 2003 was fairly wet again and we detected high levels of sporulation of the pathogen, much higher than in 2001 and 2002.”

Garbelotto adds that the number of propagules found this year is 10 to 100 times greater than in recent years.

**Fire suppression**

Many fire ecologists believe that the artificial suppression of fire in California’s woodlands over the past 100 years has left California forests unnaturally dense and consequently more vulnerable to disease. Carol Rice, who currently works with the State of California in developing prescribed fire management plans for the state’s parks, points to a study that found that the median time between fires in presettlement times was two to eight years.

Fire ecologist Ray Moritz, who is on the executive committee and board of directors of the California Oak Mortality Task Force...
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Force, notes that the bay laurel stands would never have reached their current height and density if fires had not been suppressed. "With periodic fires, the occurrence of bay laurels in plant community types would be far less than they are today. And they would have an intermediate or lower stand in the forest structure," he says.

Rizzo disagrees. "Forest density does not seem to correlate with the presence of the disease. In fact, more open forests may be more susceptible to invasion. The relationship of fire and P ramorum is quite complicated and more work is needed before any clear answers will emerge. All in all, I think fire suppression policies need to be discussed regardless of whether P. ramorum had ever shown up."

Management

Management of sudden oak death disease ranges from protecting individual trees to preventing its spread to other geographic areas. Various chemical compounds are being tested to protect high-value, individual oak trees.

Garbelotto, who has been running trials on chemical treatments, reports there are two promising treatments. In vitro laboratory studies have shown the pathogen to be very sensitive to copper-containing compounds, and some arborists have coated infected trees with copper compounds. "It's a bit of a short-term approach," he says, "but we have used it in an uncontrolled way at Berkeley. Since we started using it, things did not escalate."

The second treatment – involving injection of a phosphite compound – is completely different because it's a long-term approach that provides resistance against phytophthora infection. "It's more durable and is systemically translocated throughout the plant," explains Garbelotto. "If you know how to apply it, the plant will do the job for you and make sure it goes where it needs to be. It's a much stronger approach than the other one."

Bovero, who has used the treatment in the field, explains the technique: "Phosphite is by far the most promising product as far as I can tell. You drill into the root flare of the tree. It's like giving the tree an injection. Then you attach a small bottle with the phosphite solution in it. You apply pressure and inject the solution into the vascular system. It's taken up by the tree's translocation of fluids."

"I've been using this product as a fertilizer for about two years, applying it through a trunk injection. I've seen trees riddled with bleeding cankers, with the bark dried up and cracked, and the vascular tissue in the area completely dead. Two years later, the trees show no additional signs of bleeding and have calloused over incredibly well."

Garbelotto is also optimistic, though a little more cautious, about the phosphite treatment. "We think there is a lot of value in it. The key will be using it when it is really necessary. The treatment has to be a preventative or during the early stages of infection. It's a cure only if the infection has occurred quite recently," he cautions.

There does not appear to be any treatment for wildland trees, however. Injected phosphite cannot be used there because of the expense and the difficulty of applying the compound. Phosphite compounds have been applied aerially in Australia, but that's probably not an option here. Garbelotto tested overhead phosphite spraying with coast live oak and tanoak on a small scale and found that it did not work. There was probably a problem with absorption. The active ingredient works, but the application type did not work.

Eradication

Researchers in Oregon have attempted a slash and burn eradication program to eliminate the infection among the tanoaks there. Even if local eradication was not achieved, it was hoped that the approach would at least halt the spread to new locations in the state. But the project was reportedly less than a total success.

Researchers cordoned off an area, looked for all symptomatic trees, and clear-cut and burned. They then found additional infected trees beyond the perimeter. The also found re-infection of sprouts coming up from the tanoaks. Within the burned area, there were infections. It was not a panacea.

Garbelotto also thinks eradication in Oregon unlikely. "There is no doubt they are slowing down the progress of the disease. But for this effort to work from a regulatory perspective, they need to use the word eradication. So they need to convince or at least tell people they have eradicated it. They know they won't be able to eliminate it, but as long as it doesn't move out of those areas, it is basically considered eradicated. Scientifically speaking, I think it's impossible to eliminate. I think they're going to have it forever."
Containment

In most areas of California the disease is too widespread to be eliminated, so the issue has become containment. In logging areas on the Pacific coast, for example, forest management plans include quarantine inspections, and washing vehicles in work areas to prevent movement of infested soil.

Regulating transport of plant material has become a top priority for Jonathan M. Jones, manager of the USDA's National Phytophthora ramorum Program.

"When we established our regulation in February 2002, we recognized the problems associated with nurseries, despite some claims that it wasn't a problem in this country like it was in Europe," he says. "We restricted the movement of host plants out of the nurseries and made sure they were healthy if they did move. We regulated wood and bark. Bay laurels collected for spices and for wreaths were regulated so that the disease did not move or was treated if it did move. We have a broad-based regulation in place. It addresses what we consider the risks to be. We've put those same restrictions on material moving out of Europe to the United States."

Jones takes pains to point out that his office is pursuing a policy of containment—not eradication—in California. Given the USDA's constraints on resources, money, staff and personnel, he does not foresee any possibility of the program in the state being escalated to the level of eradication.

According to plant pathologist and phytophthora expert Olaf Ribeiro, owner of Ribeiro Plant Labs, Inc., in Seattle, 290 camelia plants believed to be infected with P. ramorum recently made their way from a California nursery outside the designated quarantine area to an Oregon retail nursery, where they were sold. Since the Oregon nursery did not keep track of who bought the plants, authorities are having trouble tracking them down. Says Ribeiro, "Quarantines may slow the spread of the pathogen but will not stop it from progressing into new areas."

The USDA is currently conducting a national survey off 1,100 nurseries and forested areas to locate additional sites of infection. But, says Jones, "we can't look at every nursery, everybody's yard and every forest, and say it's not there."

Additional Resources

The California Oak Mortality Task Force (COMTF) brings together public agencies, nonprofit organizations and private interests to address the issue of elevated levels of oak mortality. The information contained on this Web site is constantly updated to provide the user with the most current data available. Go to http://nature.berkeley.edu/comtf/index.html

How to recognize symptoms of diseases caused by Phytophthora ramorum

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TREEX CARE INDUSTRY - OCTOBER 2003
Community Forestry Is Good Business

By Lana Robinson

The country's urban forest trees deserve and require proper management to achieve the maximum environmental benefit. Some communities are fortunate enough to have a municipal arborist on staff and a professional forestry program. Others, however, rely on citizen volunteers and local arborists working. Arborists rooted in community forestry programs find common ground with local citizens and enjoy the fruits of their labor in myriad ways.

Steve Mouser, president of Arborilogical Services, Inc., with locations in Dallas and Fort Worth, Texas, says, “The bottom line to us here is community forestry encourages people to see what they have around them as a forest. I liken it to being in an airplane overhead. You look down at your city and what do you see? Most people will say, ‘a whole lot of trees.' Collectively, the healthier the urban forest, the healthier it is for air quality and the environment.

“The more people are in involved community forestry, the more they appreciate trees. They look at them in a little different light. In doing so, that bodes well for anybody in forestry or in the tree care business. The more they care, and understand, the better.”

Jim Clark, consultant for HortScience, Inc., in Pleasanton, Calif., agrees.

