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Outlook

A Winning Appetite in 2005...

Because my peers are responsible for leading the organizations that support the world’s industries, professions, and charities, we are constantly engaged with cutting-edge researchers, authors, speakers, business gurus, etc. Along with working with you every day, I consider this another great advantage of the work I am blessed to do in the tree care industry.

I had a chance to hear a presentation by Jason Jennings a few months ago. He was the youngest radio station group owner in the world and the industry considers him the father of revolutionary broadcasting. He has since studied more than 4,000 companies and identified the 10 most productive companies in the world. He is the author of “Less Is More” and “It’s Not the Big That Eat the Small... It’s the Fast That Eat the Slow.”

He has identified that the companies who are most successful in the world are engaged around a cause – a strong sense of meaning that comes from the heart and is inclusive. It’s the inspirational reason for a business’s existence – the rallying cry, if you will. Sounds like trees to me! He has also found that the greatest companies have mastered the art of letting go; know the real purpose of business; stay out of the commodity market; and know they can’t satisfy everyone.

My favorite learning moment is actually the title of his book, “It’s Not the Big That Eat the Small... It’s the Fast That Eat the Slow.” Considering the consolidation in our industry and the churn of businesses that simply disappear in the tree care industry, this concept was an interesting one to play with. I think many look around and assume that it’s companies with the largest resources that are going to gobble up smaller businesses; that they’re just lurking around the corner waiting for an opportunity. However, what a terrific thing to learn that nimbleness; speed of adaptability; quickness to notice a learning moment and implement new knowledge; and openness to market changes or customer demand shifts, etc. means your company has the advantage in surviving, growing and prospering. The great news here is that these are things we can actually control and implement – starting with ourselves as leaders and owners, of course.

So as we enter 2005, I wonder, do you have the appetite for asking your business some tough questions? Do you lead your company’s future by encouraging adaptability? Do you cling to the way we’ve always done it or find risk-taking a comfortable companion? Is your business nimble in response to changes like water shortages and new regulations? Can you spot untapped opportunities to grow your business and incorporate them into your business strategy immediately? Do you have a culture of learning (not training – learning) instilled in your business that rewards someone for sharing an opportunity?

Coming off the holidays, let’s not trim our appetites. Let’s beef up on knowledge (we’ve all had enough turkey by now) and knock those blockades out of the way that are slowing our businesses down from sharing kernels of information that could make us the company to beat. Get rid of those silos and make sure everyone has access to learning opportunities. Focus your ability to respond to changing needs. Keep scanning the horizon of the business world. It’s not the forest that gets in our way. It’s not a lack of cause or passion – because we love trees! What gets in our way is our chunky, slow ways of repeating what we’ve done before and slowing down to a steady, predictable rhythm.

Keep your eyes open – it’s not the big companies that are gaining on you; it’s the FAST ones! Here’s to a healthy and hearty appetite for responsive, growing, speedy tree care businesses in 2005!

Happy New Year!

Cynthia Mills, CAE
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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The Latest Arborist Essentials

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Now available from Sherrill is one of Europe’s most popular tree climbing saddles the Butterfly. Recently recognized to meet American standards (OSHA 1206.502 & ANSI A-10.13) and Europe’s EN6656 and 66581 is the NEW Butterfly II is the result of a collaborative effort between European tree climbing experts Frederic Mathias and Francois Dessonneau of Capreolus Design.

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JANUARY

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A foreign pathogen blamed for killing tens of thousands of oaks in California has hitched a ride east, where, experts warn, it could be spawning in thousands of backyards.

*Phytophthora ramorum*, the fungus blamed for sudden oak death syndrome, is no longer just a West Coast problem. The pathogen that transformed lush California gardens into tree killing fields, seemingly overnight, has been confirmed at 164 sites in 21 states, according to results from an ongoing national survey by the U.S. Department of Agriculture.

The survey began in spring 2004. It focuses on facilities that received shipments from several wholesale nurseries in Southern California, where *P. ramorum* had been detected. Potentially infected plants were shipped from the California nurseries to retail nurseries in every state and Puerto Rico, according to USDA.

State and federal regulators also inspected lands adjacent to facilities where the shipments were received, as well as residential landscapes where suspected specimens were known to have been planted. So far, all findings outside California and Oregon are confined to nursery stock – either at retail outlets that received infected shipments or in residential landscapes.

States where the pathogen has been detected and the number of facilities with tainted nursery stock include: Alabama (3), Arkansas (1), Arizona (1), California (53), Colorado (1), Florida (6), Georgia (18), Louisiana (5), Maryland (2), North Carolina (9), New Jersey (1), New Mexico (1), New York (1), Oklahoma (1), Oregon (18), Pennsylvania (1), South Carolina (4), Tennessee (2), Texas (11), Virginia (2), and Washington (25).

USDA's findings include confirmed positive readings for the pathogen at two residential landscapes in Georgia and one in South Carolina. Another positive reading was taken from a nature preserve in New York. But subsequent tests of trees and undergrowth at the preserve suggest it was false positive, says Kerry Britton, a plant pathologist with the USDA Forest Service. She added, however, that thousands of infected plants likely slipped past detection and into eastern landscapes before aggressive measures were in place to contain the disease – possibly even before the pathogen was first identified in 2000.

Regulators, foresters and legislators, alike, fear sudden oak death may rival chestnut blight and Dutch elm disease in its destructive capabilities. “I hope their fears are irrational,” Britton says. “But they may not be, and we must do everything we can to stop it.”

One USDA report, released in August 2004, proclaims in large letters and bold type that “this disease could have global economic implications for forest, horticultural and agricultural industries.” Indeed, seven nations have restrictions on plants and landscape materials that could carry the disease. The United States is included on that list. Mexico is considering a prohibition against the import of American Christmas trees, a contemplation that prompted the state of Oregon to voluntarily test its tree industry for the pathogen, which can also occur in Douglas fir and the California redwood.

Oak forests represent the largest forest type in the United States. A risk map drawn by USDA depicts the Appalachian Mountains and coastal regions of the Pacific Northwest as ideal breeding grounds for the foreign-born fungus. To date, evidence from thousands of Forest Service samples in these high-risk regions...
suggests the pathogen has not taken root there.

The disease is costing millions for horticulture industries in California and Oregon – the only places where the non-native pathogen is known to exist in the environment. Some estimates suggest that short term damage to the Douglas fir and redwood industry in California, alone, could total $50 million annually. The damage to the Oregon fir industry could dwarf that, USDA projects.

California is the nation’s leading producer of horticulture plants, annually raking in $2 billion of the industry’s estimated $13 billion. Oregon ranks fifth in total sales and second in the production of woody plants – chiefly Christmas trees. Though total losses haven’t been calculated, the California Oak Mortality Task Force estimates the damages in these states from *P. ramorum* to be in the millions of dollars, says task force spokeswoman Katie Palmieri.

“Counting trees and costs with a disease that is moving is hard,” Palmieri adds.

Known to affect 60 different host species, including camellia and rhododendron, *P. ramorum* spores are transported by windblown rain and infected nursery stock. Research is ongoing to determine the extent to which rivers, people and animals also may transport the fungus. USDA reports the number of host species likely will increase if the disease gets a foothold in the east. Current listed host and associated plants only include those found in the environment in the infected areas of California and Oregon, where many eastern species do not exist. However, recent lab tests by the regulatory body demonstrate that all six eastern oak species are susceptible to the disease in varying degrees. Those species include red, white, chestnut, cherry, live and laurel oaks.

**Chronology of containment**

*P. ramorum* began its rain-driven trek across the Central California landscape years before science understood that it was the root of sudden oak death syndrome.

On diseased trees, infection first appears as seeping spots. Then a canker forms and the cambium begins to die. Cankered trees can survive for years before total die-back, and often a black or reddish ooze seeps from the wounds.

The syndrome was first described in Europe in the early 1990s, when it was discovered on rhododendrons. By 1995, it was reported in California, where it devastated native tan-oaks, coast live oaks and California black oaks. Some tan-oak stands through which the pathogen swept witnessed 80 percent mortality rates, says Palmieri. In 2000, researchers at the University of California Berkeley made a connection between the two pathogens and positively identified them as a new fungus. But by then, Palmieri explains, the disease was rampant in a dozen California counties and was straying into Oregon.

As of January 2002, USDA reported that the American-form of the disease was only known to occur in California and southwestern Oregon. Unlike its European counterpart, which has been confined to nursery stock and a few public gardens, the American version had claimed a home in the environment. Within the last two years, it has extended its reach to include several wholesale nurseries.

Because it is so widespread in California, USDA has taken a “slow-the-spread” approach to the disease there. “Current eradication methods are to outline areas with symptoms and add a 100-foot buffer zone; then cut, pile and burn material; if possible treat stumps to prevent re-sprouting; then broadcast burn to consume the litter layer,” reads one USDA report. “In some other areas, clear-cutting was not an option due to the value of the trees or other considerations, so they removed infested California bay laurel or other foliar hosts that support pathogen reproduction to slow the spread of the pathogen. Eradication can only be successful if the disease is detected early and its distribution is limited.”
Tests of pesticides that might treat the disease are ongoing. Currently only Agri-Fos trunk paints are approved for treatment. Trunk paints must be applied before a tree is infected, says Britton, of USDA Forest Service. And, to date, it is only labeled for use in California.

Because it was detected early in Oregon, eradication appears to be working there. USDA reports that landowners began immediately cutting and burning host plants after detection and treating infected areas. Eradication is deemed successful when intensive monitoring fails to detect the disease for at least two years. “Several locations are close to reaching this goal,” according to the August 2004 USDA report.

By 2001, state and federal regulators were paying attention to the nursery industry as a likely route for the pathogen to spread. By February of 2002, USDA’s Animal and Plant Health Inspection Service (APHIS) and Plant Protection and Quarantine (PPQ) issued rules regulating the movement of nursery stock. In spring 2004, they tightened the regulations, requiring inspections of California nurseries that ship stock out of the state. The measure prohibited an estimated 1,500 nurseries from shipping plants out of state until regulators could inspect the facilities and find them free of the pathogen. APHIS also began tracking the whereabouts of plants that had been shipped from facilities known to have the disease.

APHIS found that a number of infected camellias had slipped past detection. “Back in March, we knew that a large (California) wholesale nursery shipped material suspected of having that pathogen,” acknowledges Claude Knighten, public affairs officer for APHIS.

In addition to tougher regulations in California, Knighten says USDA is considering requiring mandatory inspections of stock in Oregon and Washington state. During September, USDA detected the pathogen at two plant production farms in Oregon. Another find was detected in a bark processing and compost plant in that state. Knighten says USDA will decide if mandatory inspections are needed in those states based on whether the disease was shipped out of state from the infected facilities. APHIS is conducting ongoing studies to assess that effort, he says.

**Slipping through the cracks**

Of the million or so plants shipped east prior to the aggressive inspection process, Britton says, USDA has estimated that some 11,000 of them likely were infected with *P. ramorum*. She says many of those were camellias. “Most of those will wind up planted somewhere where it doesn’t spread,” she says, adding that the plants will likely die within a couple years.

But the estimate explains why USDA is pursuing the disease so vigorously. “We have a lot of work to do to track down those plants,” Britton says. “The sooner we can track them down the better in stopping any infestations from spreading to the forest.”

