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A storm is coming that is likely to bring limbs and trees crashing down on your clients’ property. As a prepared company owner, you pull out the pre-storm checklist to organize for the worst:

- vehicles fully fueled
- extra saw chain on hand
- backup generator in working order
- staff given clear instructions on what to do should power and phone lines go out
- friends from outside the region who can roll crews as subcontractor are alerted
- regular customers are contacted so they have clear expectations of how you will triage work orders
- current costs are looked at, so you are sure storm increases are reflective of real costs and defensible

Is a list of local media contacts on your pre-storm checklist? If not, it should be.

As TCIA recently learned again, a storm emergency is a great time to promote your company, your professionalism and the hazards of do-it-yourself tree work. Just three days before TCI EXPO opened in Hartford last month, a freak Halloween snowstorm hit New York, New Jersey, Pennsylvania and New England with up to 30 inches of snow. Trees still full with leaves and laden with fruit snapped by the tens of thousands. At one point, more than 80 percent of Connecticut was without power. Every media outlet – print, radio and television – was looking for good visuals and quotes on tree care … at least the ones who eventually tired of beating up the utilities for inadequate tree trimming or slow response times.

Suddenly, everyone was talking about trees. What a great opportunity it turned out to be to educate the public about the value of the urban forest, proper pre-storm pruning practices, post-storm restoration pruning, and the need to hire safe, professional companies. It was also a great opportunity to educate the public on the differences between commercial arboriculture, instant tree trimming experts, and unscrupulous vultures who flock to natural disasters.

We took to the media to caution consumers against hiring companies without liability insurance or workers’ comp, paying out-of-town rogues who want cash in advance, and reminded homeowners that regular, yearly maintenance can help cut down on storm disaster damage.

A fall or winter storm is a chance to make some extra money to tide you through the slow season. It’s also your chance to shine with the media. Before a storm, call or email your local newspapers, radio stations and television outlets. Give them your cell phone number and let them know you will be available to answer their questions and have your crews filmed in action. It’s a public relations opportunity you shouldn’t let pass.

A word of caution, however. If you are going to put yourself out there to the media and public as a model company, be sure you act that way when the cameras are rolling. One of the most frustrating outcomes of a storm for TCIA is seeing articles and pictures of tree care companies violating OSHA Z133 standard after another. Usually, the owner will be quoted about the need for professionalism and will stress how well trained and safe his crews are. Alongside that positive message are pictures of his employee leaning out of a bucket and one-handing a chain saw with no safety harness or eye protection.

So when the next storm approaches, be prepared to service your clients. But also be prepared to serve the long-term interests of your company and the industry by educating the media on the benefits of safe, professional tree care.

Mark Garvin
Publisher

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 non-profit 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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DECEMBER

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The first electric Community Tree was lit in 1912.
A CHIPPER WITH A SCREEN?
NOW THAT’S A BANDIT!

CONSISTENT CHIP SIZES.
The Bandit SVC is a different type of drum-style chipper that offers greater knife adjustment to make a specifically sized chip. Using a hadditted knife clamping system coupled with an easy-to-change screen with a variety of hole sizes to match the required chip size, accurate and consistent chip sizes start with the Bandit SVC!

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WHAT CAN IT DO FOR YOU?
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The all-new Bandit SVC will increase the marketability of chips from tree care, logging, and land clearing applications!

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See why more industry professionals trust the Bandit name! Call us today to learn how a screen vacuum chipper could help take your operation to the next level.

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Our storm center opened immediately on April 27, 2011, after a disturbing call alerting us several tornados were running the gauntlet through Alabama, north of Birmingham and from Mississippi toward Tuscaloosa. The word was it was very bad. We at Terry Tree Services South, LLC knew from our contractor that words were not being minced – it was a terrible event, with a city being torn apart and people being killed, and it was unfolding as we spoke. The Alabama state pre-position contract was already in place with our contractor, Phillips and Jordan, with the U.S. Army Corps of Engineers and the word was the contract had been activated. We have been a first tier responder with P and J for many years and were anxious to get going to their assistance.

Our response team consisted of Tim Pope, the company’s owner and COO, a veteran of disaster events for several decades; Will Stehling, the company storm manager and another established disaster veteran – Will spent three years in Louisiana after hurricane Katrina supervising cleanup crews; then there was myself, also a veteran of many storms but not of this ilk. My background was utility line clearance and for many years as a safety professional I would tend to be around tree crews working with utility linemen working on downed power lines. My baptism in storm work Terry Tree-style was in the later part of 2010 when I was working the tornado restoration efforts in Queens and Brooklyn, New York, with the Parks and Recreation department. It was certainly a different type of restoration than running along power lines. My exposure was limited in storm debris hauling. That said, the work shares the same common denominator – it is dangerous.

With all our storm response requests, the Terry Tree office staff changes up their duties and begin the process of alerting our storm responders who are on our books for these severe weather events. Members of this core group of men and women are situated all across the United States and over the years have proven time and time again their dedication and willingness to pick up and assist the nation at a moment’s notice.

The following morning after our initial call I packed my gear and within 12 hours of our notification put the truck into the wind and left for Tuscaloosa.

It was about 15 miles out from Tuscaloosa, Alabama, on Hwy 1-20, that I found myself dodging mattresses strewn across the road and hanging in trees on both sides of the highway. Where did they fall from? They were likely from the national mattress retailer formerly located street side in Tuscaloosa, Alabama, last spring.
at the corner of 15th and McFarland
Boulevard in downtown Tuscaloosa. That
is where it used to be before it was picked
up by 260 mph winds and thrown across
the county. I was not sure what I was driv-
ing into and the tornados in New York six
months earlier were not enough to prepare
me, or anybody for that matter, for the dev-
astation that lay ahead. Trying to compare
the New York City F05 to an F5 … there is
no comparison.

Not a hotel room was to be had in
Tuscaloosa, with thousands of homeown-
ers in that small area suddenly homeless,
so it was a night at the local T/A truck stop
sleeping in the pickup. Going in the café at
the truck stop was a sad experience as it
was filled with homeless families with
nowhere to go. Their children sat sleepily
on chairs or were laying on blankets on the
floors watching the televisions with their
parents at tables, staring blankly into their
coffee cups contemplating their total loss-
es. I quickly ate and went out to the truck
and a boring book that guaranteed sleep.

After a few days of meeting contractor
reps and visiting the local Alabama Power
storm center, we got down to business. We
had in our back pocket 75 bucket trucks
made available to Terry Tree South by one
of our national tree company partners that
rallies with us on such storms. I set out to
find work for them. Since there were no
trees, no power poles or power lines stand-
ing, it was a moot point attempting to sell
them, but I tried. The Alabama Power con-
tracted line clearance tree trimming crews
were themselves sitting idle at the storm
staging area by the dozens, as there was
nothing they could do, not until some of the
debris was removed and new lines were
being strung.

At this point, only 24 hours after the tor-
nado touched down, it was very clear the
infrastructure of Tuscaloosa was totally
down and out for the time being.

The entire Terry Tree South team arrived
and was in place in Tuscaloosa 28 hours
after the event and, after several pre-hazard
meetings with our contractor and the U.S.
Army Corps of Engineers (USACOE), we
got underway with the debris removal
trucks check-in and inspection area. Our
teams of storm responders were beginning
to arrive in groups of five to 10. In fact we
were first on the scene in Tuscaloosa and
had the first debris trucks rolling out into
the destroyed city. Eventually we had more
than 125 self-loaders running around
Tuscaloosa picking up everything from
construction debris to broken trees and
vegetation. As I write this quick brief in the
autumn of 2011 we are still operating the
ROE (Right of Entry) and ROW (Right of
Way) cleanup works.

To add to our workload Joplin, Missouri,
was struck by a severely slow moving F5
tornado a couple of weeks later, May 21,
which saw us mobilize yet another group
of storm responders and bringing our combined responder trucks to nearly 300. The summer of 2011 was one for the record books with a record setting number of tornadoes and fatalities as a result. Again the truck was put into the wind toward Joplin to meet Tim Pope, who was already there.

In our position this year alone as a first tier disaster response company we have been to Tuscaloosa, Alabama; Joplin, Missouri; New York City; Central and Upstate New York; Norfolk, Virginia; Portsmouth, Virginia; and Minot, North Dakota, and all the time keeping our regular customer base happy.

At any Federal disaster or major weather event the staging area is the focal point as it is the portal into the worksites and the storms aftermath. Whether a force of manual laborers or the operators of specialized equipment is needed, all storm responder participants must pass the vigorous safety examination both from a mechanical assessment, then a DOT assessment, followed up by watchful eyes on proper documentation. Are trailers covered with tarps? Are debris boxes welded, as opposed to being bolted, to truck or trailer chassis? Are side boards in conformance with USACOE stringent requirements? Are trucks and trailers properly weight rated? Does the driver’s license reflect that weight? Does something just not sit well with the inspectors as questionable? A lot of questions and inspections that eat up time waiting one’s turn getting signed in makes for a long day, if not a couple of days. Why the stringent procedural process? That’s an easy one … … Safety first, of course, as these men and women with their equipment driving into the devastated storm site must be in the best condition. The last thing anybody wants to worry about is the workers coming into the affected area to help those who
need it. There are too many known hazards out there already and also those yet to be detected. Ruptured gas lines, downed and energized utility lines buried under mountains of vegetation and construction debris. Water streaming into basements from broken mains! Fuels and chemical spills, batteries, vehicles tossed about like toys by the hundreds. Dangerous items such as lawnmowers hanging from trees, guard rails from the roadways wrapped around tree trunks like ribbons, buildings literally upside down and, of course, the looters. With all that going on, it cannot be merely assumed the responders are safely equipped – it must be ensured and confirmed.