“Didn’t someone once say that there’s no such thing as bad publicity? If that’s the case, then the biggest benefit of community forestry programs - reaching out to non-profit organizations and individual citizens - is to raise awareness of trees and tree care,” says Clark. “In my view, the more people talk about trees and express concern about them, the better it is for our businesses.”

Both men note good reasons to suggest that positive things follow civic-minded arborists willing to branch out in their respective communities. By serving in leadership roles, arborists can help shape public sentiment and the direction in which local programs develop.

Steve Houser, president of Arborilogical Services, Inc., gets the next generation exited about trees and proper tree care.

Sound science, activism achieve balance

Houser has been actively involved in community forestry programs in the Dallas area since founding Arborilogical Services, Inc. 1981 with his friend and vice president, Kevin Bassett. The firm has a staff made up of past and present officers of the Texas Urban Forestry Council, the Texas I.S.A. Chapter, and Trinity Blacklands Urban Forestry Council. The company is a member of Tree Care Industry Association (formerly the NAA).

“Our involvement in a lot of different activities has a profound effect on the public’s viewpoint. Oak wilt is a good example. We helped track the disease with the Texas Forest Service. We have offered talks to homeowner groups, along with a forest service representative, to educate them about oak wilt,” says Houser. ASI has earned many awards for providing pro-bono care for trees.

Houser often strikes a balance between good science and the activist side of tree issues. As a founding member and past president of the Dallas Historic Tree Coalition (DHTC), he understands the emotions that often come into play. He recalls an instance in which he had worked very hard to preserve some 40 bur oaks - about 30 inches in diameter each - for a hospital that was constructing a daycare center. Eight years later, the hospital management changed, and Houser received a letter seeking
an estimate to cut them all down for further building expansion.

"It came down to a choice," he says. "I knew I could lose my biggest account or cave in. I stood up for the trees. I lost the job, but I was able to save two-thirds of them. That's what started the Coalition, a group devoted to the preservation of trees. We stand up for trees all the time."

Texas Tree Trails – an effort to find, recognize, measure, photograph and gather data on all significant trees in or near the Dallas-Fort Worth area – is another local initiative Houser helped establish. One of the group's objectives is to showcase the importance of these botanical, historical and cultural treasures through online "virtual tours" and publications. They also hope to recruit sponsors to adopt and care for the trees. Ultimately, project leaders hope to expand the program to cities statewide. To that end, the Texas legislature ordained a new license plate which costs $30, with $22 of that going to state and urban forestry projects.

"The license plate has a tree on it and says 'Stand tall for Texas Trees.' Singer/Songwriter Don Henley (of Eagles fame) is a friend of mine and helped me start it. He's serving on the board and has agreed to be the pitch man for the license plate," says Houser.

As a Master Gardener, Houser volunteers at a Farm Day event each year, aimed at fourth grade children.

"Educating fourth graders about trees does a lot for me. Last year, we had 5,000 kids and more than 300 teachers attend over a three-day period. I would have 100 to 150 at a time for a 10-minute talk. I made up a big board that tells the nice things trees do for us. I don't stand up and preach. I get up and ask a question. 'Is taking down a tree good or bad?' Then I educate them why. 'Is fire good or bad?' Then you educate them about a forest, and then we talk about tree farms, where trees are actually grown for wood later. It's amazing what they retain," Houser observes.

ASI also sponsors tree climbing events to promote the love of trees. Last year, Dallas Mayor Laura Miller was among the enthusiastic climbers.

"I love what I do," says Houser. "It's far outside what this company does. A lot of what I do has the potential to raise hundreds of thousands of dollars. People I work with understand that a good portion of our resources and profitability are spent on things like this."

Tree ordinances drive demand for consulting

HortScience's Clark says the involvement of non-professionals through volunteer tree plantings, Arbor Day programs, Christmas tree recycling, and similar activities leads to elevated education and awareness.

"This in turn increases the demand for proper tree selection, care and maintenance," Clark suggests. "Community involvement increases demand for trained professionals."

That connection between awareness and community implementation of tree ordinances has increased demand for arboricultural consulting.

"Indeed, I think we can argue that tree ordinances are one of the driving forces behind the growth of arboricultural consulting. In California, ordinances came about not because arborists wanted them..."
but because the public and elected leaders demanded them,” says Clark.

Relationships between HortScience and many local community groups continue to grow and provide opportunities.

“In Redwood City, our firm helped the town craft a new policy for managing tree-pavement conflicts. This was the direct result of citizens expressing concern over tree removal. In San Francisco, we worked with the Friends of the Urban Forest to assess the state of the city’s urban forest,” Clark reports.

Several different types of grants are available for community forestry.

“In my experience, however, most community forestry grants are too small to involve professionals,” notes Clark.

Still, they play a role in some communities. Municipal challenge grants, ranging from $1,000 to $5000, are geared to projects in public spaces and rights-of-way; aimed at supporting municipal tree inventories, tree planting, and tree care; and available to municipalities or municipal tree commissions for the planting of trees in public places (streets, parks, and other public lands such as municipal parking lots, riparian areas, roadside gateways).

Maintenance Grants requiring a cash match are available to aid municipalities in implementing a tree care program for street trees and trees in public rights-of-ways and for pruning and tree care. In order to obtain the funds, the municipality must have an official tree body and a current inventory. All tree work must adhere to ANSI - A300 Tree Care Standards and ANSI-Z133 Safety Standards for Tree Work. The grants do not fund removals.

State forestry agencies are responsible for many funding/grant programs implemented at local levels.

Memorial park pays tribute to 9/11 victims

Cincinnati and surrounding suburbs are situated in what was once a dense forest. Today, the area’s forest cover has largely been replaced by croplands, pastures, lawns, buildings, roads, and parking lots. Therefore, interest in preserving the area’s remaining natural ecosystems – including those precious trees that remain – is strong. One such area is the village of Green Hills.

“It’s a historical village, a greenbelt village, one of three created by Eleanor Roosevelt’s influence,” says Tim Back, owner of Back Tree Service in nearby Forest Park. “Green Hills is completely surrounded by trees. It’s the only one of those left. The others were interrupted by commercial development. I’ve been in the only tree service since 1989 taking care of all their trees.”

Back and his staff of 20 have demonstrated their commitment to community forestry in numerous ways over the past decade, with activities intensifying in the past five years. One of his most memorable and meaningful projects was working with the City of Forest Park to create a memorial honoring those who died in the terrorists attack of Sept. 11, 2001.

“We planted a grove of symbolic trees – two bald cypress, representing the Twin Towers, five lilacs, representative of the Pentagon, and one ash, which represents all the lost lives,” says Back. “I donated the trees and put the effort into that along with others. In the center is a tall, one-ton granite black monument with some real sobering words engraved on it. That monument, down at the bottom, says ‘Thank you to Tim Back.’ That really means a lot to me and my people.”

A patriotic guy, Back is the proud owner of a 200-year old chinquapin oak with an American Flag carved into it, which he frequently exhibits in parades or displays to tout trees.

“I took it to the Cincinnati Convention Center during the Home and Garden Show. We charged $5 a climb at my display and raised $800. The proceeds benefited the Arbor Fund Trust. Some people from the Cincinnati Zoo saw the display and wanted me to come to the zoo. On Arbor Day, we used the American Flag tree in our own parade float. We had 18 trucks with American flags on every one – a half-mile convoy going 45 miles per hour. And we had a sign on the Flag tree that said ‘Plant a Tree for Peace.’”

Back is convinced these activities promote more sensitivity toward trees.