The regulations currently in place should stop any further transport of diseased plants, Britton says. “It will really help a lot. And if we are vigilant in tracking down these missing plants, that will do a lot too.”

Eastern states have been working closely with USDA to prevent the disease from taking a foothold, says Knighten. One state that is particularly concerned is Florida, where testing confirmed that six nurseries received infected stock. Dr. Phil Harmon, an associate professor of plant pathology at the University of Florida’s Institute of Food and Agriculture, has been at the forefront of efforts by that state to hunt down the pathogen.
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Harmon says there is no evidence to suggest the disease has infiltrated the environment in the Sunshine State, which like other states issued “stop sale” orders of California nursery stock until inspections could attest that the plants were disease free. But he, too, is leery of plants that may have slipped past detection.

“We are pretty sure that there were plants sold before our quarantine and surveys began,” Harmon says, adding that the state is trying to educate Master Gardeners and camellia clubs about symptoms of the disease so they can be on the lookout. One tool in that education process is a network that would be useful in the event of a bio-terrorism attack.

The plant pathology department at the University of Florida is the regional hub for the Southern Plant Diagnostic Network, which is tasked, in part, with educating diagnosticians in the event of a bio-terrorism attack on agriculture. Harmon says the network is also being utilized to educate people about new pests and pathogens, including *P. ramorum*.

“We don’t know what this pathogen will do if it is established in Florida,” Harmon concedes.

Some in Congress fear it will be the next chestnut blight. In October, the U.S. House of Representatives unanimously passed the Sudden Oak Death Syndrome Control Act of 2004. The act would authorize appropriations for development of a national plan to control and manage sudden oak death. While the act does not expressly establish a funding amount, the Congressional Budget Office estimates its passage would free-up roughly $75 million through 2009.

Outgoing Rep. Max Burns, R-Ga., sponsored the act. His chief of staff, John Stone, says the bill pushes USDA to continue taking aggressive action to stop the spread of the disease, adding, “Let’s stomp this out as vigorously as we can so it doesn’t turn into another Dutch elm disease or chestnut blight, which would be a disaster.”

Many in the Georgia delegation co-sponsored the act, a direct response to findings that the disease had arrived in residential landscapes in that state. “It was a loud wake-up call,” Stone says. “Suddenly with it showing up in the nursery stock, we thought, ‘oh my gosh, we had better stomp this out immediately.’” He says many in the House fear the disease could paralyze whole horticulture industries in states where it is rampant.

In November, the act was before the Senate. If it doesn’t gain unanimous support there, as it did in the House, the bill could die. Regardless, Jones says USDA likely will spend the same amount of money combating the disease.

### Sudden Oak Death Symposium

The second Sudden Oak Death Science Symposium will be held in Monterey, Calif., Jan. 18-21, 2005. It will bring together diverse scientific community disciplines from throughout the world working on *Phytophthora ramorum* and sudden oak death in order to provide a comprehensive scientific overview on the state of our knowledge about this plant pathogen in forest, woodland, urban forestry, nursery, and agricultural settings. The symposium will have 85 papers and nearly 50 posters on completed research as well as current projects underway. Much of this research was funded by the USDA Forest Service Pacific Southwest Research Station (PSW). This broad overview is intended to foster close cooperation between the various disciplines and geographic areas working on *Phytophthora ramorum* as well as inform managers, policy makers and other interested parties about the focus of current research efforts.

“We are very excited to be facilitating a meeting for scientists of this caliber. It will be an exceptional opportunity to gain a greater understanding of *Phytophthora ramorum* and sudden oak death as well as the most cutting edge theories available. I believe anyone dealing with this pathogen would benefit greatly from attending,” said Rick Standiford, associate dean, Forestry and Capital Projects, College of Natural Resources, UC Berkeley.

The symposium is sponsored by the USDA Forest Service Pacific Southwest Research Station and the UC Integrated Hardwood Range Management Program and Center for Forestry, in cooperation with the California Oak Mortality Task Force (COMTF). In addition to the symposium, self-guided tour materials will be made available for those interested in examining symptoms in the field.

To learn more about the symposium, to review the list of abstracts, or to register, go to http://nature.berkeley.edu/forestry/sodsymposium. For more information on *Phytophthora ramorum* and sudden oak death, contact Katie Palmieri, Pacific Southwest Research Station and the COMTF public information officer, at (510) 847-5482 or go to the COMTF Web site: www.suddenoakdeath.org.
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In most states, county extension service agents also have information, as well as state agriculture departments.

All tree care professionals should familiarize themselves with symptoms of the disease and report suspicious encounters. Typically, the pathogen attaches to underbrush such as laurel, camellia and rhododendron long before it infects a tree. On these plants, which serve as reservoirs for the disease, the infection causes leaf spots and twig die back.

On diseased trees, infection first appears as seeping spots. Then a canker forms and the cambium begins to die. Cankered trees can survive for years before total die-back and often a black or reddish ooze seeps from the wounds. Unfortunately with oaks, bark often conceals infection. “By the time the foliage turns brown (sometimes the only outward sign), it is too late to do anything,” Britton says.

In California redwoods and Douglas firs, the disease is not fatal. But it does destroy foliage and small branches, and these trees can act as hosts for further transport.

A number of eastern oak disorders resemble sudden oak death, including oak wilt, oak decline, and red oak borer. *P. ramorum* also shares many attributes with other Phytophthora species. Testing is required to determine if *P. ramorum* is present. While testing for Phytophthora at the genus level is fairly inexpensive, few labs in the east have the capabilities to determine if *P. ramorum* is present. Suspect material can be identified either through APHIS, the national plant diagnostic network or some state departments of agriculture.

Diseased trees also attract a number of pests. Palmieri says that many tree experts misidentified infected areas initially in California because they assumed the pests were responsible for the sudden decline in tree health. International efforts are underway to determine the origin of *P. ramorum*, in hopes that it will yield clues on best management practices. Britton says much of that work has focused on China, but to date its origin remains a mystery.

A nationwide education program through Master Gardeners was held in October at more than 115 training sites in 40 states. More than 730 people participated in the program.

“Vigilance at this point in time is the only thing that we can hope will save the oak forests,” Britton says. “And we count on the tree care industry’s active participation in an attempt to prevent it from spreading.”

Jason Landers is a freelance writer who lives in Glencoe, Alabama.
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Bartlett Tree Experts preps Capitol Holiday Tree

To move a 7,500 pound red spruce, it takes a giant crane, a double-rotor helicopter, a chain saw, thousands of feet of nylon parachute rope and some help from Bartlett Tree Experts. And that’s just what happened when the National Capitol Holiday Tree was moved from the woods of Laurel Fork, Va., to the Capitol in Washington.

A huge crew was on-site to assist in the preparation and moving of the spruce, including Bartlett Tree Expert’s Rob Springer, safety and training coordinator for the company’s Piedmont Division. Springer was charged with cutting the tree down – no easy task considering this towering spruce reached 82 feet in height.

After placing a “choker” in the upper portion of the tree and attaching it to the ball of a 40-ton crane, Springer cut the tree with a chain saw donated by Husqvarna. After the cut had been made and the area was clear, the crane held the tree while 17 feet was removed from the lower trunk. The spruce was then placed in a cradle and a prepared for flight. This was the first time in its 40-year history that the Capital Holiday Tree came from a Virginia National Forest and was cut by a professional arborist instead of a logger.

The Bartlett Tree Experts employee was excited about his participation in moving the tree. “It’s great to put my experience at Bartlett to work for a fun cause like this,” said Springer. “So many people worked hard to move this tree safely and it’s truly rewarding to see it lit on the Capitol lawn.”

Bayer names West Coast rep, will move NA operations

George Raymond was recently named western sales representative for Bayer Environmental Science, covering northern California for the golf team and coordinating lawn/landscape activities in the western states. Previously, Raymond was business manager, herbicides/PGRs for Bayer, where he was directly involved in the research, development and launch of Revolver herbicide. He has worked with Bayer and its predecessor companies for nearly 30 years, serving as business manager for herbicides, PGRs and insecticides for Aventis Environmental Science from 2000 to 2002. Prior to that, he was marketing manager for AgrEvo Environmental and market manager for specialty products for AgrEvo Chemical Company.

Raymond will coordinate all lawn and landscape accounts in Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington and Wyoming. In addition, he will cover northern California for the golf market.

The move is intended to increase efficiencies within the company overall by bringing together all three of its business groups: BioScience, Crop Protection and now Environmental Science. The move, projected for mid-2005, will allow closer coordination among these business groups and the company’s support functions.

RedMax Strato-Charged Engine Wins Award

Komatsu Zenoah’s Strato-Charged engine brought home the gold from Germany! The innovative, low-emissions, two-cycle engine, which powers many RedMax products, took the top honor at GaLaBeau 2004, a major European landscape trade show. During its four day run, GaLaBau, held in Nuremberg, attracted more than 49,000 professional gardeners and landscape contractors from Germany, Austria, German-speaking Switzerland and eastern Europe. The Strato-Charged engine was honored for the innovative technology that allows it to meet clean air regulations without the need for a heavy, hot catalytic converter. The patented Strato-Charged engine was the first two-cycle engine to meet California’s CARB II and U.S. EPA Phase 2 emission standards without a catalytic converter.

Oregon Rolls out Major Brand Campaign

The Oregon Cutting Systems Group of Blount Inc. has initiated a national multimedia promotional campaign aimed at increasing consumer awareness of the Oregon brand name as it relates to the company’s core products: cutting chain and guide bars for chain saws. The campaign includes: cable television ads, consumer magazine ads, point-of-purchase literature and a special Web site dedicated to the brand campaign. “More people use Oregon chain and bars on their saws, but in our research we’ve learned that some of those same people do not know their chain is a
descendent of the earliest curved-tooth chain invented over 50 years ago by Oregon logger Joe Cox. And it was the Cox chain that initiated the era of the modern chain saw,” stated Cyrille Michel, vice president of marketing for Oregon. The brand campaign’s theme is suggestive of the company’s long history in forestry: “Oregon, Legendary Cutting Gear.”

**Bartlett Tree Experts Expand Canadian Presence**

The F.A. Bartlett Tree Expert Company Canada, Ltd, a subsidiary of The F.A. Bartlett Tree Expert Company, acquired two businesses in December. First they bought the business operations of Bostock Tree Service. Under this agreement, Bartlett will expand its presence in Ontario, adding an office in metro Toronto to its existing location in Bracebridge. The company also provides services in British Columbia through its offices in Victoria and Vancouver.

“This acquisition represents our commitment to growth in the Canadian market,” said Greg Daniels, president of Bartlett Tree Experts. “Bostock’s excellent reputation and high standards of tree care will be a valuable asset to us as we serve customers in the Toronto area.”

To ensure a smooth transition for customers, Bostock’s executive leadership, including Bruce Bostock, David Bostock and David Starkey, as well as a majority of the company’s employees will remain in their roles. “By retaining Bruce and his staff, customers get continuity of service from people who already know their property and access to the global resources and scientific research facilities that Bartlett offers,” said Daniels.

A week later, Bartlett announced that it had acquired the business operations of Hartshorne Tree Service, Ltd.

“We’ve experienced excellent growth in Canada this year and are excited to further extend our tree care services to the Saanich Peninsula,” said Daniels. “The Hartshorne staff, who will remain with Bartlett, has extensive knowledge of British Columbia’s habitat and regional plant species. By combining their expertise with Bartlett’s resources, state-of-the-art research facilities and cutting-edge technology, customers are truly getting the best of both worlds.”