The responders on the books of Terry Tree Service LLC are well-seasoned veterans of many storms. They know the ropes and have proven themselves with their performance and equipment many times over for the decades Terry Tree has been attending these events. They have become known to us and personal relationships have developed over this time. They understand there will be stringent safety procedures and safety inspections and come equipped with the required items to safely work and comply with those specifications. With that being said, the seasoned storm responder is an asset who deserves respect.

Typically these trucks report with all DOT required items because it’s the law. They will have crew personnel to flag traffic, MUTCD (Manual on Uniform Traffic Control Devices) signage, approved reflective safety vests, their equipment operating with all safety guarding in place, all truck and driver paperwork in proper order! That process, as mentioned earlier, can take some time sitting in line waiting your turn for inspection.

As a storm manager in the staging area it is essential we, as an organization, follow
the established process and pre-inspect our contractors, find things that are non compliant or wrong and pull them out of line to ensure the owner gets them fixed, repaired, whatever. We tell them in advance if there are any items unique to this storm that they may not have...perhaps we know where to get that particular item. It’s all about making the process smooth for both the public recovery effort and for the owner/operators.

If that wasn’t enough, now that the truck and its crew made it through the sign in, let’s not forget about the personnel safety orientation conducted before being assigned work. A safety orientation is a mandatory requirement and all who will be working any given disaster event will have proof of their attendance placarded on their hard hats in the form of a sticker and a wallet card or attendance sheet.

PPE is required and inspected. Will you be operating a chain saw? Then you better get yourselves through the chain saw orientation session and get signed in! Got your cut resistant chain saw gloves & chaps – NO? You better get some. That is so typical of conversation of the first timers.

As a safety manager and working in safety for quite some time, I must admit safety is paramount right from the beginning.

Everybody is to leave this disaster event the same way they arrived, safe and sound.

Compliance with safety is always a concern and because it is so important the ratio of “management” eyes on the responders is better than good, it’s down right excellent. Between USACOE field representatives, at least one Corps observer at each work site, there are also assigned crew monitors who issue production tickets to the truck’s crew leader on site; there are safety representatives from third party organizations and, of course, Terry Tree also has storm managers who dispatch and assign work to the responders and are in their work sites constantly with their eyes wide open. There are more eyes watching the crew working than the working crew has eyes.

Oh yes, of course, let’s not forget the eyes of the local Metro Police, State Police and National Guard. Everybody has their role...
and is busy performing it. All the participants working on these disaster events realize these roles are important for the well being and safety of all working the event. It’s a welcomed asset.

So when we are approached by a sole owner of a bucket truck looking for work, the first questions usually will throw him or her for a loop and he’ll leave. Do you have the required insurance amounts as per spec? This is usually insurance coverage above and well beyond what your everyday tree care provider carries and will vary from contract to contract. This will see them leaving because they cannot get it, it’s a Friday night and/or they cannot reach their office or insurance company until the following week. Is their equipment up to standard? Has their truck been altered or no longer used for the function it was intended? Has it been cheaply modified, is it DOT compliant, are the tires worn down, when was the last dielectric test performed on the bucket truck you arrived with and where is the test certificate? Do you have any shirts without your sleeves cut off? What did you say? Oh yes, appearance matters.

At the end of the day for those tree companies dotting the disaster scene, whose owners had their start perhaps with a national company, who thought all the paperwork, audits and inspections were a waste of time, and that personal appearance and a good attitude was nonsense, well, think again. Because as with any industry, safety and all those little things are what sets the professional companies apart from the “wannabes.” We don’t hire or entertain the wannabes. They are a dime a dozen, Quality costs – safety first!

So when I am out in the storm affected areas with our contracted crews and see a lone tree truck working without PPE, no work zone, no flags, a total disregard for all things safety, I can only watch in amazement and trust that luck will let him get out of there unhurt. The area is hazardous enough without the potential for yet another disaster waiting to happen.

John H. Schwelm, CTSP, is general manager and safety director for Terry Tree Service & Terry Tree South based in Rochester, New York.
Chipper Death Leads to Positive Change

Editor’s note: After receiving the following email, we asked Alyce and John Traverso, BCMA, to share their “Chipper Operation and Safety” training program, part of their Injury and Incident Prevention Program required in California, particularly the part pertaining to “The Antonio Rule,” instituted after their company suffered a fatality. They were more than happy to do so — see the accompanying side box. The “Antonio Rule,” initiated after the accident, is fine items 1-3, under Operation.

I wanted to write and comment on the article in this latest issue (November 2011) of Tree Care Industry Magazine on page 41, “Accident Video Worth Review.” This Tuesday (November 15) will mark the one year anniversary of the fatal accident our company suffered as referenced in your article.

On November 3, 2011, John Traverso (owner of Traverso Tree Service) was one of several speakers at the California Arborist Association workshop on Improving Your Field Operations & Tree Worker Safety. His talk was entitled “Better Safety Through Personal Tragedy,” where he shared (details) about our accident and the changes we have made to our safety program in the aftermath of that event. Part of his talk was the showing of the FACE video (referenced in the November TCI article). He explained that in our company, one new protocol is called “The Antonio Rule” (after Antonio Barajas, the man killed when a climbing line caught in the chipper threw him against the machine), and our crew members faithfully follow it every day.

The response to his talk was amazing. Almost every company told him afterward that they were going to try “The Antonio Rule” to their companies, and the municipal attendees said that they were going to change their specifications to include the

Traverso Tree Service: Chipper Operation and Safety

Updated 1/2011

Foreman to demonstrate and have employee watch Vermeer video & demonstrate PPE (personal protection equipment)
1. Always wear safety glasses.
2. Always wear hard hat.
3. Always wear ear protection.
5. Never wear loose clothing or jewelry, i.e. necklaces, that could hang up on brush.

Hooking-up and un-hooking chipper to/from truck
* Before taking this test the applicant must be able to help drivers line up trucks with hitch using proper signals and keeping eye contact with driver.
1. Latch hitch onto pintle hook.
2. Install safety pin.
3. Properly cross and attach safety chains.
4. Attach electrical wires.
5. Lift up and secure jack.
6. Check lighting operation.
7. When unhooking, reverse the above, and make sure both chipper wheels are properly checked so chipper will not roll away. If unsure of slope direction, chalk tires on both sides. (Jan 2011) MAKE SURE LIGHTING HARNESS IS DISCONNECTED.

Starting and Stopping chipper

Starting
1. PPE equipment.
2. Make sure chute is pointing in proper direction.
3. Check to make sure infeed chute is free of rocks and debris.
4. Check with fellow workers who might need ear protection.
5. Check fuel, engine and hydraulic oil levels.
6. Check throttle position, 1/8 to 1/4.
7. Make sure clutch is disengaged.
8. Pre-heat engine, if diesel, for 5 to 10 seconds.
9. Once engine has started, allow to idle for 1 minute, 3 minutes if cold (Jan 2011).
10. Slowly engage clutch at idle speed using gradual bump starting technique until flywheel is up to speed, then increase throttle to operating speed (2500 rpm).

Stopping
1. Before reducing engine speed, forward and reverse direction of feed rollers several times to clear out all debris from flywheel area, set feed rollers in the neutral position and then reduce speed to idle.
2. Once speed reaches idle, disengage clutch.
3. Where practical and safe, allow engine to cool down at idle for a few minutes prior to turning off.
4. Turn off engine. Note: Make sure that cutter drum has come to a complete stop prior to proceeding to do any work on the machine. (Visually check belts and or cutter drum bearings for stoppage) (Jan 2011)

Operation (Always Wear PPE)

“ANTONIO’S RULE”
1. Never drag brush from trees directly into a running chipper. Always stage brush behind chipper with chipper off. (Nov 17, 2010)
2. Always check brush piles for debris such as wire, rocks, metal & ropes before starting chipper (Jan 2011). Walk 360 degrees around pile.
3. Always check operation of safety bars for forward/reverse and feed roller stopping (each time, Jan 2011) prior to operating chipper.
4. Layer brush for proper chipping, starting away from chipper and working toward infeed chute; this works well for small crews with a lot of brush.
5. Make sure brush or logs are trimmed down to easily handle and fit into feed rollers without getting hung up. Feed brush into chipper butt-end first.
6. Position yourself to one side of the chipper, turning away from brush as it enters feed rollers to avoid getting hung up on stumps.
7. NEVER put feet or hands inside infeed chute. Standing on or placing feet over infeed chute is grounds for instant (Jan 2011) job termination.
8. Push small debris into feed rollers with a larger branch, NOT with hands or feet!
9. When chipping with another crew member, alternate so you do not jeopardize the safety of each other.
10. When feeding logs, never stand to the side where a log could twist or jump and hit you. Keep your body and face behind the end of the log when feeding into the rollers. You could easily break your hand or jaw being in the wrong position.
11. Don’t leave chipper running for any length of time unattended.
12. Always clear chute before shutting down.
13. If your get a piece of wood stuck in the infeed or the chute clogs, call the foreman for instructions. NEVER work on chipper while it is running.