“The Ohio Department of Transportation has a beautification program in which ramps for the intersections are landscaped,” he notes. “The City of Forest Park has a lot of trees planted in the corners of their exits, so I’m participating at no cost in caring for them for free.”
“Like many companies, we had been searching for a way to contribute our talents to the clean-up efforts,” recalls Buell. “We wanted to give something back to the community, to the country. We went in with our entire crew from all branches and donated services to improve the trees that had survived the blast. It was an incredible team-building experience. These efforts build a lot of pride internally.”

They also do a lot in the community in terms of spreading good will and gaining respect for the profession.

“We recently did a kids’ climb for Hudson River Foundation,” relates Buell, “an environmental group striving to improve water quality in the Hudson River. Sixteen volunteers spent a Saturday with 300 children.

“We didn’t make any money,” notes Buell. “We didn’t sell anything, but when you have 300 children climb trees, they get connected with trees. They get to talk to the tree care professional, and they gain a little respect for what we do. What’s most amazing is how good children feel when they get involved. It’s worth it all to see the smile on a kid’s face.”

The Foundation uses proceeds from fundraisers to support work on a historic parcel of land in the Hudson River Valley.

“Without the fundraiser, the trees would not receive care,” he says. “The result is an improved urban forest on the property.”

Martha Stewart is also a SavATree client. At her request, SavATree conducted a kids’ climb at a Bar Mitzvah for one of Stewart’s executive producers. And at a subsequent employee party for Stewart, they broke out the crosscut saws.

“They were set up as ornaments, but the next thing you know, it turned into a crosscut saw competition for the entire staff of about 25. It was a pretty neat connection,” says Buell.

Mentoring programs stem from urban forest

Community forestry mentoring programs are also a high priority for The Care of Trees in Chicago.

“One program that comes to mind is called TreeKeepers,” says Scott Jamieson, The Care of Trees president and CEO. “It is a program of the Openlands Project – a non-profit dedicated to preserving open space in the Chicago area. Larry Hall and I were involved from its inception and have now taught well over 500 Chicago citizens about urban tree care.”

The program’s mission is to teach community leaders about tree care so that they can go out into their neighborhoods and protect, promote and care for the trees in their community.

“I’ll never forget a woman in an impoverished neighborhood saying that ‘taking care of trees makes her want to wash her windows and take better care of her own home.’ The 10 years that we have been involved in the program has been personally rewarding as we run into our ‘students’ all over Chicago,” states Jamieson. “It has also benefited our company by giving us exposure and letting potential clients know of our commitment to the Chicago community. We have gotten some business, but most importantly such a program fits one of our company values – community service. If we get work, that is wonderful. If we can give back to our communities and promote proper tree care that is great for all concerned,” he says.

The Care of Trees has also been involved in a City of Chicago program known as Green Corp – a program dedicated to training unemployed people in horticulture to prepare them for careers in the green industry.

The Care of Trees has provided training in arboriculture, tours of their operations and internships for some of the Green Corp trainees. Because the program is slanted more toward landscaping, they have not placed one of the trainees with their company permanently, but they have helped many with their progress.

Once again, Jamieson notes, “we derive no direct work from these efforts. However, they feed the soul of many of us who have participated, since it is very rewarding. Do we look good to the City of Chicago? Perhaps. I hope so, but that is not our main motivator. We do it because it is the right thing to do. It is funny how it works when you do good things; good things come back to you. This seems to hold whether you are talking about an individual or an organization.”

Most importantly, Jamieson says working on community forestry efforts has helped establish his firm as a “stakeholder” in Chicago’s tree care efforts.

“We want to be seen as a friend and an ally to those who are dedicated to caring for Chicago’s urban forest. We want to help make those people successful in their efforts, and being heavily involved helps build that relationship. We care about what is going on when it comes to trees, and it is driven by our corporate and individual values. It is what we are about as a company. It is who we are.”
How to Write Pruning Specifications Using the A300 Standards

By Tim Johnson

Specifications are the written instruments used by the arborist to explain to the client and the crew — in a clear and concise manner — what the expected results will be at the end of the job. Individual job specifications are written utilizing performance standards as a point of departure. TCIA spearheaded the formation of a national committee to develop performance standards for arboriculture in 1991, when it was known as the NAA. The American National Standard for tree care operations—tree, shrub and other woody plant maintenance—standard practices (pruning) (A300 Part 1) 2001. Our industry currently has four published A300 standards: Pruning (ANSI A300 Part 1), Fertilization (ANSI A300 Part 2), Cabling and Bracing (ANSI A300 Part 3), and Lightning Protection Systems (ANSI A300 Part 4). There are three other standards in development: Vegetation Management, Tree Management on Construction Sites, and Transplanting. Part 2—Fertilization is being revised.

ANSI A300 standards are performance standards, not “how to’s.” ISA has created some companion documents called Best Management Practices (BMP’s) that explain how to perform the work in compliance with the standards.

One of the auxiliary goals of the ANSI A300 standards committee was to create a glossary of terms and definitions that will be universally applied. When arborists relocate to another part of the country or move from one company to another, they would still understand tree care specifications and terms. This enhances training and recruitment.

Now let’s look at writing specifications using the ANSI A300 standards.

First and foremost, the entire standard must be read and understood. Remember standards and specifications are two separate animals. Many times I have had bid proposals presented to me stating that they wanted trees pruned to A300 standards — nothing else. What would be the chance of an apple-to-apple bid? Specifications are measurable details to be completed. Performance standards are what job specifications are built with, not boilerplate specifications.

Second, writing clear specifications does not need to be a daunting task. They do not need to be long, just clear. Not each and every standard needs to be mentioned in a specification, yet you need to know what the standards cover so you can utilize the individual ones necessary to meet the objectives of individual jobs.

The following is an example of a specification that was written using the A300 standards. This example is better than saying “Prune to A300 standards” yet it can be made much clearer, and measurable.

Example Spec
Objectives: Reduce risk of limb failure.
Location: Twenty-seven oak trees along Sweet Water Lane from 1600 block to 1800 block.
Type of Pruning: This shall happen by:
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time that thinning with 1/2 cuts.

5. Special considerations: This is where the arborist using his wisdom (experience + knowledge) to manage the trees properly in meeting the objectives.

Let's go back to the example and review it for the above key elements.

Objective: "Reduce risk of limb failure." This statement does not create a clear visual picture of the end result. The tree could be smaller, narrower, etc., who knows. To make it clear, let's say, "Maintain size and screening while reducing potential for failure." This statement automatically assumes that the trees will not be altered aesthetically yet the failure potential will be less after the pruning. Clear expectations.

Location: Twenty-seven oak trees along Sweet Water Lane from 1600 block to 1800 block.

This does not belong in the specification. This belongs at the top of an order under site address and scope of work. Also, do we start at the beginning or at the end of the 1600 block? Everything needs to be clear.

Before I go to 'type of pruning,' let's talk about the words "should," "shall," and "clean."

Should – An advisory statement
The word "should" allows the specifications writer to adjust to one or more of a combination of things, such as condition, goal, species, region, etc. An example would be: "Not more than ¼ should be removed in a season." Well, a tree species that grows rapidly in Hawaii could be thinned more than the same species that grows slowly in Arizona. The specifications would then be a "shall."

Shall – A mandatory statement
This word leaves no room for adjustments. When a specification states, "Crown shall be thinned 30%," it means no more no less. Another example, "All sprouts shall remain in the tree" it means all sprouts remain in the tree.