**PHC acquires VAMTech, partners with Scotts**

Plant Health Care Inc. (PHC), a leading provider of natural products for plants and soil, has acquired VAMTech Inc. VAMTech specializes in the synthesis of formononetin, a compound that stimulates the growth of beneficial mycorrhizal fungi, a naturally occurring, soil-borne fungi that exists in healthy soil. The transaction includes all technology and patents surrounding VAMTech’s formononetin production. Formononetin is demonstrated to increase yields of row crops such as corn, soybeans and cotton, even when used in small quantities. “VAMTech has traditionally been an R&D company, but PHC now provides routes to market its technologies through our own sales channels,” John Brady, CEO of PHC, says. “In addition, we will be able to target new markets.”

PHC has also entered into an exclusive long-term agreement for consumer product development and commercialization with The Scotts Company. The agreement combines PHC’s expertise in mycorrhizal fungi, bacterial ingredients and related products with Scotts’ consumer retail product development. Scotts will retain exclusive rights to use PHC’s proprietary technology and plant products, which have been shown to improve plant health, in consumer markets.

**FMC Partners with Bayer CropScience, Willbur-Ellis**

FMC Corp. has signed a development agreement with Bayer CropScience (Bayer) for development of a number of new products for the turf and ornamentals market. FMC Specialty Products Business makes high-performance insecticides, miticides and herbicides for use by pest management, tree, lawn care, and golf course professionals. FMC SPB’s strategic growth initiatives encompass a series of programs aimed at expanding in the market segments of termite, general insect pests and turf and ornamental pests.
Oregon oil filters’ cured, resin-impregnated paper removes harmful foreign particles. Metal end caps and thermo setting adhesive provide positive seals. A perforated steel core provides internal element strength and support. A relief valve opens when necessary to provide engine with oil under all conditions. The lid assembly is roll seamed to the shell, which provides a leak-tight assembly. An anti-drain back valve prevents oil from draining out of the filter during engine shutdown. All Oregon oil filters include a self-adhesive label to note the date and/or metered hours when the filter was changed, and all are sealed with an easily removable film to protect the filter from dirt and dust before being installed. Many Oregon oil filters are now available in convenient shop packs that include 12 filters at a reduced price. Oregon provides the industry with a complete line of outdoor power equipment parts, including lawnmower blades, trimmer line and heads, spark plugs, belts, air filters, cutting chain and chain saw guide bars. Contact Oregon via www.oregonchain.com.

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Jarraff LGP Geo-Boy brush cutter tractor

The LGP (Low Ground Pressure) Geo-Boy brush cutter tractor from Jarraff Industries offers all-terrain mobility with extremely low ground pressure. Highlights include the LGP’s specialized undercarriage, ergonomically designed cab and powerful Fecon cutterhead. The LGP is designed to clear brush, trees and undergrowth in the most difficult areas, such as swampy environments and lowland areas.

Self-contained and highly maneuverable, the Geo-Boy is powered by a Cummins diesel engine. The LGP Geo-Boy can be trailered without any special permits and features a rearview camera for added safety. Track mounting helps the Geo-Boy maintain an extremely low ground-pressure rating and low center of gravity, making it well suited for all types of terrain. Contact Jarraff Industries Inc. at 1-800-436-2691 or via www.geo-boy.com.

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Series 10 a saw for all angles

Aazel Corporation Inc. has added the Series 10 Mini Pole Adjustable Saw to its product line. All Aazel saws are fully adjustable-up to 26 different true locking blade angles to allow adjustment to any situation, no matter how awkward the reach or angle might be. The Series 10 combines the adjustable angle feature with short handles, from 24, 30, and 40 inches, made of Fiberglass, which will not rot or splinter with age. Additionally the blade has a full 17-inch length of cut, reducing cutting time over shorter blades. When the blade dulls and needs replacing, it can be replaced easily. This saw is ideal for use in the top of a tree because it is lightweight, adjusts without special tools and is designed for carrying to the tree. Visit Aazel Corporation at www.aazelcorp.com.

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Tru Radar non-invasive imaging

Much as an MRI does for the human body, the Tree Radar Unit radar imaging system creates high-resolution, non-invasive images of the internal structure of a tree and its structural root mass. Developed by TreeRadar, Inc. and introduced at TCI EXPO in Detroit in October, the patented TRU system uses ground penetrating radar technology. The radar images of the internal trunk and subsurface structural root density, plus quantitative tables of remaining solid wood values in the trunk, fill a critical gap in the analysis of tree health and structural integrity. A high-resolution, cross-sectional image (an “MRI for trees”) is easily created by a technician and provides 360-degree coverage of the tree trunk at each elevation scanned. A plot of the amount of remaining solid wood thickness and the average and minimum critical thickness values are also generated. This is obtained completely non-invasively and is no more time consuming or harmful to the tree than walking around it while rubbing a hand against the bark. The TRU system consists of three main components: a portable, battery-powered data acquisition computer; a radar antenna, and an off-line data analysis software module. The computer is powered by rechargeable batteries that provide at least six hours of continuous use. For rapid subsurface structural root density scans, the radar antenna is placed in a poly tub that is mounted on a cart to permit the tub to ride over rough surfaces and objects on the ground such as sticks and tufts of grass, while still maintaining ground contact. It is not necessary to remove litter or small layers of leaves since radar is unaffected by these ground objects. The entire TRU system can be transported in two carrying cases. Arborists can purchase, lease or rent the TRU Radar, or contract inspection services. Visit TreeRadar Inc. at www.treeradar.com.

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**Terex T45 Super Quiet Generator**

Terex’s new T45 generator is designed and built for quiet operation, yet durable enough to handle the day-to-day conditions of the jobsite. The T45 offers a prime power output of 45 kVA (36 kW) and delivers both single- and three-phase outputs that can be operated simultaneously. The Super Quiet line of generators, including the new T45, come standard with a five-lug distribution board, which puts the ground connection in the distribution panel with the other connections. The power side of the control panel of the T45 includes a main breaker, two GFCI duplex receptacles and two Tempower Twistlock receptacles. An engine control module monitors engine conditions and immediately shut the generator down under a fault condition. The T45 is powered by a Tier II compliant, 4-cylinder, 66 hp (1,800 rpm) 4JJT2 Isuzu turbo engine. A fuel capacity of 64 gallons and a run time of 75 percent at load provide 29 hours of operation on a single tank of fuel. Combined with the unit’s standard automatic start, the self-contained fuel tank feature enables the unit to be rented as a mobile power source or deployed separately for permanent power applications. The design of the rear louver panel attenuation system allows for once-through airflow to reduce average noise levels and help eliminate corrosion hotspots. An overlapping cabinet design provides sound blocking by eliminating gaps. These features enable the T45 to run at peak operating efficiency at a quiet 65 dBA at 23 feet (or 7 meters). Visit Terex at www.terex.com.

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**Morbark 6600 Track WoodHog packs power and mobility**

The Morbark Model 6600 Wood Hog on tracks is a power-packed, durable horizontal grinder with self-propelled mobility. This machine is designed to move and grind simultaneously, allowing for more production per hour.

Remote control of all machine functions allows the 6600 on tracks to be operated from the cab of an excavator or loader, feeding the material to the grinder with ease. Engine options range from 860-1,000 hp. In addition, the Caterpillar 330L undercarriage provides a full 18 inches of ground clearance and a wide stance for steep grades. The Morbark Iqan Feed System is a variable system that automatically adjusts feed rates, pressures and feed wheel positions to optimize production and efficiency. The 42-inch diameter by 67-inch hammer mill, equipped with heavy-duty 28-inch diameter rotors, is laser cut, making the mill components more durable with more precise tolerances. A wireless radio remote control, 11 hp air compressor, electronic RPM sensor and emergency shut down system, and a full breakaway torque limiter are also standard features on this track hog. Contact Morbark at 1-800-233-6065 or via www.morbark.com.

Please circle 194 on Reader Service Card
Jay Leno recently got a few late night laughs about the rising price of scrap steel, regaling his audience with a story about thieves who make a business of swiping manhole covers, which are then melted down and sold as a commodity to a company making – you guessed it! – manhole covers.

What aren’t so funny are the facts behind the story – the rising price of steel over the past year – which has jumped anywhere from 60 percent to 100 percent, depending on the quality of the metal.

On the steeper end, high-tensile steel, known as T1, doubled, and the basic sheet steel rose half of that. Components-bearing specialty steels are even pricier. We can blame world market demand, largely driven by the newly industrialized Chinese (which is where the manhole racket started before immigrating to the left coast) all we want, but fact is steel prices are pumping up the cost of steel-based goods.

Just about any tool or toy or mode of transportation using steel was hit last year. Particularly hard hit were the chipper-makers, who were very vocal about the problem during the recent TCI EXPO in Detroit.

What we found out was that the impact began being felt as far back as last March. Though prices started to rise a bit earlier, that’s really when the pain began to set in. Wherever and whenever possible, chipper makers (and makers of other equipment in our business) attempted to absorb the escalating cost as best as they could, generally succumbing to the inevitable, however, with periodic bumps to the sales price in the form of a surcharge.

It wasn’t uncommon to see a series of them announced over the course of the year that would move up the end-price of a chipper unit by up to 5 percent. Over the course of the year, all told, whether it was a price increase or steel surcharge, net increases averaged about 10 percent.

By the holiday season, the situation appeared to be abating somewhat, although caution was the byword. It appeared then that the world appetite for steel had leveled off and with it prices. The key phrase is leveled off, not diminished. That means...
machine makers were better able to cost their goods and price them with some sense of reliability.

The result was that by year-end chipper makers seemed relatively confident of stabilizing prices to the point that they could establish sticker prices to reflect the new cost of living with steel.

The bottom line is this: tree care pros should expect to pay upwards of 10 percent more for chippers in ‘05 than they did in 2004. That assumes that steel prices have settled down. All bets are off if steel prices take off again.

Jerry Morey, president of Bandit Industries, says “Steel had a dramatic impact on our costs, especially in our machines with special steel, like the high tensile T1 steel, which more than doubled this year. Overall, our steel costs are up 60 to 80 percent.”

That’s a critical factor when you look at chippers, which use a great deal of steel in underlying components, from sheet metal to bearings to rims to axles. Bandit logged an initial surcharge plus two subsequent surcharges over the year, each in the 2 percent to 5 percent range.

As with most of his competitors, Morey doesn’t necessarily see the steel companies lowering prices in 2005, and he wouldn’t be surprised with further hikes in April. Reflecting what appears to be the general feeling of the industry as a whole, that means high steel prices are here to stay, Morey says.

Morey expects Bandit to expand both its chipper and grinder lines in ‘05 to include a redesigned 1890 model chipper that will be more compact and easier to tow and maneuver than its predecessors, and a self-propelled track version of the model 2090, a whole-tree chipper. Bandit also recently redesigned the 6-inch 65XL, making it heavier duty yet lighter weight, Morey says.

The experience at Vermeer was similar this year, says head of marketing Chris Nichols, depending on what kind of steel and the lead time required. “Not all of the costs were passed on, because our pricing is determined by our business model. We are in touch with value versus cost to customer. You can call it market-based pricing. We knew that steel prices would affect us and that we could not pass all of them to our customers.”
In the Vermeer model, some unit prices held the line while other increases were shared throughout the channel, first by Vermeer at the manufacturing end, then by the dealer in terms of margin, and finally by the customer in terms of a surcharge.