Winch Operation
1. Inspect rope, chain, and hook for damage or wear before each pull. If frayed, cut, melted or oth-
Almost every company told him afterward that they were going to apply “The Antonio Rule” to their companies, and the municipal attendees said that they were going to change their specifications to include the need for tree companies to follow this rule when they work on city contracts.

need for tree companies to follow this rule when they work on city contracts. The OSHA representative, who was there as a speaker, asked John if he was willing to give the same talk to his fellow OSHA employees, he was that impressed with his talk.

Peter Gerstenberger is quoted in the TCI article as saying (in reference to the FACE video), “This is probably the most positive thing that I’ve ever seen come from a tragic accident.” We just wanted to let him know those positive effects are being broadcast to the tree industry and the ripple effect is taking place.

As an aside, when the group went outside to participate in a demonstration of chipper training, we attached a 50-foot length of caution tape to a branch and fed it through the chipper. Once it hit the flywheel the caution tape was sucked into the machine in an instant. It was a very powerful demonstration of how quickly a climber’s line can get pulled into a chipper and emphasized the benefit of “The Antonio Rule.”

Alyce Traverso
co-owner/office manager
Traverso Tree Service
Walnut Creek, California

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TREE CARE INDUSTRY – DECEMBER 2011
Vermeer gives away 100,000th piece of tree care equipment

Calley Pittman, co-owner of Pittman Tree Inc., based in Front Royal, Virginia, was the lucky winner of a specially decaled Vermeer BC1200XL brush chipper – the 100,000th piece of tree care equipment manufactured by Vermeer.

The chipper was presented to Pittman during TCI EXPO 2011 in Hartford, Connecticut, November 3. His name was drawn from nearly 6,000 customers from 11 countries who participated in the “Leading the Way to 100K” giveaway drawing, which launched at the TCI EXPO in 2010.

“Our customers expect us to show up with reliable equipment and Vermeer has always been there for us,” said Pittman. “We are excited to receive the 100,000th Pittman machine and celebrate this great achievement with Vermeer.”

Pittman works in Virginia, North and South Carolina, Maryland and the District of Columbia. His company owns a dozen pieces of Vermeer equipment, and the BC1200XL brush chipper will soon be part of his fleet.

“This is a great achievement for Vermeer,” said Todd Roorda with Vermeer Corporation. “With the invention of the first stump cutter in 1957, not many companies within the tree-care industry can state they have built more than 100,000 pieces of tree-care equipment. It goes to show that if you build a quality product and provide exceptional service, customers will keep coming back.”

New R&D manager for Colorbiotics

Terry A. Potter has joined Colorbiotics, a leading developer and manufacturer of landscape colorants and coating products, as research and development manager. Potter earned his doctorate in organic chemistry from the University of Iowa and brings more than 30 years of related experience to the team. Potter also served in a
variety of research and management capacities for a major global chemical company.

Most recently, he led a team of formulation professionals and support technicians to develop new products, and spearheaded research and technical modifications to enhance the chemical properties of several existing products for a leading adhesives manufacturer. Potter also served as head of industry innovations in the consumer products division of a global chemical company, his tenure there spanning nearly three decades.

“Terry has a wealth of experience in several facets of the colorant and coatings product development markets,” said Brent Lester, COO for Colorbiotics. “He is not only a gifted chemist, but Terry is also adept at managing technical and fabrication initiatives and is a talented strategist with a well-documented record of building long-term business partnerships.”

Bandit at the Track

Get ready for more racing action with Bandit Industries. Team Crum Racing, which competes in the NASCAR Camping World Truck Series, has a tree care connection. While Bandit Industries is the sole sponsor for driver Jake Crum and his team, the car also sports the logos of some of the associations of which Bandit is a proud member – including TCIA.

“We love racing, but we love sharing the excitement even more,” said Travis Lint, Bandit large equipment sales manager. “Whether watching the race live or catching it on television, racing fans throughout the Tree Care Industry Association and the American Loggers Council will have good reason to cheer. Jake is a determined, dynamic driver who’s due for a win, and we know he’ll give all our fans something to cheer about.”

New Rep for T.H. Glennon

Steve DiMascio has joined the T.H. Glennon Co. sales staff. He will represent the Salisbury, Massachusetts, company’s line of Colorfast landscape mulch colorants for wood, rubber and aggregate, as well as the Mulch Color Jet equipment. His sales territory includes New Jersey, Pennsylvania, and Ohio.

DiMascio has been involved with the mulch industry for more than 15 years. Prior to joining T.H. Glennon Co., he was the vice president of Concept Products Corporation. During his years with Concept Products, he designed, manufactured and marketed mobile equipment for the wood recycling industry, including horizontal wood grinders, mobile incinerators and mulch coloring equipment.
Fecon BH300 mulching attachment

Fecon’s new BH300 Bull Hog mulching attachment for 200-600hp tractors comes standard with the patented HDT Step Rotor system, two cutting diameters and staggered tool pattern, for optimal cutting efficiency. The BH300 incorporates a larger rotor diameter (compared to the BH250) while maintaining the same power range as the BH250 and BH350. This is made possible through a variety of belt drives and two rotor bearing options. Hydraulically powered with 80-210 gpm, the BH300 has both fixed and variable displacement motor options to be configured to contractor requirements. A PTO version of the BH300 is available for tractors from 200-450hp. Dual over running clutches in the drive line are provided for drive line protection and a patented synchronized gear box is provided for improved range of motion. The newly designed BH300 severe-duty body features an abrasion resistant AR400 bulkhead and weighs approximately 7,710 pounds (depending on options). Standard features include a hydraulic trap door and a double-curtain of heavy debris chain at the rear. Aggressive counter cutting rakes staged in the bulkhead contribute to efficient material reduction.

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DICA TuffGrip Handle System

DICA’s new TuffGrip Handle System, available on the company’s line of Safety Tech Outrigger Pads, is constructed of an extremely tough thermoplastic, guaranteed for life and the toughest and safest handle DICA has introduced. It is designed to improve ergonomic safety by providing a lifting point that does not exceed 50 pounds per person and has a handle length that encourages operators to use proper lifting technique. For improved jobsite safety, the TuffGrip system’s reduced length and high-visibility, safety-orange color virtually eliminates trip hazards. TuffGrip handles are resistant to UV, chemicals, hydraulic fluid and water, ensuring durability. Handle diameters are ⅜-inch thick for all 1-inch and 1.5-inch-thick pads, while 2-inch thick outrigger pads have a ¾-inch-thick handle. The TuffGrip Handle System is currently available on DICA’s medium, heavy and dunnage line of Safety Tech Outrigger Pads and can also be purchased separately for retrofit applications.

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Rayco 12-inch gas-powered chipper

Rayco’s newly designed 12-inch capacity chipper offers an economical solution to rising price of diesel fuel and the hassle of dealing with diesel emission regulations. This gas-powered chipper is compact and lightweight, tipping the scales at just under 4,700 pounds. It is powered by an 89hp GM gasoline engine and equipped with an AutoClutch, spring adjusted clutch. Rayco’s exclusive X-Charge discharge fan maximizes discharge velocity to prevent plugging. The large, 20-inch-diameter feed wheel is driven by a planetary hydraulic drive motor with torque to climb over logs and pull in brush. The chipper throat is widest in its class at 20-inches wide, so the chipper can accept crotches easier than competitors with 17-inch throat openings.

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Echo Bear Cat 5-inch Chipper/Shredder/Blower

Echo Bear Cat’s new 5-inch SC57200B Chipper/Shredder/Blower offers reduced maintenance and improved productivity. The placement of the Subaru 720cc Electric Start Engine is easy to access to make repairs and conduct maintenance. Four heat-treated reversible chipper blades and 12 cast iron double hammer flails increase the durability by holding a sharper cutting edge longer, reducing repair costs and blade replacement. The new rotor weldment increases airflow by 27 percent, allowing material to quickly flow through the chipper/shredder at a faster rate, decreasing clogging. Five built in shredder size settings increase productivity when the operator wants to change discharge material size. Features and options include a 360 degree rotating discharge chute; an adjustable engine plate for fast and easy belt adjustment; a rotor lock to provide additional blade changing safety; and a hand belt engagement that allows for quicker start up. A European compliant version is also available.