Clean – The standard defines this as the selective removal of one or more of the following . . . diseased, broken, or dead.

A very important point is the words "one or more" – that allows just the diseased to be removed and not the dead. Many times, tree health management is completed in phases with the ongoing phases based on results of previous phases. "One or more" allows for this.

Also, to keep things simple, teach your crews that 'clean' is always the removal of "non-beneficial" parts and 'thin' is the removal of "beneficial" (excessive) parts.

Back to the example, the next two sections, type of pruning and size & density contain very important details yet they are not presented in short, logical and clear statements.

Let's look at the bulleted list. The first two bullets, "pruning to improve structure" and "reducing the risk of limb failure" are objectives, not a specification. We can remove these statements.

The last part of the second bullet specifies for cleaning. The example reads: "Cleaning the entire crown of each tree by
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<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
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<tr>
<td>BC1000</td>
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<td>BC1220-BC1250</td>
<td>KCH20002</td>
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<td>Double Edge 7-1/4&quot; x 4&quot; x 3/8&quot;</td>
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<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
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<td>Model 90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/32&quot; x 4&quot; x 1/2&quot;</td>
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<td>Model 100XP-250XP</td>
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<tr>
<td>Model 250XP, 254XP after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$26.95</td>
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<tr>
<td>Model 1890 Intimidator</td>
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<td>Model 1290 Drum</td>
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<td>Model 1690 Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
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<td>12&quot; Drum</td>
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<tr>
<td>16&quot; Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
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<td>Drum Style</td>
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removing all undesirable branches greater than one inch.” Please define undesirable branch? The branch I consider undesirable may not be the branch someone else finds undesirable. How can we clarify this? First of all, cleaning is defined in the standard as the selective removal of one or more of the following parts: dead, diseased, or broken branches (non-beneficial parts). So the phrase “removing all undesirable branches” is incorrect and creates an unclear expectation.

Let’s read the example spec again to see if anything else fits under cleaning. Number two under procedures - “dead diseased or broken branches greater than one-inch diameter measured at the base of the branch shall be removed.” Does this mean that diseased and broken branches less than 1” in diameter will not be removed? Again, an unclear statement.

To make this clear, I would say, “clean; remove all broken and diseased branches, and dead branches one inch diameter or greater.” If the size is not included, all dead branches must be removed.

Now look at the third bullet, “reduce the length of long horizontal branches by about five feet.” We all know what a horizontal branch is, but what is a long horizontal branch and how definitive is the word “about”? Do you see how this can be interpreted in many ways? The objective is to reduce risk of limb and branch failure, yet maintain the size. These long horizontal branches, I am assuming, have too much leverage (end weight) and have a potential for failure. If there are no observable weaknesses and we want to retain size of tree, do we want to remove these? (Especially considering the next bullet point.) One way that we could take care of this is by calling for thinning instead of reducing - “thin outer half by 50% one inch plus.” “1 inch” doesn’t mean that you can’t remove a 3/4 inch branch, it just means that it is intended to have most of your cuts one inch or greater. Now, looking further in the procedures section you will see that it calls for “No live branches greater than four-inch diameter shall be removed without authorization from the owner or owner’s agent.” To comply with this we simply add to our spec: “thin outer half by 30% with one-inch to four-inch diameter cuts.”

The next bullet item is. “reducing the length of branches or stems with included bark by five to ten feet.” The original length is not a consideration in this statement, and I do not see how it can’t be. How can we make that clearer? First of all, did they mean branches or limbs or both? Proper identification of parts is extremely important to be clear. When trying to write specs, always refer back to the objectives - “reduce failure potential, yet maintain size and screening”. Included bark causes weak branch attachments and a high potential for failure. So let’s say, “Reduce limbs/branches with weak attachments by no more than 40% of length.” This statement allows the person doing the work to work within a window to choose the best cut, appropriate for each situation.

The last bullet item is “reducing or thinning by 20% any limb that requires cabling.” This one confuses me. All the items previously mentioned - long limbs and weak attachments have already been
feel this is something that could be eliminated completely or included as a special consideration regarding cabling. Therefore, we will take it out of the main part of the specification.

Now let's go through what's left in the procedures section. "Live branches less than one inch in diameter should not be removed from the interior of the crown." Does this mean anything over 1" is removed? "Some branches may need to be removed to allow the arborist in." These are special considerations and can be moved to that section. "Swollen collars, even if they are quite large shall remain on the tree following removal of dead branches." This is already covered in the standards under "Cuts" and doesn't need to be in the spec. If there is some kind of unique problem with the trees related to swollen collars, it could be included as a special consideration. "Pruning cuts need to be in accordance with 300 standards..." - again, this is already covered in the standard and does not have to be in the spec.

Here is the final spec in shorter, clear terms.

Name: Mr. Forrest Stand
Address: 2003 Shady Lane
Scope of work: 27 Oak trees located in the 1600 and 1700 blocks along Sweetwater Lane
Objective: Maintain size and screening while reducing failure potential
All work shall be performed in compliance to the following standards: A300, Z133 and appropriate Federal, State, County and City regulations and to the above spec.

Specifications: Clean - Remove:
- Diseased and broken branches
- Dead branches 1" diameter +
- Thin - outer half by 30% with 1 to 4" diameter cuts
- Reduce-limbs/branches with weak attachments up to 40% of length

Note: If a high potential for failure would remain after reduction, complete removal or support shall be considered.

Special Consideration: Thinning shall not take place in the inner 60% of the crown except where necessary to allow climber access.

Removal of dead limbs and branches shall be in compliance with standard #535, the final cut shall be made just outside the collar of the living tissue.

Now, let's review what we wrote and with very few words yet they will be clear, measurable, and visual. When you have measurable benchmarks to work with, the crew can move throughout the job confidently. Life will be easier and jobs will be more profitable.

If you have any comments regarding the current standards or the ones in development, please contact your association's A300 representative.
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65' Simon-RO Crane, 8 Ton, 1996 Ford L-9000, Diesel, 10 Spd, 195k
Stock #: Brucel $36,500

60' W/H Altec AA-755 Matl Handler on '94 Ford, Flat Bed, Diesel, 5/2, 72k
Stock #: 1085 $34,400

55' W/H Lift All, on 1989 GMC 7000, 4x4, Utility, Diesel, Auto, 112k
Stock #: 1085 $15,300

88' Int'l Chip Truck, 14' Bed, Diesel, 5/2, 128k
Stock #: 1051 $15,500

Self Contained Dumping Trailer, 14', Hauls Debris or Skid Steer, 4 Way Gate
Stock #: 14 $8,400

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Skilled Tree Climber needed with at least 3 yrs. Experience from ornamental pruning to lg. technical removals. Must have a driver license. Certification and crew leadership experience is a plus. Call All Paradise Tree Service (808) 696-5323

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We are looking for reliable, career-seeking climbers/crew leaders with 2 years minimum climbing experience and to supervise 2 to 3 crew members. Must have or be willing to obtain CDL. $16-$20 per hour depending on experience. Medical, dental, paid vacation, retirement plan, profit-sharing, and holidays. Call Pleasant View Tree Service – Aric Marohn, Stillwater, MN. (651) 430-0316.