“We instituted a surcharge by model starting in the spring of ’04, but we didn’t institute them across the board,” notes Nichols. “Vermeer is not a low price supplier, so we looked at the situation model by model, based on competitive pricing. On models we thought couldn’t take a surcharge and we were already at-margin, there was no surcharge. Others could stand a price increase and keep us competitive and leave a fair margin.” The policy was to “do right for us, the dealer and customer.”

Though Nichols only hinted at major new “solutions-based” announcements for 2005, he did say to expect Vermeer’s new models in both the grinder and chipper categories to have “a safety innovation focus,” adding that Vermeer will finish adapting its patented bottom feed-stop bar passive-safety system for all models of chipper by spring ’05.

Ross Johnson, sales manager at TerraMarc Industries, maker of the Bearcat line of chippers, reported instituting surcharges in 2004 and had just taken a look at new pricing for 2005 in early December.

“While we did introduce one steel surcharge in 2004, we absorbed the rest,” reports Johnson. “For 2005, we evaluated our standards and costs and the 2005 new pricing will include absorbed costs,” he says. One typical example he gave was the rise in 10-gauge steel from $62 a sheet in ’03 to $122 a year later.

New for TerraMarc in 2005 will be a 12-inch Bearcat Towable Chipper powered by an 86 hp Kubota or a 110 hp John Deere, and a 14-incher powered by a 124 hp John Deere engine.
To attend this meeting or receive more information, please call 1-800-733-2622.

Produced by Tree Care Industry Association
Deere. All are road towable, and Johnson advises arborists to look for features such as a 20- by 14-inch opening, 46-inch diameter, 2-inch thick disks and four reversible chipper blades.

He also stresses the new speed sensor “try again” feature. “If a log does not go into the disk, an indicator backs off the speed roller eight tenths of a second and automatically tries again.”

At Rayco, the chipper business is relatively new (fall ’04). Marketing Manager Paula Russell says that “As a new product, for Rayco, the 2004 steel pricing was largely factored into the cost of the chippers. All indications are that steel prices may go down, purchasing (pressures) will go flat-line, and pricing will hold.”

Across the board, she says, the company tried diligently to re-evaluate increased charges and passed on additional costs each month to dealers as surcharges, based solely on steel components and steel cost. A prime example is the loader attachments used in landscaping.

“We bore some of the cost but had to pass some along,” Russell adds. “We are at the mercy of steel suppliers. For bigger pieces like crawlers, steel is a significant cost.”

In some areas, a monthly surcharge review was standard practice. Stabilized steel costs have since led Rayco to eliminate the monthly surcharge and build a standard price list.

Nonetheless, Rayco plans to continue its push into the chipper market with 10 models by the end of 2005. Two in production now are the RC 6D, 6-inch disc chipper and RC 12, a 12-inch drum type. Introduced at TCI EXPO were the RC 12D, 12-inch disc and RC 20xp, 20-inch drum types.

Tom Gross, owner of Dynamic Manufacturing, maker of the Conehead chipper, also has seen prices go up. Though his last price change in ’04 has held, he felt
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“Most suppliers could guarantee steel prices only a month at a time, so we had to break that out as a surcharge, ranging from a couple hundred dollars on low-end equipment to a couple of thousand or more on the high end.”

Rob Faber, commercial sales specialist, Morbark

Despite the rising steel costs, J.P. Carlton and most other manufacturers had plenty of steel on display at TCI EXPO in Detroit in October.

the need to state in his pricing bulletins that prices were subject to surcharges.

In terms of new models, Dynamic showed the totally new DC-50 Conehead Chipper at TCI EXPO. As Gross explains it, the patent-pending model is a blend of disc married to Conehead drum technologies.

“It’s the best of both worlds,” he says, “with efficiencies and improvements over a flat-face drum. We are able to get extra inertia with a disc flywheel effect and better disc discharge.”

The design is said to use less horsepower, which means less fuel (upwards of 40 percent is claimed) and extended blade life. Pricing, he says, is more in line with that of a disc-type machine. Right now it’s coming out as a 15-incher, but larger and smaller units are planned.

Also introduced in late ’04 was the model 560 which is expected to hit the streets in volume in ’05. “It’s a higher horsepower (250) and has a higher capacity range (21-inch), ideal for land clearing and take-down/disposal,” relates Gross.

Rob Faber at Morbark reports that passing on the rising costs of steel was handled as a steel surcharge that fluctuated each month. “Most suppliers could guarantee steel prices only a month at a time, so we had to break that out as a surcharge, ranging from a couple hundred dollars on low-end equipment to a couple of thousand or more on the high end.”

New from Morbark in 2005 is the Twister 12, shown in prototype at TCI EXPO. The introductory value-based unit has a 12-inch throat and deep hydraulic-feed, drum-style technology. “It’s intended to be an economical machine, 50-86 hp diesel, and available at the end of the first quarter,” says Faber.

Faber also said to look for the 2012 D Storm, a 12 inch disc-style with 18-inch-wide and 12-inch-high throat; the smaller Model 2060 D, 6-inch disc-style with 12-inch-wide and 6-inch-high throat and an auto feed system; Model 12 Blizzard, a 12-inch drum-style with 18-inch-wide, 12-inch-high opening; Tornado 13, a drum-type machine with 20-inch-wide throat rising to 16 inches, and; the Model 2400 XL Hurricane, with a 20-by-20 inch throat and a variety of power options. New on the 2400 for ’05 is an operator platform with a seat above the end-feed for better control, safety and visibility.

With wildly fluctuating but generally rising steel prices, 2004 was a bumpy ride for chipper customers. Prices appear to have stabilized, however, and manufacturers are gearing up for a healthy 2005 with new models and features to keep the chips flying.
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### Events & Seminars

#### January 5, 2005
- **EHA- Electrical Hazard Awareness Program**
  - Michigan Green Industry Association
  - TCIA approved, OSHA’s 29 CFR 1910.269 compliant
  - Oakland Community College
  - Farmington, MI
  - Contact: 1-800-733-2622

#### January 6, 2005
- **Transplanting Techniques for Sustainable Landscapes**
  - Dr. Tom Smiley and David Boone
  - Michigan Green Industry Association
  - Doubletree Hotel & Conference Center, Novi, MI
  - Contact: (248) 646-4992

#### January 7-February 4, 2005
- **Urban Forestry: Make Your Town a Tree City USA**
  - Rutgers’ Cook College, New Brunswick, NJ
  - Contact: (732) 932-9271 or ocpe@aesop.rutgers.edu.

#### January 10-11, 2005
- **2005 Empire State Green Industry Conference**
  - Hudson Valley Resort & Spa
  - Kerhonkson, NY
  - Contact: NYS Nursery/Landscape Assoc. 1-800-647-0384; NYS Arborists (845) 855-0225; or www.nysnla.org

#### January 10-13, 2005
- **Virginia Turf Grass Council 45th Annual Turf & Landscape Conference & Marketplace**
  - Richmond Marriott, Richmond, VA
  - Contact: 1-800-472-7878, www.gcsaa.org

#### January 11-13, 2005
- **Eastern Pennsylvania Turf Conference and Trade Show**
  - Valley Forge Convention Center, King of Prussia, PA
  - Contact: Georgene Thompson: (717) 243-1349 or georgenethompson@comcast.net

#### January 13-14, 2005
- **6TH Annual CSRA Tree, Ornamental & Turf Seminar**
  - Central Savannah River Area
  - Julian Smith Casino, Augusta GA
  - Contact: (706) 854-0926 or visit www.empiretree.com

#### January 18-21, 2005
- **Second SunderOak Death Science Symposium**
  - Monterey Conference Center
  - Monterey, CA
  - http://nature.berkeley.edu/forestry/sodsymposium

#### January 19-20, 2005
- **Annual Mass. Tree Wardens’ & Foresters’ Conference**
  - Host Hotel & Conference Center
  - Sturbridge, MA
  - Contact: Pat Felix, (781) 894-4759

#### January 19-21, 2005
- **Pennsylvania-Delaware Chapter of ISA**
  - Annual Shade Tree Symposium and Trade Show
  - Lancaster, PA
  - Contact: Elizabeth Wertz (215) 795-0411

#### February 16 & March 23, 2005
- Arborist Innovations, Techniques & Solutions Seminar
  - Rutgers’ Cook College
  - New Brunswick, NJ
  - Contact: (732) 932-9271 or ocpe@aesop.rutgers.edu.

#### February 23, 2005
- **Woody Plants Symposium: Reclaim Your Woodlands**
  - Chicago Botanic Garden
  - Glencoe, IL 60022
  - Contact: www.chicagobotanic.org/symposia

#### February 27 through May 11, 2005
- **12th Arborists’ & Tree Workers’ Certification Preparation Course**
  - Aria Conference Center
  - 695 E. Madison Way, Brea, CA 92821
  - Contact: (949) 454-2409

#### March 1, 2005
- **Nassau Suffolk Landscape Gardeners Association**
  - 37th Annual Professional Turf & Plant Conference
  - Huntington Town House, Huntington, NY
  - Contact: Patricia Voges, (631) 665-2250 or NSLGA2@optonline.net

#### March 1-3, 2005
- **Western PA Turf Conference & Trade Show**
  - Pittsburgh ExpoMart, Monroeville, PA
  - Contact: (717) 243-1349 or georgenethompson@comcast.net, or www.paturf.org

#### March 23, 2005
- **MGA 18th Trade Show and Convention**
  - Novi Expo Center, Novi, MI

#### March 4-5, 2005
- **Ecological Landscaping Assoc. 2005 Winter Conference & Workshop**
  - Marlborough Royal Plaza Hotel
  - Marlborough, MA
  - Contact: (617) 436-5838; www.ecolandscaping.org

#### March 10-12, 2005
- **TCI EXPO Spring**
  - Tree Care Industry Association
  - EXPO March 10-11; Outdoor Demo Day March 12
  - Long Beach, CA
  - Contact: Carol Crossland, 1-800-733-2622, Ext. 106; crossland@treecareindustry.org; www.tcia.org

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96 INT 4700: DT466, 190 hp, Allison 4 spd auto, A/C, 27,500 lb GVW, with 10 ton PALFINGER PK5000 crane, picks 1,260 lb at 6 ft max reach, 9 ft steel dump w/ 24” sides, remote controls. $34,500.

6235

2000 INT 4700: T444E, 210 hp, 6 spd +lo, 25,500 lb GVW, with 3½ ton HFC 3015 crane, picks 1,935 lb at 15’6” max reach, 10 ft steel flatbed/racks. $49,500.

6429

92 FORD F800: 6.6L diesel, 170 hp, 5 spd + 2 spd rear, 28,040 lb GVW, with JERR-DAN 22 ft steel rollback. $9,800.

6422

96 FREIGHTLINER FL80: 8.3L Cummins, 275 hp, 8 spd +lo, A/C, 56,000 lb GVW, with 10 ton PALFINGER PK11000 crane, picks 3,124 lb at 33 ft max reach, 24½ ft steel flatbed. $49,500.