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www.ArborMaster.com; (860.) 429-5028

**December 6-7, 2011**
Certified Arborist Seminars and Exam
Fort Harrison NR Education Ctr, Indianapolis, IN
Contact: Lindsey Purcell www.indiana-arborist.org

**December 8-10 2011**
Hands-on Crane Rigging Workshop
Crane Estate, Ipswich MA
Contact: thetreegeek@gmail.com

**December 12-13 2011**
L1 Precision Felling & Chain saw Handling
2 Day hands-on training module
Atlanta, GA
www.ArborMaster.com; (860) 429-5028

**January 4-6, 2012**
Northern Green Expo
Minneapolis, MN
www.northerngreenexpo.org; 1-888-886-6652

**January 15-16, 2012**
New York State Arborists Association Annual Meeting
Suffern, NY
Contact: www.nysarborists.com; (518) 694-5507

**January 19, 2012**
CT Tree Protective Association Annual Meeting
Southington, CT
www.CTPA.org

**January 24-25, 2012**
2nd Annual NJ Plants Trade Show & Conference
New Jersey Convention Center, Edison, NJ
Contact: NJNLA, 1-800-332-3976; www.njplantshow.com

**January 24-26, 2012**
2012 Annual Indiana Arborist Association Conf.
Marriott Inn, Indianapolis, IN
Contact: Lindsey Purcell www.indiana-arborist.org

**January 29-31, 2012**
Wisconsin Arborist Association Trade Show/Conf.
Hotel Sierra & Ki Convention Center, Green Bay, WI
Contact: (414) 286-8660, waa-isa.org; Jeffrey.boeder@milwaukee.gov

**January 30-February 2, 2012**
Mid-Atlantic Horticulture Short Course
Marriott at City Center, Newport News, VA
Contact: www.mahsc.org; (757) 523-4734**

**February 1-3, 2012**
New England Grows 2012
Boston Convention & Exhibition Center, Boston, MA
www.NewEnglandGrows.org

**February 1-2, 2012**
ISA Ontario Annual Conference
Kingston, ON
www.isaontario.com

**February 21-24, 2012**
American Society of Consulting Arborists 2012
Consulting Academy
Crowne Plaza, Philadelphia, PA
Contact: asca@mgmtsol.com; (301) 947-0483; www.asca-consultants.org

**February 26-28, 2012**
47th PensDel Shade Tree Symposium
Lancaster Convention Center, Lancaster, PA
Contact: www.pennedelisa.org; (717) 412-7473

**March 7-8, 2012**
18th Annual ELA Conference and Eco-Marketplace
Springfield, MA
Contact: Ecological Landscaping Association
www.ecolandscaping.org

**March 13, 2012**
EHAP Electrical Hazards Awareness Program
Kalamazoo Dept. of Public Services, Kalamazoo, MI
Contact: Michigan Chapter ISA (517) 337-4999; asm@acd.net; www.asm-isa.org

**March 27, 2012**
EHAP Electrical Hazards Awareness Program
Grace A. Dow Memorial Library, Midland, MI
Contact: Michigan Chapter ISA (517) 337-4999; asm@acd.net, www.asm-isa.org

**April 29-May 2, 2012**
Western Chapter ISA Annual Conference
Asilomar Conference Grounds, Pacific Grove, CA
Contact: www.wcisa.net; (866) 785-8960

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It can be instructive to monitor safety and compliance measures outside the U.S. to get a sense of what could be proposed in the lower 48. For instance, at its October 2011 meeting, WorkSafeBC’s board of directors approved amendments to the Occupational Health and Safety Regulation. Its regulatory language is the equivalent to OSHA regulation in this western province of British Columbia, Canada.

These amendments become effective on February 1, 2012.

Two amendments affect the actual design and construction of what WorkSafeBC refers to as the “driven-feed chipper”; or what we in the states call a self-feeding or mechanical infeed chipper.

As of February 1, new chippers brought into BC shall be designed so that a worker endangered by the feed rollers is able to stop or reverse the feed rollers both by pushing the feed control bar to its forward travel limit, and pulling the feed control bar to its rearward travel limit.

A driven-feed chipper that is in use in British Columbia before February 1, 2012, may continue to be used so long as it has a “conventional” feed control bar designed so that a worker is able to stop or reverse the feed rollers by either pushing it all the way forward or pulling it all the way back.

Another change for BC is that as of February 1, the feed table, including the drop-down extension, if any, must extend at least 150 cm (59 in) from the nip point of the feed rollers. That is a departure from U.S. standards in which there is no OSHA or ANSI guidance on infeed chute length, although some states have adopted the 85-inch requirement for drum chippers out of ANSI Z133. This measurement is from the nip point, over the chipper’s center line and to the ground.

WorkSafeBC believes, and many arborists there concur, that when compared to all other safety devices, a dual-stop (or reverse) overhead feed control bar offers the single best overall chance of avoiding injury to a lone worker who, for whatever reason, is on the feed table and has a body part approaching, at, or beyond the feed roller nip point.

A factor influencing the choice of the dual-stop bar was a near-fatality in 2007 on Vancouver Island. The worker was standing with one foot on the ground, extending the other foot into the chipper. Falling backward, he pulled on the push-to-stop bar, effectively holding it in the feed position. This incident occurred on a chipper with a very short feed table, which allowed his foot’s easy access to the feed roller nip point. A 150 cm long feed table alone might have prevented this incident.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.
The market for biomass products, though in its infancy here in the U.S., is on the verge of becoming a full-blown and very profitable business both domestically and for export.

While TCI Magazine has been writing for more than 10 years about the evolution of tree debris from a trash/disposal problem to a resource for mulch, firewood and pellets, what we found in our research for this article and during TCI EXPO in Hartford last month is that our industry is sitting on a potential gold mine of natural resources.

And just about everyone in the tree care business can get cut in. (Read this U.S. Government report: www.forestsandrange-lands.gov/Woody_Biomass/documents/feecdstock_yard_guide.pdf to get a sense of the magnitude of the opportunity.)

Right now, experts are taking a close look at America’s tree canopy, from the deep woods to “urban forests,” to get some idea of what our resources actually look like. So it is important to determine the tree care industry’s tree products’ various potentials and to define what biomass products really are.

Broadly defined, biomass is an abundant, renewable feedstock, usually vegetation material grown intentionally or collected from waste, for the purposes of fuel for heat or energy production. In the case of the tree care industry, we are talking about woody biomass. Biomass materials can be sourced from virtually any tree project.

But biomass is not to be confused with lumber and other usable wood gathered from areas such as urban forests, as described in a TCI EXPO session on recycling of wood waste by Edith Makra Kusnierz. Kusnierz detailed sample studies of standing urban timber in the upper Midwest revealing millions upon millions of harvestable board feet of usable lumber, or about 30 percent of America’s annual hardwood consumption needs. This timber could be harvested or used after a storm or other event.

However, an interesting biomass statistic did arise from her talk, and that was this: as far back as a decade ago, U.S. government statistics show that urban wood residues finding their way into the solid waste stream totaled nearly 15 million metric tons. So, given those studies (even if they are lagging indicators) and our own industry experience, we know that abundant raw biomass material is available just at a time when there is pressure and demand for alternative, renewable fuels.

Companies such as Morbark have multiple initiatives for addressing this opportunity. According to Jason Showers, tree care products sales manager, his company offers equipment such as drum chippers capable of providing biomass starter stock for co-generation plants and a “microchip” conversion capability for some equipment designed to produce a consistent chip of under a half inch, typically between ¼ and ⅜ inch.

“Typically, the more consistent the chip size, the more desirable chips are for creating wood pellets to burn at home or in co-generating plants that create heat and...
electricity. Michigan (Morbark’s home state) is a big area for that,” he says.

To illustrate the potential for business, Showers points to an equity partnership Morbark has with Heat Transfer International of Kentwood, Mich., a technology company providing turnkey waste-to-energy systems that create renewable energy through its starved-air/low-temperature (SALT) gasification of biomass. “This process takes biomass from a variety of sources, from turkey litter to wood chips, and converts it to steam or energy. We also are working on torrefaction systems, akin to the charcoal process, in which heat drives out biomass moisture and improves caloric (heat) characteristics resulting in a renewable product that can be an alternative or addendum to coal,” Showers adds.

“At the end of the day,” he says, “the primary requirement for any chipper or grinder will be the quality and consistency of the chip if it is to be used in biomass.” He explains that for material to meet the nominal and consistent size to accommodate feed augers that ultimately send chips to a furnace or to further processing, screens are used to sift or sort chips by size. “Knife spacing can result in chip spikes of up to 10 inches,” he explains, “but the use of screens allows continual processing of material to produce the correct chip size.”

For nearly two years, Morbark has offered an entry biomass chipper called the Beever M20R, which now is available with Morbark’s new screen system. As Showers explains it, “Before discharging chips, the screen holds larger materials in place for additional passes by cutting blades. In our larger industrial drum chippers, we offer the Advantage 3 drum which produces a more consistent chip via placement of knife and trailing or following knife edge. This is for big-scale tree care, logging and land clearing,” he explains.

We also offer “quick switch” for our horizontal machines, which gives our customers the capability to switch out rotors from mulch production to chip and screening to produce chips according to desired size,” he says. “You get two machines in one.”