SavATree/SavALawn, a nationally recognized provider of arboricultural services in the Northeast with 15 branches from MA to VA, is searching for experienced arborists with strong interpersonal skills to manage premier territories in Larchmont and Southampton, NY and Wyckoff, NJ. The ideal candidate will possess an ISA certified license and have 2-4 years of tree care sales experience. Excellent Benefits. Call or email Noel Dubak at (914) 241-4999, x153 or ndubak@savatree.com

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All types and brands of professional climbing and lowering arborist ropes at warehouse prices. Call for current price list. Free shipping. Visa, MC, AX. Small Ad - Big Savings 1-800-637-3203.


John Bean, FMC, 1000 gal SS. Tank w/HH60 pump, 60 GPM powered by Chrysler industrial 6 cyl gas engine, ready to work $6000. OBO Contact Jim (609) 261-9400 or info@delawarevalleysprayservice.com

'96 Ford F800 w/57' Teco bucket/chip box combo $39,900. '97 freightliner w/45' aerial lift rear mount bucket $48,000. '00 GMC 6500 chip truck 14' body $29,000. '95 Rayco RG1672 Hydrastic stump grinder w/new motor $14,500. Call Tree Medics, Mark (504) 488-9115.

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Hand-fed chippers – whole tree chippers – stump grinders – horizontal grinders (models from all major manufacturers) more than 100 units to choose from. For our selection visit: www.banditchippers.com or call us at Bandit Industries, Inc., Remus, MI 49304. Ph: 1-800-952-0178 or (989) 561-2270.

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Tree Care Equipment For Sale

Bucket Trucks


All trucks are currently working & DOT inspected. Reason for selling bought new trucks.

Stump cutters

Vermeer Model 630 Stump Cutter w/rebuilt engine, less than 10 hrs. and new teeth. Vermeer Model 1560 Stump cutter w/65 hp Wisconsin engine, Good condition. For more information, call 1-800-427-4890.

1994 GMC Top Kick, 52,000 mile on chassis, Aerial Lift of Conn, AL 50, 5500 hrs on unit, ArborTech forestry package. Owner operated since new, great shape, asking $45,000 O.B.O. Call (978) 874-1566, leave message.

1997 freightliner w/45' aerial lift rear mount bucket $48,000. '00 GMC 6500 chip truck 14' body $29,000. '95 Rayco RG1672 Hydrastic stump grinder w/new motor $14,500. Call Tree Medics, Mark (504) 488-9115.

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John Bean sprayer 600 gal./80 gal. per min. Complete $4,500. (845) 477-2104.

Alexander Equipment Company

We have a huge selection of used chippers, stump grinders & tub grinders! Call Matt or Steve for details or try our Web site at www.alexequip.com for complete list & pictures. Financing available! We can ship anywhere!

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EQUIPMENT WANTED

Wanted: Bucket truck XT 55 or XT 60/70 Hi-Ranger with diesel and chip box or something similar. New Holland Skidsteer LS 180 59 hours $19,500. Also wanted new model chipper truck, and a 12” to 18” chipper. Call (540) 297-3454.
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Ads running for six consecutive months receive $5/month discount. Pricing based on 250 characters per pricing unit.

Ropes, spikes, log splitters, pole saws, pruners, stump grinder teeth. Best prices available. Secured credit card online ordering. www.abetterarborist.net. Toll free 1-866-455-8733 (Tree)

Florapersonnel, Inc. In our second decade of performing confidential key employee searches for the arboriculture industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential and always free. Florapersonnel, Inc. 1740 Lake Markham Rd., Sanford, FL 32771 Phone: (407) 320-8177. Fax: (407) 320-8083. Website: www.florapersonnel.com. Email: hortsearch@aol.com.

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Local rentals, bucket trucks to 70 feet, stump grinders, chippers, aerial lift parts & service. Rayco parts, Rayco & Wood/Chuck dealer. We rent Rayco Hydra stumpers/Forestry mowers. www.alliedutilityequipment.com. Call 1-800-303-0269.

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That's why it's imperative to have TCIA's Tailgate Safety Program. It's your company's best source for field safety training. The program has been expanded and improved. It now contains 70 sessions covering "workplace scenarios likely to cause harm".

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- Earn 17.5 CEU credits for ISA Arborist Certification.
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Please circle 37 on Reader Service Card
New DVD will assist arborists working on hazard trees

A new product that TCIA plans to release later this fall will help the arborist assess and work with hazard trees.

The origin of the project was a seminar presented at TCI EXPO by Dr. Tom Smiley and Joe Bones of the F.A. Bartlett Tree Expert Company. The message from these two very knowledgeable presenters will be supplemented with video depicting the removal of a very hazardous lightning-struck pine.

“We’re excited about using the DVD medium to deliver this training,” says Peter Gerstenberger, TCIA vice president of safety, compliance & standards. “It combines the visual impact of video training with the interactivity of CD-ROM. We will even have the ability to include downloadable information on the DVD.”

The “Hazard Tree” DVD will be organized into chapters. The viewer will be able to select from a menu to access the “chapters” needed. Training thus becomes interactive, as well as highly tailored to the arborist’s needs.

TCIA is indebted to the significant contributions of the Bartlett Company for authorizing the use of, and supplying, the original presentation; to the crews of Broad Oak Tree & Shrub Care, Milford, NH and Atomic Tree Service, Hudson, NH for planning and executing the pine removal; and the Hartford, for helping to fund the project.
THE WORLD'S LARGEST TREE CARE SHOW!

FOURTEENTH ANNUAL TREE CARE INDUSTRY EXPO

NOVEMBER 13 – 15, 2003 • BALTIMORE, MARYLAND
TCIA, "The Voice of Tree Care" is excited to once again produce the largest, most respected EXPO and seminar series in commercial tree care!

Baltimore Convention Center • Baltimore, Maryland

NOVEMBER 13–15, 2003

NEW TCIA! NEW OPPORTUNITIES!

WHY SHOULD YOU ATTEND?
TCI EXPO offers you two distinctive seminar tracks. One is designed for field personnel and one for management.

EXPERT PRACTITIONER seminar track series offers several sessions yielding ISA CEUs. SMART MANAGER track is customizable to meet your unique business management needs. Find all course details inside and start now defining your individual TCI EXPO seminar education experience!

Take advantage TCI EXPO's "golden opportunity" in educational seminars. If you are attending 5 or more seminars you can BUY GOLD! You SAVE, and those savings are returned to YOUR bottom line.

The show floor provides the best of the industry's new and exciting products and services... presenting leading-edge suppliers to you, their shoppers and buyers!

You don't want to miss this valuable networking opportunity... with ALL the right people coming together at TCI EXPO 2003!

SPECIAL NOTE TO SAVE MORE MONEY
Make your decision now and register before the Early Bird deadline of October 10. You will receive discounts on BOTH trade show admission and educational seminars!

REGISTRATION PROCEDURE
Register online at www.treecareindustry.org or complete a separate registration for each conference attendee.
THE WORLD'S LARGEST TREE CARE SHOW!
WIN ARBORBUCKS!
There will be two drawings each day on the trade show floor for at least $200 in ARBORBUCKS.
ARBORBUCKS can be used the same as cash to make purchases at the show from participating vendors. There is no cost to enter the drawing. Just complete the survey found in your Pocket Program.

Winners must be present to receive ARBORBUCKS cash!