6255

94 INT 4900: DT466, 195 hp, 6 spd +lo, 33,000 lb GVW, 3½ ton AUTOCRANE A50 crane, picks 1,250 lb at 32’ max reach, 18 ft steel flatbed, lift gate. $34,500.

6432

99 GMC C7500: CAT 3126, 210 hp, 6 spd, A/C, 33,000 lb GVW, with 15 ton NATIONAL 500C crane. 96,500 miles. $59,500.

6414

95 WHITE / GMC WG64: Volvo diesel, 280 hp, Volvo 9 spd, 56,000 lb GVW, with 22 ft steel flatbed / dump. $32,500.

6359

99 INT 4900: DT466, 185 hp, 5 spd, 32,000 lb GVW, 4½ ton PALFINGER PK11000 crane, picks 2,775 lb at 25 max reach, 15 ft steel flat + 6 ft ramp + 6 ft fold ramp. $19,500.

6411

91 MACK CH613: E7-300 diesel, 300 hp, 8 spd +lo, A/C, 46,000 lb GVW, with 21 ft steel flatbed / dump w/ rollers. $24,500.

6441

74 MACK DM685S: ENOC175, 6 spd, 49,780 lb GVW, with 95 TEREX TC2863 Hydro-seeder, 3,000 gal cap. John Deere power, 200 ft hose & reel, spray bar, PTO driven fill pump. $29,500.

6410

98 FORD F800: Cummins 5.9L, 230 hp, 6 spd, 33,000 lb GVW, with 14 ton TEREX TC2863 CRANE, 73 ft hook ht, cap alert / shutdown, 18 ft steel flatbed. $48,500.

6334

98 VOLVO WG64: VEDYA280, 280 hp, 8 spd +lo, 60,000 lb GVW, with 24 ft steel flatbed / dump. $45,500.

6222

87 FORD F800: 429 gas engine, 5 speed + 2 speed rear, 31,000 lb GVW, 66 ft ALTEC AM900 bucket, joystick controls, 14 ft steel flatbed. $29,500.

6212

93 GMC TOPKICK: CAT 3126, 215 hp, Allison 5 spd auto, 33,000 lb GVW, with 50 ft ALTEC LRB-50 bucket, joystick controls, 14 ft utility body. $29,500.

6039

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.

6045

87 FORD F900: 7.8L diesel, 210 hp, 10 spd, 46,000 lb GVW, with NATIONAL 6656-BNY crane, 87 ft hook ht, 20 ft wood flat. $29,500.

6177

88 FORD F900: 7.8L diesel, 13 spd, 48,000 lb GVW, with 12½ ton JLG 1250BT crane, 77 ft hook ht, 20 ft steel flatbed. $34,500.

6252

2000 FORD F550 SUPERDUTY: 7.3L Turbo-diesel, 235 hp, auto w/d, 77,500 lb GVW, with 37 ft ETI ETO37HR bucket, joystick ctrl, 9 ft utility body. $29,500.

6391

10 IN STOCK!

95 FORD LNT8000: 8.3L Cummins, 275 hp, 8 spd +lo, +lo/lo, A/C, 71,200 lb GVW, 13 speed, 44,860 lb GVW, with 27 ft steel flatbed. $34,500.

6442

90 FORD LT8000: 7.8L diesel, 240 hp, 8 spd +lo, +lo/lo, 15 ton NATIONAL 600B crane, 56 ft hook ht, cap alert. 15K miles. $39,500.
You’re out in the field, and you’re feeling invincible. You’ve got your chain saw rarin’ to go, and you and your co-workers have just felled a tree and are ready to work on the ground now, preparing to reduce it to easily dragged pieces.

You’ve done this a thousand times, so you feel confident in your ability to handle the chainsaw. It’s a hot day; you are wearing gloves as well as head protection, and are perfectly comfortable without chaps, which can be a little uncomfortable and are waaaay over there in the truck …

Without so much as batting an eyelash, you fire up the chainsaw and get down to business.

Wrong choice.

Already in violation of ANSI Z-133, you run the risk of sending yourself to an emergency room for a leg laceration that didn’t have to happen.

It’s easy to overlook leg protection when using a chainsaw. Chaps and pants can be heavy, bulky items that trap in heat and can make working uncomfortable. Taking the extra time to walk over to the truck to fetch the required leg protection might seem like more hassle than its worth. For seasoned tree care workers, using a chainsaw comes as naturally as breathing – so taking the extra safety precautions might seem like a waste of time. But the facts speak otherwise.

OSHA asserts that the risk of injury from a chainsaw is present whenever a chainsaw is being used. This conclusion is drawn from a Bureau of Labor Statistics Work Injury Report that claims, “chain saw kickback and sudden cut-through, which are major causes of chain saw injuries, are not dependent on whether the chain saw is used frequently or regularly by the operator.”

Simply put, the data says that regardless of whether you use a chainsaw once a day or once a year, you still face the same chance of getting hurt.

Recent data from the Tree Care Industry Association (TCIA) Illness & Injury Survey indicated that 40 percent of all lacerations that occurred on the job were from chainsaws. Of those injuries, about 20 percent were cuts to the legs.

That means that, according to the data collected from 6 million-plus man-hours of work in tree care operations in 2003, there were eight chain saw injuries to the leg. As Peter Gerstenberger, TCIA senior advisor for safety, compliance & standards, explains, these were “eight cuts that should have been prevented and would have been prevented if the operator had been wearing proper leg protection.”

“Leg injuries from a chainsaw – when they occur – are very costly,” Gerstenberger iterates. “Exceedingly high cost, not only in the monetary cost to the employer, but in pain and anguish, lost productivity and a strong likelihood of serious, permanent damage to the chain saw operator’s leg.”

In an industry where the rate of injury is four times higher than the national average, following required safety protocol is absolutely essential.

The message is simple: Protect your legs.

For Scott Prophett, business manager at Sherrill and a treeworker, using leg protection while running a chainsaw is a no-brainer: He’s seen his share of both injuries from not using protection as well as close calls where the chaps or pants did what they were intended to do.

On a moment’s notice, Prophett can think of several instances where protective pants played a key role. At one occasion, a worker “didn’t even realize that he had accidentally bumped his leg with the chain saw … and the chaps just stopped the saw.”

The above photograph illustrates how the basket-woven Kevlar fibers stretch across the chain’s cutters. This, in effect, slows its penetration, allowing increased reaction time.
saw till he looked down and saw the gash in the Kevlar,” Prophett recalls.

In fact, he continues, quite often “you don’t really know that (chaps and pants have) done their job till you are taking the chaps off at the truck” at the end of the day – and notice the small nicks and cuts from the chain saw. “You can tell right there it did its job.”

David Tilton, marketing manager for Tilton Equipment Company in Rye, N.H., couldn’t agree more.

“This is absolutely essential equipment,” he says of chain saw leg protection.

In Tilton’s opinion, folks aren’t ignoring leg protection because they are unaware: “I think that they know that they should be (wearing it),” he says. “The attitude (is) it’s a hassle; some folks don’t want to spend $75 (on leg protection); and don’t realize what a trip to the emergency room would cost them” if they did injure their legs.

What’s out there for safety products?

The range of leg protection for chain saw workers on the ground is relatively simple: The basic options are protective pants, chaps, wrap-around chaps or bib/pants combinations. The protective material is generally either a form of Kevlar or a warped-knit nylon material, and must be compliant with national standards (see sidebar). Other materials can be combined with the Kevlar and ballistic nylon to provide warmth, aid in cooling, or add water resistance.

The long-standing debate of whether chaps or pants provide the best protection has proven to be somewhat inconclusive, according to Gerstenberger.

“It’s more of a theoretical debate – at least in the tree care industry,” he says. “The question is, if you lay a running chain saw across your leg with chaps, (would the chain saw) pull the protection around and cut the leg underneath?” Gerstenberger explains. “At this point, we really don’t have enough data to prove or disprove this theory.”

Prophett agrees that chaps and pants are equals in the protection they provide. The main difference between the two, he says, has little to do with safety: It’s mainly a matter of comfort: “Pants you would wear all the time. Chaps are designed so that you can put them on over your work clothes when you need them. “They’re all going to be safe,” he adds. Comparing the safety of partial-wrap chaps to full-wrap chaps to pants “is not a major issue.”

How does leg protection work?

The main function of chain saw leg protection is simply to give the operator an extra barrier. Leg protection is not designed to necessarily stop an injury from happening; instead, it slows down the rate at which it happens, giving the operator more reaction time to prevent the injury.

Protective pants work in two different ways: The standard Kevlar pants add a thick, tough layer that can withstand minor cuts and will slow down any major cuts into the fabric. The threads in a pair of warped-knit nylon pants come apart when it comes in contact with a chain saw, and the threads get caught in the chain, locking it up and in essence turning the chain saw off.

The warped-knit nylon is a newer innovation that has been around for the past decade or so, according to Prophett, but Kevlar is the more popular type of leg protection sold by Sherrill.

“They are a little more durable,” Prophett explains. If you “snag and pull the warped knit nylon, they are damaged … (and) you have to throw them away.”

Along that same line, it is important to ensure that the protective pants and chaps you have on your work truck are not damaged to the point where they no longer offer the full amount of protection. Inspect them frequently for any damage that would compromise the level of safety they should be providing, and replace them when necessary.

As Tilton points out, “It is vital to remember that “pants and chaps are not cut proof. What they do is buy you time.”

Prophett echoes that sentiment: “If you try hard enough, you can cut through Kevlar chaps (or the) ballistic nylon. But it’s better than not having them on at all.”

Standards for leg protection

Leg protection for chain saw operation on the ground is specifically required in the United States by ANSI Z-133. OSHA general industry regulations for PPE leave the employer that doesn’t require it in an almost indefensible position.

OSHA Regulation 1910-266 requires that “The leg protection shall cover the full length of the thigh to the top of the boot on
each leg to protect against contact with a moving chain saw.”

The industry standard for protective chaps and pants while using a chain saw are outlined in ANSI Z-133, section 4.2.1: “Chain saw resistant leg protection shall be worn while operating a chain saw during ground operations.”

Chain saw pants and chaps need to meet other national quality standards (see sidebar).

In Europe, leg protection standards are more stringent than those in the United States. Paul Verhelst, export and product manager for SIP Protection in Belgium, explains how European standards have led to production of leg protection pants where comfort is as important as safety.

“In Europe,” Verhelst explains, “anyone working with chain saws must wear protective pants; that means also the tree climbers working in the tree.”

Also, he adds, employers are required to provide chain saw operators with appropriate leg protection when it is deemed necessary; if the worker does not wear the PPE, then he/she is responsible for any injuries, and an insurance company could very well not pay if there is an accident and the required leg protection was not worn.

“Because of this regulation,” Verhelst continues, “manufacturers in Europe have tried to come (up) with much lighter and more comfortable garments since everyone has to wear them. … The market was big enough to investigate” and make an effort toward creating better products.

The European EN 381-5 Norm – the European standard for leg protection for chain saw users – defines three types (or designs) of leg protection wear, according to the kind of protection they provide: The clothes of type A and B – which are similar to partial-wrap chaps – are intended to be used mainly by professionals. The clothes of type C – which wrap fully around the legs – are a requirement for students as well as others who don’t normally work with chain saws, or are using a chain saw in an “exceptional situation.”