According to Jerry Morey, president of Bandit Industries, “The world biomass market is expanding immensely. Europe is ahead of the rest of the world, due largely to EU (European Union) environmental mandates. For example, Sweden plans to be at 40 percent of its total energy supply by 2020 and will be importing plenty of wood and wood products from us. A lot also will come from Canada and Africa,” he explains.

“Many countries use biomass for electric power generation or for communal heating systems, in which one power plant will supply heat to a small community, and a lot of those systems are wood-fired biomass,” he adds. “In this country people do not realize how large a role biomass already plays in our lives. About 11 percent of U.S. energy
comes from renewable sources, and 51 percent of that comes from biomass,” he says, adding that statistics also show about 33 percent from hydro-electric and 12 percent from geothermic, wind and solar. “Biomass takes the load but does not get the press it deserves”

“Right now, biomass plants are being built here in the US. One that is particularly interesting is proposed for Springfield, Massachusetts, which will use tree waste and some clean construction waste. The majority will be comprised of takedowns and tree trimmings,” Morey says. “And there already is a 40 megawatt plant in Flint, Michigan, running almost entirely on wood waste and the clean construction waste.”

“As more plants like these develop, a stronger biomass market will evolve, largely from what the tree care guys can produce,” Morey says. “To try to facilitate that, we are looking to conduct a survey involving TCIA, hopefully, for someone looking to put a plant near an urban area. Right now, most plants are near forested areas, obviously where the material is.”

“Beyond that, export will be a huge source of revenue for urban wood waste. Right now we are talking with a company looking to put in five major wood pellet operations to ship fuel to Europe. Most are being built in the south... Texas, Florida and a couple in Georgia, to supply wood pellets to power plants in Western Europe.”

He maintains that the demand cannot but continue to grow. “Interesting things are happening in biofuel. Take for example a biofuel company called KIOR, which is building four plants, three in Mississippi and one in Texas. Using some $185 million in federal grants and $3 billion in loan guarantees, these facilities plan to make gasoline and diesel fuel out of wood waste. The process starts with logging and urban waste which is turned to gasified materials, then from those carbon gasses a light crude is created from which, in turn, gasoline and diesel can be made. Jointly owned by Chevron and Weyerhaeuser these plants will use huge quantities of wood.”

“Right now, Bandit is developing something for the European market but which ultimately will have a market in the U.S. That is large chippers with sizing screens. Our first productions are just starting to ship. These machines accurately chip typical urban waste to eliminate oversize pieces for chips to be used in power plants and wood burners for smaller communities. Right now in the U.S., 56 schools have been converted to wood systems requiring a consistent chip for consistency of burn,” he adds.

“Tree care professionals need not necessarily do or invest a lot to participate,” Morey says. “For example, that Springfield, Massachusetts, plant will buy tree waste and they will screen or re-hog materials from raw chip. Not everyone will have to process chips.”

“Uniformity of chips will be critical for those taking chips to market as fuel,” Morey maintains. “For chips to be salable,
people will have to be critical of maintenance, especially knives, to make sure they perform as intended,” he warns.

Vermeer and its line of chippers and grinders takes a very broad approach to biomass. Mike Byram, vice president for environmental solutions, says, “We look at (biomass) as organic material used for energy. That is different from mulch, which is landscaping material. We then break that down to the next level which is wood, for which there has been a large market for a long time, and agricultural residue (such as corn stalks and leaves) and vegetation grown specifically as an energy crop (such as switch grass). Vermeer makes processing, baling, handling and transportation equipment for each of these markets.

“Grinders are on the industrial side of the business and are all-important for our biomass strategy,” he says. “Our biomass-related business has grown quickly, especially last year, and we continue taking steps in developing new biomass applications for our equipment and in getting our name out there in the biomass world.” Byram says. “Unfortunately, the biomass market in the U.S. is not great – yet. Without a cohesive energy policy, alternative energy applications will take time to become profitable in the U.S.”

“With that said, we do see a nice market for export of wood for biomass. Europe has a major biomass need, and the U.S. will be a preferred trading partner for wood. Ours is the hottest wood market for export of any place in the world outside of Europe, the Europeans like working with the U.S. because we are stable and enjoy the shortest shipping route to Europe. Now is a great time to be growing that market. When you talk about tree care in Europe we get asked for a lot of special machine features better suited for that biomass market. I see all that potentially coming to the U.S. Our experience outside the U.S. will make us ready for when the market comes here,” he says.

“We do build equipment suited for the biomass market, usually for larger businesses such as a logger or a land-clearing operation who use our whole tree chippers, which make more and more consistent sizes, ground or chipped,” Byram says.

“One of the markets I believe will be important for the tree guy with a chipper and box will be that they will soon be able to get paid something for their material rather than paying to get rid of it. Right now there is not so much (of a market for that) to make it work out, but that day is coming. I can see, as an equipment supplier, that we will be doing more with our machines to meet varied, specific chip requirements.”

“Today, for someone looking to address that market opportunity, I would recommend the Vermeer C2300XL, similar in look to some of our other machines but beefier, with an infeed conveyor. The drum is slightly different, which helps hold consistency and allows the operator to vary from small to larger sizes depending on need,” he explains.

“Some of our machines also can produce either a ground or chipped product using an...
adapter. In many markets, a ground chip is still OK because some mills will refine that material into a fine powder. There are pros and cons to producing ground or chipped material. It depends largely on the next user,” he says.

At Rayco, “the main thing we have going on in biomass is our new horizontal grinder, the RH1754,” says J. R. Bowling, vice president. “This is a compact horizontal grinder, and it can be perfect for a smaller operation that wants to participate in the biomass market but does not yet have the scale.” This unit is capable of grinding a wide variety of wood waste materials and for processing tree limbs and brush, sawmill waste, dimensional lumber scraps, pallets, and for re-grinding wood chips.

Offered in a couple of engine sizes and with a variety of options, the entry level price of the machine is about $130,000, he notes. “This keeps acquisition and operating costs at a minimum, again for those smaller operations feeding it with a skid steer, for example. It is adaptable for use as a chipper and for processing green waste and even logging and land clearing. It does a beautiful job of creating usable biomass.”

“Moreover, it can be outfitted to achieve a broad variety of end products depending on cutting teeth and screens used, to create mulch or chips from ¼ to ⅜ inch, or upstream of a colored mulch operation,” Bowling says.

“This grinder is diesel-powered. Our machines are available with engines as small as 140 hp or as large as 240 and towable or on tracks.”

“Everyone has a small amount of material and can get started participating in the biomass or mulch markets, but perhaps not the means for a quarter to half million dollar investment in a grinder and support material. Now, a small tree care business has the means to get started,” Bowling concludes.

“Rotochopper’s MP-2 horizontal grinder is designed as an entry-level model for tree care professionals that want to convert wood waste into value-added commodities such as biomass fuel,” says Monte Hight, marketing coordinator for the company.

The grinder can be towed with a 2-ton truck and sets up in minutes. The MP-2 packs many of the same features as the larger Rotochopper grinders, such as the patented Slab Ramp and screen change system, into a highly compact platform. It comes standard with the patented grinding chamber injection system for producing colored landscape mulch, allowing tree care companies to diversify into multiple fiber markets.

Recent updates to the MP-2 include upgraded hydraulics, streamlined controls, and an available upgrade package, which offers increased horsepower and a folding truck loading conveyor.

“For companies that need larger grinders, Rotochopper offers solutions up to 875 horsepower, in portable, track, or stationary configurations,” says Hight.

What once was garbage is now gold. Like the prospectors of the past, you can operate simply and on a small scale, or you can go big-time. The issue is to recognize the unique opportunity before you and to prepare for the green “Gold Rush.”
Hawaii OSHA fines company $10k in tree trimmer death

The Department of Labor and Industrial Relations’ Hawaii Occupational Safety and Health Division (HIOSH) has completed its investigation of a July 7, 2011, fatality that claimed the life of a tree trimmer.

Kelepi Latu, 39, of Kahului died after falling 30 to 40 feet from a coconut tree he was trimming, according to a Nov. 18, 2011, report in The Maui News. He was hospitalized in the intensive care unit at Maui Memorial Medical Center, where he died.

According to the DLIR report, the HIOSH investigation found that the flip line used to hold and position the tree trimmer was defective. The flip line was rusted and wrapped with duct tape and had apparently been previously damaged and not repaired in accordance with manufacturer’s requirements.

Mary’s Tree Service & Landscaping was found to have violated four HIOSH safety and health requirements for which penalties in the amount of $10,000 are being proposed. The employer will have an opportunity to contest the citations and/or penalties.

Citations issued to the company include:

1. Failure to ensure that supervisors understood their responsibility to ensure the safety and health of workers under their supervision;
2. Failure to inspect safety equipment used by the employee;
3. Failure to prohibit the use of defective or damaged safety equipment; and
4. Failure to provide adequate safety training for tree trimmers.

This fatality was one of three tree trimmer fatalities in the state since January 2011, and one of five in the last two years.

“Even one fatality is one too many. We urge all tree trimming and landscape companies to provide their employees with appropriate equipment and follow safe work practices while doing this very dangerous work,” said Dwight Takamine, DLIR director. “In response to the significant increase in tree trimming fatalities, we’re planning a free safety workshop for tree trimming and landscape companies this coming February.”