DRAWSING SCHEDULE
Thursday, November 13, 12 noon & 2 pm
Friday, November 14, 12 noon & 2 pm
Saturday, November 15, 11 am & 1 pm

ARBORBUCKS PARTICIPANTS
- Aerial Equipment, LLC
- Agape Design
- Air Spade®/Concept Engineering Group, Inc.
- Altturnams, Inc.
- American Arborist Supplies
- Amerisafe
- ArborSoftWorx
- Arborwear, LLC
- Bandit Industries, Inc.
- Blue Ridge Arborist Supply
- DICA Marketing Co.
- Fehr Bros. Industries, Inc.
- Fresco Arborist Supplies, Inc.
- Growtech, Inc.
- Karl Kuemmerling, Inc.
- LoFiness Specialized Equipment
- Monterey Lawn & Garden Products
- Northeastern Arborist Supply
- Plant Health Care, Inc.
- RedMax/Komatsu Zenoa America
- Sandvik
- Samson Rope Technologies
- Sherrill Arborist Supply
- Tree Management Systems/Arbor Gold Software
- Tree Care Industry Association, Inc.
- Vermeer Manufacturing Company
- Weaver Leather, Inc.
- Yale Cordage, Inc.
- Zenith Cutter Co.

And More – See Final List at Registration!

TREE DEMONSTRATION AREA
Visit the Tree Demonstration Area on the trade show floor for scheduled demonstrations of various arborist skills.
Upon completion of a scheduled demonstration, ISA Certified Arborists will become eligible to receive ISA re-certification credits by filling out a demonstration attendance form.

TWO SPECIAL WORKSHOPS
WEDNESDAY, NOVEMBER 12

REGISTRATION FEE — $95
TCI attendees are invited to participate in either full-day workshop on Wednesday, November 12, 2003. Please use the TCI EXPO registration form to indicate attendance at either of these programs.

Limited enrollment. Early registration is encouraged.

PROFESSIONAL PRACTITIONER WORKSHOP
Morning Session: Using the North American Tree Failure Database
Dr. Jim Clark & Dr. Tom Smiley
9:00 am – 12:00 noon
Room 320, Baltimore Convention Center
Arborists and foresters have a strong interest in understanding tree failures: which species, under what weather conditions, with what defects in structure. Foresters, particularly in the western part of the U.S., have been collecting this information on recreation sites for many years. In California, arborists and researchers from the University of California have assembled a database of almost 4,000 tree failures. Arborists in other parts of the U.S. and Canada have expressed interest in recording tree failure information in their geographic area.

The North American Tree Failure Database (NATFD) is a pilot project created by the USDA Forest Service to create one central library of information on tree failures. The benefit to arborists is a greater knowledge about the who, what, when, and why of tree failures. We will be able to develop better species failure profiles, understand the influence of environmental factors such as rain and snow, and improve our field assessment procedures.

A committee of arborists and foresters has developed a recording form. A Web site has been developed to enter the results of a failure. All that is needed now is for arborists to supply information on tree failures in their area. Tom Smiley and Jim Clark will train participants in the use of the recording form and the Web site.
AFTERNOON SESSION
Innovations in Arboricultural Service  
Dr. Tom Smiley  
1:00 pm – 4:00 pm  
Room 320, Baltimore Convention Center  
Dr. Smiley is one of the lead researchers at the Bartlett Tree Research Laboratory in Charlotte. From this facility comes some of the most ground-breaking research in the applied science of arboriculture. Take away new concepts and techniques to apply in your business.

BUSINESS MANAGERS’ WORKSHOP  
Estimating Workshop for Tree Care/Landscaping Contractors  
Jim Huston, J. R. Huston Enterprises, Inc.  
9:00 am – 12:00 pm  
1:00 pm – 4:00 pm  
Room 318, Baltimore Convention Center  
This full day workshop will assist tree care and landscape contractors and other key staff in how to:  
> Prepare a General & Administrative (G & A) office overhead and field-labor hour budget  
> Calculate labor burden, average wage, and equipment costs  
> Price a lump sum bid  
> Measure, allocate and control G & A office overhead costs  
> Calculate time & materials (T & M) rates  
> Understand the five most common methods of estimating used in the market today  
> And more!  
James Huston is the principal in J. R. Huston Enterprises, Inc. a full service and industry-specific management consulting company, created to serve the needs of landscape and irrigation contractors, vendors and related associations.

REGISTER ONLINE AT: www.treecareindustry.org
7:00 am  REGISTRATION OPENS

8:00 to 9:15 am  OPENING SESSION
TCIA will open this year with a Brand New Theme... a new TCIA... a new TCI EXPO experience for you!! Business owners will be rewarded with an enjoyable presentation and meaningful content. We will be addressing your most critical concerns — building strong, unified TEAMS! You’ve told us your most compelling issues and we’ve listened. We will deliver the substance and you will return from TCI EXPO 2003 to develop a workforce that functions as a proficient, cohesive unit!

9:15 to 9:45 am  TCIA – Today’s Business and a Look Ahead

9:57 am  TRADE SHOW OPENS
Don’t miss a single booth! Wear your walking shoes, because with the expanded trade show floor, there will be a lot of ground to cover. TCI EXPO is the largest tree care trade show in the world. If it will make your business more efficient, competitive, productive or profitable, you’ll find it here.

Plus, we’ve arranged for live demonstrations and plenty of hands-on opportunities with some of the leading names in the arborist industry. Check your show program for times and locations. To keep up with the industry, you won’t want to miss a single demo.

12:00 Noon  ARBORBUCKS DRAWING — Tree Demonstration Area
Be sure to fill out your entry form and you could be the winner of ARBORBUCKS currency. ARBORBUCKS can be used as cash at any of the participating vendor booths. Here’s your chance to win the goods and services you need!

2:00 pm  ARBORBUCKS DRAWING — Tree Demonstration Area
It’s not too late to enter the drawing. You could be the winner!

4:00 pm  TRADE SHOW CLOSES

4:00 to 5:00 pm  The Guiding Principles of Tree Care
Dr. Jim Clark
The presentation will be a mixture of accepted practices, emerging concepts, positive points and challenging issues. Dr. Clark promises a good mix of information, with something for everyone. Clark is a lecturer, author and consultant, as well as a partner in HortScience, a California-based horticultural consulting business.

4:00 to 5:00 pm  When to Call the Landscape/Arborist
Panel: Scott Jamieson, Eric Schultz, Trent Sible, Tom Tolkacz
Magic happens when landscape contractors and arborists work together to bring value to a site for their clients. Nothing is more powerful to a client than experts in their respective fields working together to solve problems and anticipate needs.
Scott Jamieson is president of The Care of Trees, a venerable commercial tree care firm with operations in California, Illinois, Wisconsin and the Northeastern U.S. Erik Schultz is the principal in Schultz Industries, a full-service landscape firm in Denver. Trent Sible is a Project Manager with Moore Landscapes in Chicago. He is an ALCA Certified Landscape Professional (CLP) and Certified Landscape Technician as well as a Certified Arborist. Tom Tolkacz is president of Swingle Tree Company, 70-year-old full-service tree, lawn and landscape care firm in Denver.

6:00 pm  WELCOME RECEPTION — Baltimore Convention Center for all Attendees and Exhibitors • Ballroom I
Complimentary hors d’oeuvres. Catch up with old friends, make new friends, network, ask questions and enjoy an evening of fun with fellow tree care professionals. In partnership with Vermeer Manufacturing
OF EVENTS

12:00 Noon  ARBORBUCKS DRAWING - Tree Demonstration Area
Be sure to fill out your entry form and you could be the winner of ARBORBUCKS currency. ARBORBUCKS can be used as cash at any of the participating vendor booths.

2:00 pm  ARBORBUCKS DRAWING - Tree Demonstration Area
It's not too late to enter the drawing. You could be the winner!