Similarly, the UK’s Health and Safety Executive, which plays a role similar to OSHA in the United States, has a directive of its own:

Personal Protective Equipment (EC Directive) Regulations 1992 calls for “protection for legs incorporating loosely-woven long nylon fibres or similar material. All round protection is recommended.”

As explained in “A Short Guide to the Personal Protective Equipment at Work
Interested parties may pre-register for waiting lists to attend one of the FREE Electrical Hazards Awareness Program (EHAP) seminars, made possible by a federal grant from the Occupational Safety and Health Administration.

The grant was awarded through the Susan Harwood Training Grant Program, which provides funding for nonprofit organizations to conduct training and education programs for employers and workers on the recognition, avoidance, and prevention of safety and health hazards in their workplaces.

TCIA’s Electrical Hazards Awareness Program (EHAP), introduced in 1975, has trained thousands of arborists involved in line clearance and those working on residential properties near energized lines. It is widely recognized as the training standard for complying with OSHA 29 CFR 1910.269 regulations.

The FREE workshops will provide participants with most of the formal requirements of an Electrical Hazard Awareness Training Program (EHAP). Topics will focus on training requirements that serve as a prerequisite for working within 10 feet of an electrical conductor. Participants will learn about identifying electrical system components, the presence and nature of electrical hazards, protective measures available, and common unsafe acts to avoid. Workshops will be offered in English and Spanish, with accompanying TCIA EHAP materials (a retail value of $135) provided at no charge in either language.

Approximately 34 percent of tree care worker fatalities are related to electrical hazards. These workshops will help reduce the number of fatalities and injuries in this industry.

TCIA (formerly the NAA) is an international trade association that develops safety, education and management programs and standards of tree care practices. TCIA is the only accrediting body of tree care firms in the United States.

Companies, organizations, groups, or municipalities interested in hosting an EHAP workshop in their area should contact Lee Gilman at TCIA’s headquarters by calling 1-800-733-2622.

If you are interested in attending a workshop please call Amy Waterstrat at 1-800-733-2622 to pre-register.

Pre-registered parties will be notified of times, dates and exact locations. Pre-registration is for waiting list only. At time of notification, full registration will be accepted. Seminars will be located in most major metropolitan regions.

This is NOT a complete certification program. Passing chapter exams from the manual provided and completing approved CPR and first-aid courses are also course completion requirements which may be used by employers to support designation of qualified line clearance trimmer status. For more information about TCIA EHAP certifications, call 1-800-733-2622 or visit us online at www.tcia.org.

This material was produced under grant number 46A4-HT33 from the Occupational Safety and Health Administration, U.S. Department of Labor. It does not necessarily reflect the views or policies of the U.S. Department of Labor, nor does mention of trade names, commercial products, or organizations imply endorsement by the U.S. Government.
Regulations 1992," the PPE regulation is "not compulsory and you are free to take other action. But if you do follow the guidance you will normally be doing enough to comply with the law. Health and Safety inspectors seek to secure compliance with the law and may refer to this guidance as illustrating good practice."

Summary

Chain saw injuries to the leg can be drastic, tragic events that can cripple a tree care worker for life. Adhering to the simple requirements set forth by national agencies, investing in a quality pair of chaps (usually less than $100) and properly maintaining personal protective equipment will go a long way to keeping you intact while operating a chain saw.

The best approach to leg protection is simple. In Prophet’s words, he “wouldn’t leave home without them.”

Chaps and pants might run you $75 bucks or so, he says, but a chain saw’s cut to the leg – “It’s going to (cost) thousands!”

Ariana Zora Ziminsky is a former assistant editor of TCI magazine.
Driver Drug & Alcohol Testing

S kirting DOT compliance is a high stakes gamble that can result in sidelined trucks, drivers, or both. This article deals with an often misunderstood aspect of driver fitness – the need to test for drugs and alcohol. As an employer, you are responsible for meeting all applicable requirements and procedures, and you are held accountable for the actions of your employees, representatives and agents in carrying out DOT requirements.

The DOT’s drug and alcohol testing rules cover drivers performing safety-sensitive functions. The types of drug tests required are: pre-employment; reasonable suspicion; post-accident; random; return-to-duty; and follow-up. Pre-employment alcohol testing is not required.

Some employers perform drug testing as part of their drug-free workplace programs. DOT tests must be completely separate from non-DOT tests in all respects. The samples, the results, even the forms cannot be shared between programs.

Most companies use a service agent to perform the tasks needed to comply with DOT agency drug and alcohol testing regulations. As the responsible party, you must ensure that the service agents you use meet DOT qualifications. You may require service agents to show you documentation. Your good faith use of a service agent is not a defense in an enforcement action in which your alleged noncompliance may have resulted from the service agent’s conduct. A third-party agent cannot act as your designated employer representative.

Employees who fail drug tests still have rights. You are prohibited from laying off or firing employees who fail because they failed, except in certain situations where worker safety is threatened. Even then, you must obtain a waiver.

When you are notified of a positive drug test result, you must immediately remove the employee involved from performing safety-sensitive functions. You must take this action upon receiving the initial report. Similarly, if the employee somehow cheats on the test, you must consider this a refusal to test and immediately remove the employee from safety-sensitive functions. With an alcohol test result of 0.04 or higher, you must immediately remove the employee, and with a test result of 0.02—0.39, you must temporarily remove the employee. You can only return the offending employee to safety-sensitive tasks when they successfully complete a return-to-duty process.

New hires and employees transferred into safety-sensitive positions must provide written consent to be tested before being permitted to drive your CDL vehicles. Additionally, you must request records from DOT-regulated previous employers to cover the two years prior to the employee’s application or transfer. If feasible, you must review this information before the employee first performs safety-sensitive functions. If this is not feasible, you must obtain and review the information as soon as possible. You must maintain a written, confidential record of the information you obtain or of the good faith efforts you made to obtain the information. You must retain this information for three years from the date of the employee’s first performance of safety-sensitive duties for you.

If you are “the previous employer,” you must maintain a written record of information released, and you must, after reviewing the employee’s specific, written consent, immediately release information to the new employer.

When you are required to report data to a DOT agency, you must use a form and instructions provided by DOT for the purpose, and you must submit the report in accordance with rule requirements established by the DOT agency regulating your operation.

Peter Gerstenberger is Senior Advisor for Safety, Compliance & Standards for the Tree Care Industry Association.
Capital’s Double Whammy

By Mary McVicker

Business gets it from all sides when it comes to capital – a classic sandwich effect. On the most immediate front there’s the matter of working capital, which involves paying bills and meeting payroll. Less apparent but not less critical is the matter of the business’ capital infrastructure. The combination adds up to a double whammy.

Working capital: the constant dilemma

Working capital focuses on cash, accounts receivable and, for some businesses, inventory. The amount of working capital is the total of those accounts, which appear on the balance sheet. The focal point of working capital is liquidity and solvency.

Because the real question for most businesses is whether there’s enough money in the business to pay bills and salaries, the numerical amount of working capital isn’t inherently useful. Many analysts prefer “Net working capital,” which is computed by subtracting short term liabilities from working capital; this recognizes demands on cash and accounts receivable and gives a more realistic number.

But even that is flawed. How realistic are the accounts receivable? Are they collectible? If you generally collect about 95 percent of your accounts receivable, then your working capital considerations should include only 95 percent or less of the total accounts receivable.

Accounts receivable also present a timing dilemma. When will you realize that money? Rarely does the timing of payments correlate well with the timing of bill payments. With collectability and timing issues, the effectiveness of your working capital is diminished. Timing considerations are at the heart of your business’ cash cycle as well.

The cash cycle

In the cash cycle, cash is exchanged for materials used to make to the product or for inventory; the product is sold, either for cash, or for an account receivable, which is then transformed into cash.

The timing of your business’ cash cycle has a direct effect on the solvency of your business. The key question is: how quickly and efficiently does the business go through its cash cycle? If the assets don’t change quickly enough, too much money is tied up in materials or inventory, or in accounts receivable, and the liquidity position of the business is affected. Can you make the cash cycle move more efficiently, thereby shortening the length of the cash cycle?

Tracking changes in working capital

With so many issues affecting the reality of your working capital, why bother with the computation? Good question. A very small or very large amount of working capital, especially net working capital, does suggest something about the business’ financial position. But in the middle of the spectrum, the numbers themselves aren’t that meaningful.

The essential value of working capital computations is the changes it shows, from one period to another. Changes in working capital aren’t always immediately apparent. Tracking changes enables you to spot critical indicators early, which gives you some time to take action to ameliorate their negative effects. In order for this to be effective, you need to monitor changes frequently, at least monthly.

for two things:

1. Your net working capital decreases. The key here is to determine if this decrease is a routine, seasonal fluctuation and, if so, if the fluctuation is within the usual range. Not every decrease is seasonal. If you assume that “seasonal fluctuation” is the reason for a decrease, you may be losing out on a valuable indicator.

2. Your cash cycle slows down. I know at least one business person who declares “I don’t care what the indicators and experts say, when it starts to take longer to collect my receivables, I know it’s time to get my house in order.”

Double Whammy part two: capitalization

Capitalization is the infrastructure of the business. A weak infrastructure – undercapitalization – sharply reduces the vitality of the business.

Some businesses begin life undercapitalized, with too much debt and not enough cash to support the business. This happens when start-up plans are too ambitious for the resources of the business. The folly of trying to start a $50,000 business with $40,000 is obvious, but it happens surprisingly often, usually due in part to a deadly combination of adrenaline and optimism. Add in unexpected costs and an unanticipated slow start, and the result is a capital shortfall. While there are many stories of successful businesses that were “started on a shoestring,” for most the reality is that the business struggles for a long time, and many never recover from their weak start.

Undercapitalization can also occur later in the business’ life. Overexpansion is a big culprit; we’re still seeing casualties from under-funded expansion in seemingly
boom times.

When money is tight undercapitalization seems almost inevitable for many businesses. Sales slow down, and borrowing replaces sales as a source of funds. The capital mix becomes increasingly heavy on debt, and undercapitalization results. When it becomes apparent that the situation isn’t temporary, businesses have several options:

- Cutting back and downsizing;
- Making a change in product or market to offset the declining sales; or
- Keeping the status quo and hoping sales will improve.

Tracking reliance on debt

One of the easiest ways to monitor your business’ reliance on debt is to track your debt-equity ratio. The amounts you need are on the balance sheet, and the calculation is very simple. The debt-equity ratio is:

\[
\text{Debt-equity ratio} = \frac{\text{Total debt (or liabilities)}}{\text{Total equity (or net worth)}}
\]

The answer is in the form of a ratio. If you have twice as much debt as you have equity, your ratio is 2 to 1, or to 2:1. If you have equal amounts of debt and equity, the ratio is 1 to 1.

By itself the ratio isn’t very useful. You want to watch how the ratio changes over time. If your business goes from a ratio of 1.75 to 1 to 2.3 to 1, in a short time, you need to determine why this has happened. The jump may be due to the fact you bought a piece of equipment and financed it in part with debt. The question then becomes whether or not the ratio stabilizes at that point, 2.1. If not, you need to consider whether the business is becoming dangerously undercapitalized. The business may be able to support the debt but it’s becoming increasingly vulnerable, and eventually the business may not have the capital to sustain its operations.

The earlier you identify the trend and the potential problem, the better your chances of doing something about it and the greater the likelihood of your business’ surviving.