(Continued on page 48)
Man injured cutting fallen tree
An Ellsworth, Wisconsin, man was hospitalized October 1, 2011, after being struck in the upper body by a downed tree he was cutting in Martell, Wisc.

Evan Sayre, 42, was working to clear trees damaged when a tornado passed through the area on July 14, 2010. A spring-loaded limb snapped free and struck Sayre in the chest and face. He was wearing a helmet and other protective gear, which likely prevented more serious injury. Sayre was released from the hospital the next day, according to the River Falls Journal report.

Man injured in fall from tree
A 30-year-old man was airlifted to a medical center after falling about 40 feet from a tree in Boone, North Carolina, on October 4, 2011.

The man’s identity and condition were not immediately available, but rescuers reported that the man was attempting to cut the tree when he fell, according to a Watauga Democrat report.

Homeowner dies in fall from ladder while trimming tree
A Guttenberg, Iowa, man died October 6, 2011, after a falling off a ladder while trimming a tree behind his house. A tree limb apparently knocked John Gradoville, 61, from his ladder. He was found unconscious but he later died from his injuries, according to the www.kcci.com report.

Climber killed when branch fails

The owner of a tree-trimming business was killed October 7, 2011, after he fell while working in Lake Sherwood, in Ventura County, California.

The 56-year-old man was trimming branches of an oak at a residence when the branch he was standing on broke. He fell about 30 feet to a concrete driveway.

The victim suffered a head injury and was pronounced dead at the scene, according to the Ventura County Star report.

Man critical after struck-by
A 29-year-old man was taken to the Queens Medical Center in critical condition with a gash on the top of his head October 8, 2011, after a large tree branch fell on his head in Honolulu, Hawaii. The 300- to 400-pound branch fell about 20 feet, knocking the man out for about three minutes.

The incident happened while workers were trimming the tree. The branch apparently swung out and hit the man, who reportedly was not working on the tree, according to the Star-Advertiser report.

Contributed by Carol L. Kwan, president of Carol Kwan Consulting LLC in Mililani, Hawaii.

Man injured by cut tree
A man cutting down a tree at a campground in Salem, Connecticut, was injured October 10, 2011, when the tree rolled on top of him. The man had cut down the tree and was trimming branches off of it when it rolled on top of him.

The tree, which was about 2 feet in diameter, came to rest on the man’s chest. Firefighters used airbags and other rescue tools to lift the tree up and off of him.

The man suffered a severely broken ankle and injuries to his chest and shoulder and was taken by helicopter to an area hospital, according to the Hartford Courant report.

Line trimmer electrocuted

A tree worker died October 13, 2011, in New Hope, Virginia, after touching a power line. John R. Bowden, 43, of Craigsville, Va., was in a bucket truck clearing tree limbs near a power line when the accident occurred.

Bowden worked for a line clearance contractor hired by Dominion Virginia Power to keep tree limbs clear of its power lines, according to a report in The News Leader.

Man dies after tree splits
A Walpole, Massachusetts, man hurt in a tree cutting accident on October 16, 2011, died of his injuries three days later.

John D. Robbins, 40, was injured while cutting the top portion of a tree in the backyard of a home in Foxboro, Mass., when the bottom portion of the tree split. Robbins was on a harness about 25 feet in the air and was pressed up against the tree after the accident. He was knocked unconscious, suffered crushing-type injuries and was in cardiac arrest when firefighters arrived.

Firefighters were able to tie a rope to Robbins’s harness then lift him off the tree.
and slowly lower him to the ground. He was taken to Caritas Norwood Hospital before being transferred to Brigham and Women’s Hospital, according to The Sun Chronicle.

Homeowner injured by cut branch
A Fryeburg, Maine, man was in critical condition after he was injured October 25, 2011, while cutting branches off a tree in his yard with an electric chain saw. Jean-Claude Landry, who is in his 70s, sustained head and facial injuries when a branch fell on him after he climbed down the ladder. The branch knocked Landry unconscious.

He was transported by LifeFlight helicopter to Central Maine Medical Center in Lewiston, where he was listed in critical condition the next day, according to a Sun Journal report.

Homeowner killed by cut tree
A Terre Haute, Indiana, man died October 26, 2011, after a tree trimming accident at his home. Bill Hoopingarner, 63, had been trimming trees on his property and was last been seen by his wife repairing a chain saw in the garage. A short time later his wife heard him yelling for help and found him pinned under a tree. She was unable to free him and called 911. Hoopingarner was transported to Terre Haute Regional Hospital where he later died from abdominal injuries, according to a WTHI-TV Channel 10 report.

Tree worker dies after chain saw cut
A Pennsylvania man rushed to the hospital October 28, 2011, after cutting himself with his own chain saw subsequently died from his injuries.

Steven Evans, 47, of Plum, Pa., was cutting trees on a property in Monroeville when the chain saw he was using cut his leg. He had a traumatic wound to his thigh and was bleeding profusely, according to firefighters on the scene, as reported by WTAE-TV.

Evans was working with another man at the time of the accident and first responders initially used the workers’ own ladders to get to him. He remained unconscious due to a loss of blood after the accident and died November 3 after being taken off life support, according to a family member.

Evans was approximately 26 feet high in a tree, hanging upside down from his safety harness, facing the sky following the accident. He had been standing on a limb cutting when the accident occurred. He was only able to yell to a co-worker to call 911 before losing consciousness, according to a relative.

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TCIA Member companies with employees enrolled in the Certified Treecare Safety Professional program are **10 times less likely** to experience a lost workday incident compared with non-CTSP companies.

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For Lu Liu, Ph.D., November’s TCI EXPO in Hartford was particularly exciting. She had a new climbing line to show off.

“I love people climbing on it and showing me how to use it,” says Liu, designer for Ferndale, Washington-based Samson Ropes. “I was very nervous – I would say hopeful that everything’s good – and then (the first climber to test it) came down and said, ‘Perfect, even better than I thought.’”

At the EXPO, Samson was debuting Liu’s first rope, the Vortex. Created as a companion to the company’s popular Velocity, the rope is thicker, with strong tensile strength and low elongation.

Liu says that the first climber appreciated the feel of the half-inch thick (12.4 mm) line, and appreciated its low elongation and the way it fit into his rigging. That brought great satisfaction to its designer, who says, “I want to learn the feedback, so I can design something even better in the future.”

Samson was not the only rope company offering something new at EXPO. Several of the top rope companies used the industry’s annual gathering to display new lines. Other major suppliers on hand included New England Ropes, Sterling Rope Co., Inc., and Yale Cordage, Inc.

New England Ropes, Inc. selected TCI EXPO to release the company’s new Escalator, teasing the launch with advertisements designed to create interest in the rope in the weeks leading up to the show.

It was a different approach than the company has taken with other ropes, says Bill Shakespeare, market manager, who designed the popular Tachyon (also sold by SherrillTree as the Lava). Despite East Coast storms that kept many tree companies working during EXPO, Shakespeare says sales have been good since the product release.

An ascent line that features ultra-low stretch, a rugged polyester jacket and triple-fiber core (including Dyneema and
“It's fitting a very small niche within tree care techniques, but it's a new and growing one,” Shakespeare says. “People used to just climb on their work line and enter the tree on their work line. Now what people are doing is using a separate line for ascent, so they can use ascenders and go up a single rope. On taller trees, it's much more efficient to enter using this other line, and from a safety standpoint you can also use your ascent line as your tie-in point on your way up. They call it a floating tie-in point, and there have been articles written by people in different magazines on the benefits of using a floating tie-in on an ascent line.

“It’s just starting to catch on, and there are advantages to it. Right now it's a small minority of people who are using the technique, but it's growing rapidly,” Shakespeare says. “Most of the people using the single-rope technique have been using KM3, but now they have the choice of a rope that's a little lighter, with a little less stretch.”

Shakespeare traces its origins to world-champion climber Mark Chisholm, who set the world record with the CMC Rescue rope called the Static Pro, which is a version of the New England Ropes' KM3, but with a polyester core (the KM3 has a nylon core).

“He wanted a rope (the Static Pro) that had less stretch, but it's a little heavy,” Shakespeare explains. While Chisholm liked the rope - he used it to set the record - he asked the company to create one with similar characteristics, but with less weight, and possibly less wiry.

“Working with our design people, we tried different combinations of fibers and twist levels, and came up with a different core,” Shakespeare says. “That’s when the Escalator became the Escalator.”

This was the first year as a TCI EXPO exhibitor for Sterling Rope Co., Inc. of Biddeford, Maine, which for the past few years has made the Snakebite climbing rope for SherrillTree. The presence of the 20-year-old company at EXPO signaled a more

Technora fibers), the Escalator is a 3/16-inch rope built for ascent and single-rope technique climbing.

From concept to product, climbing lines need to pass muster with experts. So, how do you design a new line?

Tracing the development of one of this year’s new climbing lines provides a good example of how they move from idea to finished product.