2:00 to 3:00 pm  Business Accreditation: Winning Edge Advantages with Bottom Line Results
Attend this free presentation and panel discussion on TCIA Accreditation and you will get answers to these questions: What is TCIA Accreditation? How can it improve my business? Will I be rewarded for my efforts? This is your opportunity to talk with Accreditation Council members about this exciting new program. TCIA Accreditation will improve your business by helping you to establish best business practices, create a safety culture, and improve production quality through a system of standardization and quality control. Many companies have gone to great lengths - relying on years of experience to do this on their own, but now - through TCIA Accreditation - you can have the "winning edge advantage" through your TCIA membership. TCIA Accreditation is not only a mark of quality for your business, it is a guide that helps you implement improved business management methods with "bottom line results".

4:00 pm  TRADE SHOW CLOSES

4:00 to 5:00 pm  Pest Management Update: Merit & Mites
Dr. Michael Raupp
Merit (imidacloprid) is a popular weapon in the Landscape Pest Manager's arsenal. Dr. Raupp will talk about the relationship of Merit applications to increased mite populations in trees and shrubs in landscapes.

Dr. Michael Raupp is a Professor of Entomology at the University of Maryland.

4:00 to 5:00 pm  Sales & Marketing Strategies that Work
Jeff Stokes
Competitive times require new selling and marketing techniques that bring you the right customers at the right prices. If you want to be the vendor of choice and improve profits in the future, don't miss this important session on building your company image and personal selling skills. In this interactive session taught by a seasoned salesperson, you will learn:

• How to build long-term relationships with clients
• How to achieve higher markups against your direct costs through positioning
• How to build and leverage your company's image
• The 4Ps of marketing and how to use them successfully
• and much more!

5:15 to 6:15 pm  Excellence in Arboriculture - Awards Ceremony
Cap a perfect day at EXPO with an inspirational exhibition of the winning Excellence projects of 2003. This exclusive presentation and display honors commercial arborists and their valuable clients. Join us at this event to congratulate, and be inspired by, your fellow tree care professionals. In partnership with The Hartford

7:30 am  REGISTRATION OPENS
8:00 to 9:00 am  Accidents in Arboriculture: What's Happening, and Why?
Dr. John Ball
EXPO faithfuls may recall that Dr. Ball was with us last year to share some of his preliminary findings from his research on arborist accidents. His research continues, and the results and his analysis is information that every practicing arborist should have.

8:00 to 9:00 am  Power Selling: What Makes a Top Salesperson
Hal Becker
As an internationally known expert on sales and customer service, a best-selling author, and a dynamic and entertaining speaker, Hal Becker has guided some pretty impressive clients - like Disney, IBM, AT&T, and many more - to greater selling success. Becker uses his own experience as the former Number 1 Salesperson for Xerox to teach a 10-step, common sense, back to basics approach to selling.

9:00 am  TRADE SHOW OPENS
This is your last day to see and learn everything you need to keep your business moving. Be sure to take advantage of all TCIA EXPO 2003 has to offer!

9:30 to 10:30 am  Maryland Tree Expert License Law: the Ethics Regulations, and Enforcement Case Studies
Mike Galvin
Maryland is one of the few states in the nation with a tree expert licensing law. The law imposes fairly stringent ethical standards for the betterment of the profession and protection of the consumer. Come hear about how the law works, and how arborists are involved in making it even better.

9:30 to 10:30 am  Managing and Scheduling Work Crews
Tony Bass
After completing his studies in agricultural mechanization at the University of Georgia, Tony Bass started Bass Custom Landscapes which he grew to over 2.5 million dollars in annual sales while working in a county that has a total population of barely 100,000 people. In 1994 the Georgia Junior Chamber of Commerce named Tony one of five Outstanding Young Georgians for his work in building environmental awareness and preservation in Middle Georgia. His company has been featured in over 100 articles in local and national print publications in just the last six years. Since joining Vander Kooi & Associates in 1999, he worked with numerous companies as their personal consultant, and spoken to several leading industry organizations including CLIP, and the Lawn and Landscape School of Management.

In this session, which is geared primarily for owners/operators, team leaders, project managers, and schedulers, Tony focuses on key areas and methods of efficiently and effectively managing one crew to multiple crews, including scheduling, routing, job costing on the job, downtime, planning in advance, and motivation and people management skills.

11:00 am  ARBORBUCKS DRAWING - Tree Demonstration Area
It's not too late too enter the drawing. You could be the winner!

1:00 pm  ARBORBUCKS DRAWING - Tree Demonstration Area
This is your last chance to win! See you in the demo area.

1:00 to 5:00 pm  ISA Certification Exam
To sit for the exam, you must call ISA to pre-register at (217)355-9411. Application and registration fee must be received at ISA 12 working days prior to exam date.

3:00 pm  TCI EXPO 2003 TRADE SHOW CLOSES!
SEE YOU NEXT YEAR IN DETROIT, MICHIGAN! October 28-30, 2004
US AIRWAYS
US Airways has been selected as the primary air carrier. Special discounts have been arranged on your air transportation. Plan ahead and receive an additional 5% discount by ticketing 60 days or more prior to departure. US Airways also offers exclusive negotiated rates for attendees who are unable to meet the restrictions of the promotional round trip fares. Call US Airways' Group and Meeting Reservation Office toll free at 1-877-874-7687 and refer to Gold File No. 30142788.

SOUTHWEST AIRLINES
Southwest Airlines has been selected as the alternate air carrier. Southwest Airlines is offering a 10% discount on most of its already low fares for air travel. You or your travel agent may call Southwest Airlines Group and Meetings reservations at 1-800-433-5368 and reference ID Code D0234. Reservation sales agents are available 7:00 am – 8:00 pm Monday – Friday, or 8:30 am – 5:30 pm Saturday and Sunday, Central Standard Time.

AIRPORT TRANSPORTATION
Ground transportation is available on the baggage claim level. SuperShuttle Transportation Systems provides shuttle service to the downtown hotels. Currently, the cost of a round trip transfer is $18.00. Reservations are not required. Upon arrival at BWI Airport go to the lower level and follow signs to the SuperShuttle desk located between baggage claims 6 and 7. The SuperShuttle counter is open between the hours of 6:00 am and 2:00 am. During other times, please call 1-888-826-2700 to arrange service.

FROM NEW YORK
> Take 95 south to exit #53 (395 south – downtown exit)
> Follow 395 south towards Inner Harbor
> Proceed on 395 south and make a right at the 3rd light which is Pratt Street
> The Convention Center will be on the right

FROM WASHINGTON, DC & ALEXANDRA, VA
> Take 95 south to exit #53 (395 north – downtown exit)
> Follow 395 north towards Inner Harbor
> Proceed on 395 north and make a right at the 3rd light which is Pratt Street
> The Convention Center will be on the right

FROM YORK & HARRISBURG, PA
> 83 south to 695 west
> Proceed on 695 west and take the next 83 south exit
> Follow 83 south to Lombard Street and make a right
> Continue on Lombard Street and make a left onto Hopkins Place.
> Proceed on Hopkins Place (Hopkins Place will convert into Sharp St) and make a left onto Pratt Street
> The Convention Center will be on the right
FROM ANNAPOLIS AND THE EASTERN SHORE
> 97 north (to Baltimore) to 695 west (toward Towson) to 295 north (to Baltimore)
> 295 will turn into Russell Street. Follow Russell Street and make a right onto Pratt Street
> Continue on Pratt Street two (2) blocks and the Convention Center will be on the right

FROM ANNAPOLIS AND THE EASTERN SHORE (ALTERNATE ROUTE)
> 97 north (to Baltimore) to 695 west (toward Towson) to 95 north
> Follow 95 north to exit #53 (395 North – Downtown exit)
> The Convention Center will be on the right

MAP
TO DOWNTOWN BALTIMORE

FINDING A HOTEL ROOM
This year the host hotel for TCI EXPO 2003 is the Baltimore Marriott Inner Harbor located two blocks from the Baltimore Convention Center at 110 South Eutaw Street. Baltimore Marriott Inner Harbor is offering TCI EXPO 2003 attendees a rate of $169 single/double occupancy. This rate will be offered until October 11, 2003. To make your reservation, please call the Baltimore Marriott Inner Harbor direct at (410) 962-0202. Be sure to reference TCI EXPO when making your reservations. Space is limited; be sure to make your reservation early.