Bolstering the capital structure

Undercapitalization need not be permanent, or deadly. With perseverance and time, the problem is often fixable. A frontal attack is needed:

- Lessening the business’ dependence on debt
- Lowering debt payments
- Increasing cash reserves

Some businesses may need to restructure for a more realistic level of business activity in order to stabilize and improve the capital structure.

Working capital and capitalization are the financial heart of the business. When things are going well, they’re the pillars of the business and its future. But in difficult times, they can quickly become the business’ most vulnerable elements.

Vigilant tracking and the flexibility to plan for alternative scenarios are essential to keeping capital’s double whammy at bay.

Letters

Kudos on hurricane cleanup article

Appreciated immensely the publication (December TCI) received today that included a great, well-written article, “Hurricane Cleanup,” by David Rattigan.

Having been in Lutz, Fla., during Charley, I have a great awareness of what hurricanes can do and did do!

Robert V. Mitchell,
Turf consultant, dba RVM Enterprises,
Lewisburg, W. Va.

This issue, December ’04, is one of your best, and I truly enjoyed reading the recap of the four hurricanes that hit Florida. Makes you wonder why the out-of-state tree companies didn’t buy or rent motor homes for their workers to use while helping Floridians with the “Mess.”

Keep up the good work!

Robert V. Mitchell,
Turf consultant, dba RVM Enterprizes,
Lewisburg, W. Va.

Please circle 16 on Reader Service Card
Early risers getting their coffee in downtown Detroit on the morning of Oct. 31 rushed to the window to get a glimpse of Vice President Dick Cheney or presidential candidate John Kerry as the police-escorted motorcade passed by. Although both men were in town just two days before the election, this pre-dawn parade held no celebrities – just dedicated volunteers – arborists – on their way to TCIA’s National Day of Service. The caravan of bucket trucks, chippers, spray rigs, stump grinders and pickups were headed for Belle Isle, Detroit’s jewel of a park, for a day of work.

On this blustery Halloween Day, almost 250 arborists from around the country gathered for a National Day of Service. The volunteers donated services and equipment to remove limbs, prune, mulch and fertilize hundreds of trees in the park.

The parade of tree care equipment and vehicles, escorted by police, traveled before dawn from the Marriott Detroit Renaissance Center to an opening ceremony at the Belle Isle Casino. Situated in the Detroit River across from Windsor, Ontario, Belle Isle is a 985-acre park designed by renowned landscape architect Frederick Law Olmsted, known for his design of New York’s Central Park. The City of Detroit purchased Belle Isle in 1879 and still owns and maintains the park with the support of volunteer community groups. Budget cuts have left this once-shining jewel badly in need of professional
“The historic aura of Belle Isle made this an unforgettable experience for all participants,” says Cynthia Mills, TCIA president. “We’re proud to play a part in Detroit’s positive restoration and redevelopment.”

The volunteers represented 60 companies in 15 states, including Michigan, California, Vermont, New York, Massachusetts and North Carolina, as well as municipal employees, vendors, universities and utilities. And, one volunteer came from as far away as England. They planted trees from the city’s nursery, chipped limbs into mulch, turned logs into useable lumber, and fertilized hundreds of trees.

Belle Isle joined Arlington National Cemetery in Virginia, Ellis Island and Liberty Island in New York, and Independence National Historical Park in Pennsylvania on a distinguished list of historic sites to benefit from a National Day of Service organized by TCIA.

The mayor of Detroit, Kwame M. Kilpatrick, joined Peter Gerstenberger, TCIA senior advisor to the president, for a tour of the work that was underway.

“I am pleased to be able to witness the commitment of these volunteers here today,” said Kilpatrick. “The level of talent and professionalism is very impressive. I’m not an arborist, and I don’t play one on TV, but to have a chance to see what these men and women do every day is phenomenal.”

The total value of the services rendered exceeded $75,000. This is what the volunteers did:

- Emerald ash borer removals: Before lunch, volunteers took down 55 ash trees. Trees had an average DBH of 23 inches.

- Pruning: volunteers pruned 37 large trees, primarily honeylocust and oak. An additional 104 small or ornamental trees, mostly cherry, were pruned.

- Fertilization: 496 trees were fertilized; 6700 gallons of fertilizer solution were consumed.

- Plant health care and other services: 10 trees were treated with Cambistat to control growth. Half a dozen trees received...
extensive root zone therapy with air excavation equipment. Girdling wire cages were removed from 12 trees and six new trees were planted by the Greening of Detroit with volunteer assistance.

- Treecycling: A Bandit Model 3680 Beast Recycler churned the debris and turned it into approximately 400 cubic yards of fine mulch. The crew from Last Chance Logs to Lumber produced over 4,000 board feet of ash lumber with an average value of $.65 per board foot. They cut lumber to specification to replace fencing and stalls lost to fire in Mayberry State Park, as well as to rebuild the paddleboat wheel display in the Maritime Museum on Belle Isle.

The estimated value of in-kind contributions exceeded $15,000, with contributions or donations from the following companies or groups: Marriott, Vermeer, Woodsman, Hard Rock Café, Swinger, City of Detroit, Doggett, Commuter Express, Aramark, Rainbow Tree Care, Growth Products, Plant Health Care, J.J. Maugel, ArborSystems, ArborJet and Michigan Green Industry Association.

For participants, it was truly a day to remember.

“When I first volunteered I had no idea of the magnitude of the project being undertaken by TCIA,” notes Robert Phillips, owner of TWRanch, Inc. in Santa Rosa, Calif. “I realized later the impact of the project and the lasting effects that it would have on us. The folks in my group worked with not only their hearts, they also contributed their souls … The emerald ash borer has done quite a lot of damage to the urban forest and the effects on the park are quite alarming. We would need a week or two of solid work by the 200 individuals who volunteered to even get a handle on the situation.”

Mark and Jane Hoenigman, owners of Busy Bee Services, Ltd., in Novelty, Ohio, decided to spend their Halloween at Belle Isle because “we thought we could offer something other companies couldn’t.” They brought an Air Knife to reduce soil compaction around a stately oak that stood next to an old racetrack.

“When they built the racetrack, they piled soil around the oak,” Hoenigman reports. “I understand there is still asphalt underneath. I discovered two layers of hardpan, the original layer and a second one created by piling soil. We did radial trenching an applied mulch.”

Normally Hoenigman usually gets some history from the client, as well as a soil test. He didn’t get that this time, but he did what he could. “It had a declining canopy, probably from the lack of a root system that was left on it. By fracturing the soil, allowing air and water to get down to the roots, it should make a difference,” says Hoenigman.

“Overall, it was a wonderful experience.”

The day was a group effort with many organizations involved, including MGIA, MFPA and the Greening of Detroit. On the ground, Randy Owen of Owen Tree Service in Attica, Mich., served as a roving safety supervisor, making sure everyone had the supplies they needed.

“We had 14 employees there,” Owen reports, “including office staff. They dragged brush and had a great day. Everybody was smiling. People radiated tremendous pride. It was a tremendous gift that we were able to give back to the city. Mike MacLeod, the city forester, raved about our contributions on the day.”
Owen was at Belle Isle before daylight to help organize things beforehand. He could look across the Detroit River to the police-escorted caravan of vehicles headed his way. “It was an awesome view,” he says. “There was a tremendous line of vehicles, as far as the eye could see, headed toward the bridge.”

Owen was at TCIA’s National Day of Service in Arlington National Cemetery, and “I got such a feeling of awe that day that I wanted everyone in the Michigan area to experience it too. People in our industry have heart and a passion for what we do. Participating in a day of service like this is a reward you cannot buy.”

There were no accidents. City officials were thrilled. Thousands of visitors to the park in the years ahead will be able to witness what quality tree care professionals can do. Thank you to all who participated, donated and assisted.
The following article describes a project that was submitted to TCIA for the Excellence in Arboriculture Awards, which were presented at TCI EXPO in Detroit in October. The project was a Grand Award winner in the Technical Rigging category.

The 87-acre site of the former West Point Foundry, owned/operated by The Scenic Hudson Land Trust, is located in the Village of Cold Spring in the heart of the Hudson Highlands and opposite West Point Military Academy. Just 55 miles upriver from Manhattan and listed on the National Register of Historic Places, the site is recognized as an important confluence of historic, archaeological and ecological resources.

On Earth Plant Care Specialists, Inc. of Putnam Valley, N.Y., began the West Point Foundry Preserve project in January 2004 and completed the first phase in March.

The goals of the project were to take down large trees and remove the pieces without jeopardizing the sensitive integrity of the historical elements (walls, foundations, furnace, underground systems, etc.), and to improve the overall health of the forest and create a more scenic landscape. At the same time they had to protect the archaeological fabric of the industrial ruins, protect the public who visited the preserve, and advance the work of the archaeological field crew and their safety.

The project involved taking down approximately 80 trees on the site, using technical rigging on almost every one. They pruned other trees, relocated the saw-log length wood, and turned some into firewood.

“We were taking down mostly non-indigenous species: black locust, *Robinia pseudoacacia*; Norway maple, *Acer platanoides*; red oak, *Quercus rubra*, and; Ailanthus, *Ailanthus altissima*,” says Steven A. Knapp, owner of On Earth Plant Care Specialists.

Many of the take-downs involved large size trees growing in very precarious situations that had to be climbed and lowered gently, according to Knapp.

Challenges in the project included harsh winter weather in the ravine, which...
opens onto the Hudson River. With the snow and ice, work on steeply sloped hillsides required extra vigilance, says Knapp.

The park was open to the public, so workers had to ensure the safety of the park users while the work proceeded. Also, rusted metal pieces sticking out of the ground, loose bricks from old buildings scattered throughout, and holes to underground structures that were hard to detect added to the care needed to work safely. The obstacles had to be constantly kept well marked to avoid accidents. Archeological digging sites needed special attention.

Knowledge, strength, perseverance, good equipment and good attitudes helped the crew complete the job, according to Knapp, “but icy weather required us to take extra steps in safety,” he adds. “We took breaks when needed. We helped park users be safe by posting signs and men by the job sites.”

To keep the public informed, they provided printed materials about what activities would be taking place and when, and kept passageways well marked throughout the work area.

“The positive attitude toward the work and keeping it safe for both the public and us was heightened by knowing the difference our work made on the usability of the park,” says Knapp. “Many of us became quite knowledgeable about the site and its significance.”

“We were faced with wonderfully challenging work on a daily basis. Planning and foreseeing the next steps was an integral part of redirecting wood and brush hundreds of feet up hills, over walls, across streams and around very sensitive archeological structures with pulleys, ropes and other equipment,” says Knapp.
Safety first

“We went over everything before we started work each day,” says Knapp. “We set up a tailgate safety meeting where we would discuss possible ways of doing particular aspects of a takedown and how we could be safe and efficient. We took breaks whenever we needed them, dressed properly, wore safety gear and watched out for each other.

“We set up multiple pulleys so as to be able to redirect the wood where it could be handled. Wood collection locations were set up in specific designated areas. Large areas of the site were inaccessible to vehicles. In some cases we picked up logs and relocated them 300 feet to where they could be handled.”

The crew used braided ¾-inch rope because it is strong and coils up well, says Knapp. They also used carabiners, continuous loops, whoopee slings, eye slings, Port-a-Wrap and Hobbs devices, pulleys, etc. “We did this because that took the extreme friction off the rope and made moving the heavy wood, etcetera, around easier along the speedlines,” says Knapp.