Lu Liu, who holds a Ph.D. in fiber and polymer science from North Carolina State University, is in her first year with Samson Ropes, which also designs ropes for the commercial marine and other industries. She designed the Vortex in early February, and was there when the rope made its debut at the TCI EXPO in November. Her experience is similar to that of other rope designers, although not all get the satisfaction of introducing their product at a trade show where climbers are more than happy to take them out – or up – for a spin.

“All ropes are different. Just the initial touch of a rope can tell you a lot about whether you’re going to like it for different climbing systems,” says Matthew Korstenhoven, owner of Canopy Tree in Grand Rapids, Michigan, who tested out the Vortex. His approval gave Liu a charge of joy.

“I thought it was great,” says Korstenhoven, adding that he likes a thicker grip, as he’s working in the cold of Michigan. “I liked the thickness, the smoothness, the firmness. It ran through my pulleys really well. I like Velocity, and this is a lot like Velocity.”

To get to the product floor, the Vortex had to start as an idea and run through a series of field tests. Liu explains that the process starts with conversations with expert climbers, who give her ideas and later will often use and test early versions of the ropes.

“I actually had a meeting (at the EXPO, about a different rope) with an expert,” says Liu, who says that those initial conversations provide her with a subjective appeal. For instance, the starting point for designing the Vortex was that many climbers preferred a thicker rope than the Velocity, a lightweight climbing line that is 3/8 of an inch thick (11 mm).

But in addition, it comes in two color choices – a “hot” orange-red design and a “cool” blue-green design. Both are different looking than the Velocity, price point. After the elements are pulled together, the next step is to bring the line to experts in the field. There were eight climbers who tried the Vortex over a two- to three-month period, filling out a questionnaire and providing more general feedback as well.

“I’ll modify it based on their feedback,” she says.

While rope has been around for years, textiles, fiber and coatings are always being developed. Some fibers may be lighter and stronger, or perform well in high temperatures. New coatings may reduce friction.

“You employ new technology into your rope,” she says, although for this particular rope she used nylon (run through hot water to shrink it) covered by polyester.

Designers may also employ new weaves, thicknesses, colors or color patterns, which generally have a more subjective appeal. For instance, the starting point for designing the Vortex was that many climbers preferred a thicker rope than the Velocity, a lightweight climbing line that is 3/8 of an inch thick (11 mm).

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(Continued on page 32)

A long climb for good rope

By David Rattigan

Samson’s new Votex climbing line was created as a companion to the company’s Velocity line, but is thicker, with strong tensile strength and low elongation.
vigorous interest in the arborist market.

“I felt like we were at a major sporting event, standing on the sidelines, and it felt like, ‘We need to step in,’” says John Branagan, director of brand and marketing for Sterling. The company had several new climbing ropes – including the HTP and Safety Pro – in a range of diameters from 9 mm to a ¼-inch, many of which also made their debut at the show.

“We’ve got about 30 new products, counting lengths and materials,” Branagan says. “It’s almost hard to pick which one to focus on, but the rope is key.”

The company makes ropes for New York City firemen, and took that technology – specifically the Technora outer sheath – and used it for “something really exceptional for the arborist business,” adds Branagan.

The top-of-the-line is the TriTech positioning lanyard (flipline). It features a nylon core, a Dyneema mid-jacket and Technora sheath, to provide strength and cut resistance. There is a less pricy option called the Tech 11, which doesn’t feature the Dyneema mid-jacket.

“We offer (both) in several diameters,” Branagan says.

“We have been showing our 12-strand Dyneema with excellent acceptance,” says Rod Woods, executive vice president of U.S. Rigging Supply/Pelican Rope Works. “Dyneema is said to be the world’s strongest fiber. It is unaffected by oil and common chemicals. This high-strength rope is easily spliced, exhibits low flex fatigue, near zero creep and excellent abrasion resistance. Dyneema is, pound for pound, 10 times stronger than steel and is 33 percent lighter than nylon with over three times the strength of nylon or polyester. This is the perfect choice for towing lines, rescue ropes, round slings and arborist lines. And, with a specific gravity of .98, it floats!”

Yale Cordage Inc. of Saco, Maine, had three rigging lines and a climbing line among the many on display, including rig-
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ging lines that are a larger diameter XTC 16-strand, from ⅜ to ¾ inch.

Jamie Goddard, senior account manager at Yale, says that many of the ropes have been in the company’s catalogue in previous years but were being “reintroduced” to the market. The industry has gained a better appreciation for shock and energy absorption, he says, and the company is hoping that translates to greater interest.

“We took (built on) the success of our XTC 16-strand half inch climbing line, which is so rugged for all uses that they actually get used as lightweight lowering lines as well,” says Goddard. “The ability to absorb energy is what Yale Cordage is all about. We know how to mitigate energy into a piece of rope. This has the ability to absorb so much energy, and is so tightly woven, that it’s a perfect natural crotch rigging rope. No blocks, no pulleys, going right over a limb, great tensile strength, fantastic abrasion resistance quality. It stays nice and round and has the ability to absorb a lot of energy.”

The company’s newest rope is the Imori (Japanese for “good forest”), a climbing line that is a blend of polyester filament yarn and a texturized yarn, which builds on the company’s 24-strand Blue Moon product.

“It’s easier to grab onto,” says Goddard, who designed the line. “There’s less energy in your hand, better for ergonomics, less energy to grip onto something at that diameter.”

As with Liu’s line, a testing team of tree care climbers worked in the field with the rope and provided feedback. Goddard said his company actually sends three ropes to the testers – including one that purposely doesn’t reach the goals he’s striving to meet, a sort of placebo. When the consensus supports the newly-designed rope, Goddard says, he knows he’s got a winner.

“It all revolves around usability, splice-ability, wear-ability,” Goddard says. “One might be the best for the actual use in the tree, but if they want to splice it and it’s a non-splice-able rope, maybe we haven’t done our job. So, then we have to go back to the drawing board and make what they really liked – that gave them the characteristics in the tree – and then make that rope splice-able. There’s that whole balancing act. There are tradeoffs.

“It’s about listening to what people in the field really want.”

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Jeff Pfeil, president and owner of Bozeman Tree, Lawn & Landscape Care, Inc. in Montana, began his career when he was just 16 years old.

“I started in the landscape industry in 1995 with a friend,” he says. They eventually went their separate ways, and in 2000, when Pfeil moved from Cincinnati to Bozeman, he founded Bozeman Tree Care. Five years later, the company was one of the first in the country to become accredited, and in 2008, Pfeil acquired NutriGreen Lawn Care.

“We wanted to grow the business,” he says. “We had a lot of clients who were utilizing the company. It seemed like a natural fit to acquire those services directly.”

Pfeil credits Tom Tolkacz, the president of Swingle Lawn, Tree and Landscape Care, Colorado’s largest tree care company, and a former TCIA board member. “He’s been a huge mentor of mine,” Pfeil says. “He encouraged me to pursue lawn care and was a very instrumental part of the decision-making process to grow in that direction.”

The majority of the company’s work is still in tree care. Approximately 30 percent is lawn care and the remaining 10 percent is holiday decorating.

Two cultures, or opinions, seem to exist when it comes to trees and tree care in the 12.6-square mile town and its surroundings on the floor of the Gallatin Valley, which used to be virtually treeless prairie, Pfeil says.

First, trees are highly valued by transplanted retirees and many of the people associated with the town’s Montana State University. Fully 80 percent of the company’s clients are residential. Accreditation has helped on this side, he says, because the residential market is very educated when it comes to tree care.

“Trees were planted here and are a large asset to homeowners,” Pfeil says. The vast majority of the pruning and PHC, which make up between 85 to 90 percent of the company’s tree work, is for these residential customers.

Their tree preservation work is done on construction projects. It consists of air excavation and root pruning before construction so the excavation contractors don’t have to prune the roots themselves, in addition to vertical mulching and decompaction when construction is completed. They also spray trees for deer control in the fall and spring.

Approximately 17 percent of their clients are commercial. These clients generally account for the second opinion in the area, that trees are not an especially impor-
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– Accreditation program statistics 2010

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tant element in the landscape. They also account for most of the remaining 10 to 15 percent of Pfeil’s tree work: removals.

This view is common among golf course superintendents, for example. “Tree care isn’t in golf course budgets,” Pfeil says. “They wing it with their seasonal staff and call us to remove trees.”

Approximately three percent of their work is municipal. They remove storm-damaged trees and do some PHC.

“I think the value of Accreditation to municipalities and large consumers is going to grow,” he says. “They’ll be more informed, and there will be more stringent regulations and liability. They’ll have to be able to hire companies they can trust.”

Most traditional advertising doesn’t work in their area, Pfeil says. What works are ads in the local newspaper and “Seize the Deal,” Montana’s version of Groupon, the website that features a daily discounted gift certificate in each market it serves.

“I think it’s a great tool if you do it right,” he says. “Our website on the Internet pulls very well, too.”

Their customer base is very loyal. “Our philosophy is to always take care of our customers and to give them the kind of service we would want for ourselves,” he says. “When you pay attention to details, eventually the difference will become evident.”