Alternative accommodations are available at the Holiday Inn Baltimore Inner Harbor, 301 W. Lombard Street which is one block away from the Baltimore Convention Center. The Holiday Inn Baltimore Inner Harbor will offer TCI EXPO 2003 attendees a rate of $135 single/double occupancy. Reservations must be made by October 17, 2003 in order to guarantee this preferred rate. To reserve your room, please call the hotel direct at (410) 685-3500 and be sure to reference TCI EXPO.

HOTELS
1 Baltimore Marriott Inner Harbor
2 Holiday Inn Inner Harbor

Photos courtesy of The Baltimore Area Convention & Visitors Association.
TCI EXPO BADGES
All TCI EXPO admission badges will be mailed to attendees who register prior to October 17, 2003. Individuals registering after October 17, 2003 must stop by the pre-registration desk located in the Pratt Street Lobby to pick up their admission badge.

SEMINARS
Check the box beside each seminar you wish to attend. Be careful not to pick two seminars scheduled for the same time. Count the total number of seminar hours indicated next to the seminar titles. Record this number in the space marked TOTAL SEMINAR HOURS.

IF YOU ARE ATTENDING 5 OR MORE SEMINARS...
BUY GOLD!
To purchase the GOLD CARD, which will give you unlimited access to all educational sessions and the Trade Show, check the appropriate box on the registration form and enter the correct amount in the TOTAL COST line.

EXHIBIT HALL HOURS
THURSDAY,
NOVEMBER 13, 2003
9:57AM - 4:00PM

FRIDAY,
NOVEMBER 14, 2003
9:00AM - 4:00PM

SATURDAY,
NOVEMBER 15, 2003
9:00AM - 3:00PM

TCI EXPO ONLINE
Register online at www.treecareindustry.org for the world’s largest tree care show. TCIA offers a secure transaction line and confirmation of your registration will be received within minutes.

REGISTRATION
Please photocopy and complete a separate registration for each conference attendee. Register before the Early Bird deadline of October 10 to receive discounts on Trade Show Admission and educational seminars. Registrations received after October 10, 2003 and not complying with the appropriate fees will be billed accordingly. Registration is required to obtain your admission badge. Everyone is required to wear a badge issued by the Tree Care Industry Association to enter the exhibit hall and all seminars. Be sure to pre-register and avoid long lines at the registration area.

PLEASE NOTE
Registrations will be processed but not confirmed until paid in full.

SEMINAR REGISTRATION CANCELLATIONS
All seminar registration cancellations must be received in writing at the Tree Care Industry Association office. Cancellations received on or before October 23, 2003 will receive a full refund less a $25 administrative fee. Fees cannot be refunded after October 23. However you are welcome to send a replacement. No telephone cancellations will be accepted.
1. Registration Form

Name ____________________________
Title ____________________________
Company __________________________
Address __________________________
City ______________________ State ________ Zip __________
Phone ___________________________ Fax ______
E-mail Address _____________________

2. Source Request

How did you hear about TCI EXPO?
☐ TCI EXPO Brochure
☐ TCI Magazine
☐ Arborist News
☐ Other Industry Publication
☐ TCIA Web site
☐ Co-worker/Friend
☐ Other Trade Show
☐ Other __________________________

3. Seminar Selections

THURSDAY, NOVEMBER 13
☐ #1 - 8:00 am Opening Session ........................................... 1 Hour
☐ #2 - 4:00 pm The Guiding Principles of Tree Care ............... 1 Hour
☐ #3 - 4:00 pm When to Call the Arborist/Landscaper ........... 1 Hour

FRIDAY, NOVEMBER 14
☐ #4 - 8:00 am Forces, Physics, Trees & Arborists ................ 1 Hour
☐ #5 - 8:00 am Managing Your Hispanic/Latino Workforce .... 1 Hour
☐ #6 - 9:30 am DOT Driver/Vehicle Compliance .................... 1 Hour
☐ #7 - 9:30 am Effective Leadership Skills ......................... 1 Hour
☐ #8 - 2:00 pm Business Accreditation .......................... 0 Hour
☐ #9 - 4:00 pm Pest Management Update ............................. 1 Hour
☐ #10 - 4:00 pm Sales and Marketing Strategies ................... 1 Hour
☐ #11 - 5:15 pm Excellence in Arboriculture Awards Ceremony 0 Hour

SATURDAY, NOVEMBER 15
☐ #12 - 8:00 am Accidents in Arboriculture: What's Happening and Why? .... 1 Hour
☐ #13 - 8:00 am Power Selling: What Makes a Top Salesperson 1 Hour
☐ #14 - 9:30 am The Maryland Tree Expert License Update .... 1 Hour
☐ #15 - 9:30 am Managing and Scheduling Work Crews .......... 1 Hour

TOTAL SEMINAR HOURS ____________________________

4. Registration Options

☐ Gold Card - Includes all seminar selections and admission to trade show 
   (Wednesday Workshops are not included in Gold Card option)
   BEFORE OCT. 10, 2003 $205
   AFTER OCT. 10, 2003 $250

☐ Individual Seminars multiply cost by number of seminar hours ______ X $ 50 $ 60 $ 0

☐ Trade Show Entrance Only - Free with paid seminars $ 15 $ 25 $ 0

☐ Business Managers' Workshop (lunch not included) - Wednesday, Nov. 12, 2003 $ 95 $105 $ 0

☐ Professional Practitioner Workshop (lunch not included) - Wednesday, Nov. 12, 2003 $ 95 $105 $ 0

TOTAL $ 0

5. Payment Method

☐ Check Enclosed ☐ MasterCard/Visa/AMEX AMOUNT $ __________________

CARD NO. ____________________________ EXP. DATE ____________
NAME ____________________________ SIGNATURE
   (as it appears on your card)

6. TCIA Membership

1. Is your company an TCIA Member Firm? ☐ Yes ☐ No
2. Do you wish to receive TCIA Membership Info? ☐ Yes ☐ No

REGISTER ONLINE AT: www.treecareindustry.org
SATURDAY, NOVEMBER 8, 2003
GREEN INDUSTRY EXPO
TCIA Education Sessions
Cervantes Convention Center at America’s Center
St. Louis, Missouri
MARCH 25 – 27, 2004
TCI EXPO SPRING
Sacramento Convention Center
Sacramento, California
OCTOBER 28 – 30, 2004
TCI EXPO 2004
COBO Conference/Exhibition Center
Detroit, Michigan