The safe working load (SWL) of the rigging systems varied because most of the time two pulleys were used in two separate trees, and a pulley or a butt-line hitch was used in the tree coming down.

“We did an assessment on weight and shock loads based on the size of the wood and estimated weight and strength of the rope,” says Knapp. “Our SWL was 4,000 pounds and we didn’t cut anything bigger than 3,000 pounds – to be extra safe.”

“We picked up the wood off the ground or lowered it from the tree, redirecting it with speedlines to the road or a landing site. This resulted in minimum contact with obstacles or the ground.”

History of the Foundry

West Point Foundry was one of America’s most productive early ironworks. Due to its industrial might and a reputation for inventiveness, it’s even been called “the Silicon Valley of its day.”

Shortly after the War of 1812, President James Madison recognized that heavy artillery was key to modern warfare and established foundries to supply guns and munitions. Cold Spring provided an ideal site: It was close to sources of iron ore; the abundant hardwood forests could supply charcoal; a brook supplied water power to drive the furnace’s bellows; its finished goods could be transported on the Hudson River; and the site was well-protected by West Point across the river.

The foundry proved its strength at military production during the Civil War, particularly in production of cannons. But it also produced steam engines, as well as the first iron ship made in the nation: The foundry also produced miles of cast-iron piping for the New York City water system, sugar mills for export to the West Indies and components for use in cast-iron furniture and architecture. At its peak, the foundry employed over one thousand workers.

At the end of the Civil War the foundry declined. It was sold in 1897 and closed in 1911.

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Future Forestry Products has a full line of equipment for moving logs by hand, ATV, tractor or winch line. If you are looking for low-impact, low-cost log moving options, contact them at 1-888-258-1445 or online at www.futureforestry.com.

Voice for Trees Heard in Iowa

Scott Packard, president of Wright Tree Service Inc. in Des Moines, Iowa, recently enjoyed a visit and shop tour with Sen. Charles Grassley (R-IA), chairman of the Senate Finance Committee.

Grassley oversees the most powerful committee in Congress. In addition, he serves on the Judiciary Committee and the subcommittee on Immigration, Border Security and Citizenship, which has jurisdiction over H-2B and AgJob issues.

Packard delivered a $1,000 check to Grassley on behalf of the Voice for Trees, the political action committee of the Tree Care Industry Association. The committee will be active in Washington in 2005 on behalf of TCIA members, concentrating on immigration changes, OSHA reform, pesticide issues, health insurance and small business tax concerns.

For more information about the Voice for Trees PAC, call 1-800-733-2622 and ask for Mark Garvin or Erin Hass.

Move logs & pay your dues?

Available to members only, TCIA has teamed up with one of the industry’s leading suppliers to save you money and contribute to the tree care profession.

Under the agreement, Future Forestry Products, Inc. now makes it easier to save money on purchases and TCIA dues while at the same time subsidizing TCIA safety programs.
Discounts now available at new TCIA online store

TCIA members now have their own on-line TCIA store to shop at. The new Web site features an easy-to-use shopping cart interface, keyword or product code searches, and a graphical interface. TCIA accepts Visa, MasterCard and American Express for online orders.

The new online member store may be accessed via the Web at www.tcia.org/store, or by clicking on the “TCIA Store” menu on the TCIA home page. Members will be prompted for their user ID and password. Member prices are calculated and savings are posted for every item.

“Products can be added to the online store much faster than to our printed catalog,” says Lee Gilman, TCIA products and services developer. “Check the online store for the most up-to-date product and service offerings.”

The online store also allows for special electronic “couponing,” whereby members may use promotional codes that serve as automatic discount coupons online (see below!). At the shopping cart checkout, members enter these coupon codes to save on their purchases.

Try out the new online store before the end of the year and save! Use the following code to save 15 percent off regular member prices: THANX4AGR8YEAR.
"THE BLADE OF CHOICE BY TREE CARE PROFESSIONALS"

"Zenith knives are better than factory knives, last longer, and allow the equipment to work more efficiently. Zenith chipper blades are the best blades I've ever used!"
Scott Dipman — S & C Tree Service, Burlingame, California

"Zenith has the best prices and the chipper blades stay sharp which maximizes the efficiency of my machines."
Chetin Aydinoglu — Chetin's Chipping, Lago Vista, Texas

"Other blades have shattered, but the Zenith Chipper Blades keep a great edge and have the longest life."
Ed Langel — Affordable Tree Service, Fort Pierce, Florida

"I have been very happy with Zenith blades, they are reasonably priced, with excellent quality and prompt delivery. I have used other blades, but none as good as Zenith."
Mike Hrycak — Green Mansion Tree, Syosset, New York

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<th>Vermeer</th>
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<th>Part No.</th>
<th>Knife Description &amp; Size</th>
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<td>10, 13, 17, 2050</td>
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<td>16&quot; Drum</td>
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<td>KCH30002</td>
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<td>Drum Style</td>
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<td>KCH60001</td>
<td>Double Edge 4-1/4&quot; x 2-3/8&quot; x 1/2&quot;</td>
<td>$10.75</td>
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More than 20 green industry organizations, including those involved with landscaping and pesticide certifications, are offering continuing education units, or CEUs, at TCI EXPO Spring in March.

While maintaining its traditionally strong focus on tree care, TCI EXPO Spring will also offer solid educational offerings for turf and ornamental pesticide applicators, consulting arborists, landscape professionals and green industry business managers.

“More and more tree care businesses are expanding the services they offer to include areas that have traditionally been considered landscaping, just as many landscapers are expanding their range of services to include areas that have traditionally been under the purview of arborists and other tree care workers,” says Peter Gerstenberger, TCIA’s senior advisor for safety & compliance. “With that in mind, we sought to offer a broad range of training and education opportunities, with certification CEUs, for the various segments of the green industry.”

There are literally dozens of green industry certification programs for which you can earn continuing education credits in the expanded EXPO educational tracks format. TCI EXPO seminars offer CEUs in areas such as arboriculture, pesticide application, landscape contracting, grounds management, nursery, turf and business management. With three topical seminar tracks to choose from, there’s something for everyone:

1) A technical arboriculture/tree care track,
2) A pesticide application and landscape track, and
3) A business management track.

Nine different organizations under the Associated Landscape Contractors of America American umbrella alone will be offering CEU credits toward Certified Landscape Technician or Certified Landscape Professional certification or recertification. The Golf Course Superintendents Association of America will offer 1 credit for EXPO attendance and additional credits for individual seminars. The American Society of Consulting Arborists is giving 12 CEUs for attendance at EXPO.

Other trade organizations offering CEUs toward certifications, either for attendance at EXPO Spring or for participation in specific seminars – or both – include:

- International Society of Arboriculture
- American Society of Consulting Arborists
- Association of Professional Landscape Designers
- Associated Landscape Contractors of Colorado
- California Association of Nurseries & Garden

When: Pre-conference workshops, March 9; Trade Show, March 10-11; Outdoor Demo Day, March 12

Where: Long Beach Convention Center, Long Beach, Calif.

“These new offerings allow an employer to send people to one place, TCI EXPO Spring, for all the training they would need,” says Joe Grant, TCIA director of membership. “It also creates a great opportunity for those individuals who want to cross train in multiple disciplines, whether it is to diversify the services they offer in their own business, or to increase their value to an employer.”

The state of California is offering 12 pesticide CEUs, and the number of other western states that will be offering pesticide CEUs at EXPO is growing. For a complete and updated listing of those, call TCIA at (603) 314-5380.

“For this EXPO, we are focusing primarily on the West Coast,” says Gerstenberger. “However, our CEU program for TCI EXPO is expanding, and we are continuously seeking new “CEU Partners.” I fully expect that future EXPOs will offer increasing support for green-industry association members seeking CEUs.”

All seminar tracks will run concurrently, and are time-slotted so that attendees can participate conveniently. Pre-conference workshops will be held Wednesday, March 9, and the trade show and seminar tracks will run March 10-12. For details on what trade CEUs are available for which seminars, visit the TCIA Web site (www.treecareindustry.org) or call (603) 314-5380.

Since 1989, TCIA has hosted TCI EXPO. From its humble roots at a small venue in Richmond, Va., which drew some 600 attendees, this show has grown to become the world’s largest tree care trade show. TCI EXPO and TCI EXPO Spring (TCIA last year expanded EXPO to offer East Coast and West Coast shows) truly are the granddaddies of tree care trade shows. If you haven’t been to one, you’re missing a spectacular event.

This year’s show also features more than 100 exhibitors showcasing products and services for arborists and other green industry professionals. In addition, TCIA will erect a 30-foot-tall “demo tree” where safety, climbing and skills demonstrations will take place throughout the two-day indoor show. The show then moves outdoors on Saturday, March 12, for Outdoor Product Demonstration Day at the nearby Queen Mary Event Park, during which attendees will have the opportunity to see equipment in action and even try out some of it themselves.

TCIA’s Accreditation program for commercial tree care companies will again be the focus of much attention at EXPO Spring. The Accreditation program, created by a special accreditation council comprised of industry experts, gives consumers, government and institutional agencies a means of finding companies that meet the highest industry standards for safety and performance. Interested parties are invited to attend an informative EXPO session, “Improve Your Business with TCIA Accreditation,” on Friday, March 11.

See the TCI EXPO Spring brochure in this issue, page 9. For more information about TCI EXPO Spring, courses or credits offered, or to download or request a registration form, visit www.treecareindustry.org or call (603) 314-5380.
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The Immortal Tree

By Ray Gasnick Jr.

The “Immortal Tree” is a giant redwood located in the Avenue of the Giants in Humboldt State Park in California.

California’s coast redwood (Sequoia sempervirens) may grow to a height of 367 feet and have a width of 22 feet at its base. The north coast of California is the only known environment in the world that provides the right conditions for the coast redwoods to thrive. The range of the redwoods is only a few hundred coastal miles due to the longitude, climate and elevation. The Pacific Ocean provides a cool, moist climate that keeps the trees damp all year long, even in drought conditions.

My wife, Charlene, and I went on vacation this year to the Pacific Northwest. We started in Olympic National Park in Washington and ended our trip in San Francisco. We drove almost 3,000 miles visiting many national parks. We had previously visited Sequoia National Park and I was awestruck by those huge behemoths. So, I had to visit the giant redwoods.

Avenue of the Giants is a 33-mile drive that takes you to some of the most spectacular views of the redwoods. It is located in Humboldt State Park, just off California Highway 101. We were humbled by the enormous size of these giants.

Along our drive we discovered a turnoff for the “Immortal Tree” This tree is a true survivor. It is more than 950 years old. In 1908, a forest fire ravaged the area. There is a wooden axe on the tree indicating where loggers tried to cut this tree down and gave up. Above the axe is a small duck showing where the Eel River flooded in 1964. The original height of this tree was 298 feet, but lightning struck the top and the current height is 248 feet.

This tree has survived fire, flood, lightning and the woodsman’s axe. If you ever get the opportunity to visit northern California, the “Avenue of the Giants” is a must see.

Ray Gasnick Jr. works for Northeastern Arborist Supply and has been in arboriculture for 26 years.

TCI will pay $100 for published articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 3 Perimeter Road, Unit 1, Manchester, NH 03101, or staruk@treecareindustry.org.
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