The company has nine full-time, year-round employees and hires 11 additional full-time employees in the summer. Five are ISA-certified arborists, including Pfeil, who also is a CTSP.

Accreditation

The company was accredited in March of 2005, soon after Accreditation became available. “We wanted to be the best we could be, and the most professional tree care company around,” he says. “When you pay attention to details, eventually the difference will become evident.”

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Executive Profile:

John Marchionda is vice president of marketing, North and Latin America, working out of the Charlotte, N.C., offices.

What is your newest product for tree care?

We have two great new products for the professional tree care industry that we introduced at TCI EXPO, the 562 XP, a ground saw, and the T540 XP, an arborist saw for the tree climbers. Both incorporate the latest technology. Both saws offer the X-Torq engine, are emission compliant, and are 20 percent more fuel efficient. They are mostly for commercial users. We’ve built in LowVib control, lightened the units and added power for a good power-to-weight ratio. In all, we have 34 different models of chain saws to cater to specific needs of users.

What image does your company look to portray?

A professional organization whose primary emphasis is to improve and grow the outdoor power equipment industry through education and training. We try to be an active participant in the industry and partner with a lot of professional associations such as TCIA, ISA and PLANET (Professional Landcare Network). From a brand perspective, Husqvarna is all about performance, durability and innovation.

Does your company have a Mission Statement or Statement of Values that you promote and follow?

Our main goal is to create value for all our stockholders and stakeholders. With that goal, we aim to be the global market leader in outdoor power equipment.

What is the greatest challenge your business is currently facing?

We really face two challenges – economic uncertainty, which continues to make everyone more resourceful, and regulatory issues such as the regulation of ethanol. Specific to the tree care industry, the challenge is to continue to provide education and training to improve safety within the industry and to continue to promote professionalism. People need to realize the importance of certification with proper technique and safe operation. TCIA promotes professionalism through its focus on training. We run parallel to that by offering a varied training, chain saw operation and maintenance curriculum for all of our 4,000 independent dealers. We work with service schools around the country and adjust our curriculum as needed. We work with product specialists in the field whose responsibility is to train workers. We also have a partnership with ArborMaster.

What would you say most defines your corporate culture?

Our customers come first in our actions; professionalism for best-in-class performance; and teamwork with open minds, done with passion and a sense of urgency. You will see that when you talk to someone from Husqvarna.

Heritage is also important. We’ve been servicing the professional consumer for more than 300 years. In 1689, the company started making muskets for the Swedish army in the foundry in Huskvarna. Then the
How does your company use Social Media for marketing?

The role of marketing is quickly evolving to the digital space, and it’s more about the consumer interaction and social dialog. The first stage is investing in content and making sure we are publishing relevant content, before starting the social engagement with users. It’s important that we create that content and make sure our internal ambassadors are prepared to represent the company socially. Also, consumers today want to get their answers online. We use a variety of online tools such as Facebook, YouTube, Twitter – and we’ve launched a site, in which customers can ask questions online: www.answerarmy.com. It’s a living knowledge base. It is really something that has helped customers find their answers in a timely fashion without having to pick up the phone.

On packaging, we’re using QR codes and MS tags, which allow the consumer to access additional product information by scanning the code while shopping. Mobile devices such as smart phones and iPads will surpass the use of laptops soon, so information has to be formatted for those mediums and readily available. We’re making that transition and beginning to offer that type of user infrastructure.

If we interviewed some of your customers what would they say about you?

They would say Husqvarna is a global organization that makes quality products both for consumers and professionals.

Does your company do anything in particular to promote social and environmental responsibility?

On the environmental side, we seek to reduce emissions from factories; to buy from responsible suppliers, and produce products that continually aim to lessen the environmental impact during use. In our products, we are phasing out hazardous substances and reducing emissions with technologies such as X-Torq. In social

(Continued on page 48)
Ohio hunters asked to help spot Asian Longhorned Beetle

Ohio hunters are being asked to be on the lookout for trees displaying signs and symptoms of the Asian longhorned beetle, according to the Ohio Department of Natural Resources, Division of Wildlife.

Hunters pursuing game in Ohio’s woodlots, especially in southwestern Ohio, are encouraged to report sightings of any suspicious tree damage or beetles. While the Asian longhorned beetle has only been found in Clermont County in Tate Township and parts of Monroe Township, hunters should be alert for this pest in trees across the state.

Trees affected by the ALB include all species of maple, birch, horse chestnut, poplar, willow, elm, ash, mimosa, moun-

Call back...

Due to an editing error, the source listed for the photo on the lead page of the article “Managing Rigging Forces,” page 8, of the November 2011 TCI, was incorrect. The photo actually shows Mark Chisholm at a rigging seminar he and Brian Noyes were doing at Wilcox Park in Westerly, Rhode Island, a few years ago. The photo was taken by Bill Shakespeare, market manager for New England Ropes, which donated the ropes for the seminar. At right are additional images from the same shoot.
Indiana to the list of quarantined areas for pine shoot beetle

Animal and Plant Health Inspection Service (APHIS) added the entire state of Indiana to the list of quarantined areas for pine shoot beetle (Tomocic piniperda).

Prior to this action, APHIS established quarantine areas in 68 Indiana counties, and the State of Indiana established and enforced an equivalent State-level quarantine. However, in June 2011, Indiana elected to rescind its PSB quarantine. For this reason, APHIS is establishing the entire State of Indiana as a quarantine area in order to prevent the spread of PSB to other states. These actions are necessary to restrict the movement of PSB-host material.

PSB is an introduced pest of pines. It was first discovered in the U.S. at a Christmas tree farm near Cleveland, Ohio, in 1992. PSB can cause severe decline in the health of the trees, and in some cases, kill the trees when high populations exist.
had it not been for dedicated workers of the New York Edison, a predecessor of Con Edison, America’s first community tree might not have sparkled in all its glory on Christmas Eve in 1912.

As Mrs. Emilie D. Lee Herreshoff, who had the idea for the public tree, wrote, in a letter to the editor of the New York World: “The New York Edison employees worked long and hard to make the great event a grand success. I have been told they had to string more than 10,000 feet of wire, and put up more than 1,500 lights. This was not a simple task. Never before had a holiday tree been lighted in such glorious fashion. The thousands of New Yorkers who have been inspired by the great tree owe these men a great debt of gratitude.”

Community trees are taken for granted nowadays. Not so, during the early years of the past century. The lighting of the official public tree was a solemn – and spectacular – event.

Christmas trees, in those days, were considered a luxury in America. Only the well-to-do could afford them. Children from the poor families seldom saw the beautifully decorated trees unless, of course, they were invited into homes displaying them. Or, if they caught a glimpse of the splendid trees through windows while walking along the street.

In 1911, Mrs. Herreshoff had requested Mayor William J. Gaynor to display “a public tree during the holiday season.” Her request was turned down, but a year later the socialite’s Christmas wish was granted.

As near as can be determined, the New York City tree was the nation’s first community tree. “A public tree,” Mrs. Herreshoff stated, “will convey something of the Christmas spirit to many families in the city who are not able to afford their own trees. Our fine city certainly should have one.”

A lot of New Yorkers helped put up that first community tree. Members of the Adirondack Club donated the 63-foot balsam, and the railroad delivered it free of charge. The police department pledged enough men to maintain order when the tree was lighted.

And, of course, a team of workers from New York Edison – 30 of them – were the ones who actually put up the nation’s – and probably the world’s – first community tree up for all to see.

The giant tree was erected in Madison Square Park at Madison Avenue and 23rd Street. It took from dawn to dusk to decorate the great tree and, at that, work was not completed until shortly before it was time for the tree to be lighted.

At 5:30 p.m. on that memorable Christmas Eve, Mrs. Herreshoff closed a switch and “a faint glow appeared at the very top of the tree, expanding and increasing in intensity until a 10-inch star gleamed brightly against the deep, dark blue of the night sky.” After that, “many-colored fire leaped along one snow laden branch after another in a blaze of green, blue, white and red lights.”

It had snowed that day, and there was six inches of the white stuff on the ground. A crowd estimated at more than 15,000 people stared at the tree in awe as four trumpeters on the park bandstand sounded the fanfare from Wagner’s “Parsifal,” following which the 150 voices of The Welsh Singers and The Schola Cantorum sang Christmas carols.

The nation’s first community tree was lighted every night for a week, and there was always a crowd on hand to witness the event.

On New Year’s Eve, the tree was turned off shortly before midnight. Only the star at the top was left glowing. At the stroke of midnight, a huge sign flashed on. It had been put up by the Edison workers.

The message read: “1913…Happy New Year!” Then the tree lights came on and were left burning until daybreak.

America’s first community tree was a tremendous success. Rare indeed is the city, town, village or hamlet in the land that does not have its own community tree nowadays.

Richard O’Donnell, a native of Boston, Massachusetts, was a feature writer with the Boston Globe for several years. His work has also appeared in The New Yorker, Smithsonian, Yankee and many other national publications. He now resides in Fort Richey, Florida. Mr. O’Donnell wrote about the first electric Christmas tree, in a home in 1882, in the December 2004 issue of TCI Magazine.
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