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STUMP GRINDERS

THE QUALITY - PERFORMANCE - DEPENDABILITY

The innovation that you have come to know with Bandit Chippers has been incorporated into the full line up of Bandit Stump Grinders. After two years in development we are now producing and delivering the machines on a regular basis. More than 50 units are in operation. Those who have purchased them are pleased with their performance and dependability.

HERE IS THE LINE UP!

Model 2100
The Model 2100 is a self-propelled model with locking hydraulic drive and gas or diesel options from 25-29 HP. This is a great back yard stump grinder that fits through a 36" gate.

Model 2800
The Model 2800 self-propelled stump grinder is a powerful 61 HP grinder featuring a hydrostatic drive powering the cutter wheel. This unit is available in 2 or 4 wheel drive and fits through a 36" gate. The Model 2800 is also available as a towable unit.

Model 3200T
The Model 3200 Track stumper is a 79 HP Stump Grinder designed for the serious stump removal contractor. The CAT rubber undercarriage will carry this stump grinder almost anywhere. It is great for wet muddy conditions. A radio remote controls all the functions of the machine and it’s available as a towable unit.

Model HB 19
This powerful self-propelled walks behind the stump grinder features a 20 HP Kohler gas engine and is a great tool for getting out stumps in tight areas.

BACKED BY 80 DEALERS!

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Feeling Uneasy ...

One of the most important things you can do in life is to take on the role of other people once in a while. A good example for me is serving on a not-for-profit board of directors as a continual reminder to me of what it is like for my TCIA Board members. It helps me remember how I feel when I’m called upon to do something that really isn’t a part of a board member’s job; or when I’m not given appropriate information to make the kind of decision that needs to be made; or when I’m inundated with irrelevant information; or not informed when I should have been.

In that capacity recently, I contacted a former member of another organization about renewing their membership, but I did it in a way that was not a selling approach. Instead, I asked a simple question about what had happened that had led to a feeling of not receiving enough value.

I got a really interesting response that made me feel very uneasy. I quote, “As a pretty comfortable CEO ..., I find little relevance to (the organization) ... I’m past the point of networking with my peers. I have no interest in the conferences since, among other reasons, (the organization) is going to very unattractive cities.”

First of all, I felt really sorry for this company, as it’s pretty clear to me that they’re not getting the best performance that they could out of their CEO. Withdrawing from the community of professional practice that you’re part of is a sure sign of not being committed to achieving excellence. And then I thought about a quote I had seen from New York Yankees’ player Alex Rodriguez. He said, “Fear of failure is what fuels me, keeps me on edge and sharp. I’m not as good when I’m comfortable.”

I think getting comfortable is one of the worst things that a company owner can feel. In my world, my personal mantra is “you’re only as good as your last board meeting.” What I mean by that is that you constantly have to be asking yourself questions like: “Are there other ways we could be using the members’ resources more effectively?” “Do we still have the right skill sets on the team to take us to the next level?” “Hurray – let’s celebrate reaching this mountaintop we had identified; now where is the next one?” “What does the industry need in order to make it easier, better, different, relevant, more viable for the future?” And in my case, my Board needs to see that I’m continually engaged around these critical questions.

As a company owner, “getting comfortable” is the worst enemy of business. Think about it. Let’s say that your goal for the last two years has been to achieve the next million dollar threshold from where you are now. You reach that and you have not set another goal. Any way you cut it, no matter how hard it was to get there, staying at that same level is a death knell. Expenses will go up, whether revenue does or not. You can’t grow a business by cutting expenses. You can make it more efficient, and you might have a short term payoff, but it will not sustain you over time.

Getting comfortable is also equated with getting complacent. When you stop paying attention, stuff happens. Let’s say that you stop showing up quite as often, and you have no idea that the safety briefings are being skipped. You haven’t taken a look at the monthly financial statements – just the quarterly ones. Now, it’s the end of the third quarter, and you had no idea sales were falling off 10 percent in each of the last three months. You’re headed for the least profitable quarter of the year – the fourth. How are you going to make up for those lost sales?

Staying just a little uneasy; wondering if you can make your goals for the coming year; having to stretch just that little bit more are great motivators. Think of the instant millionaires. How often do people who suddenly have more money dream filled wind up with broken relationships or in legal or financial problems? Yes, they may not know how to handle the money, but they also have no motivation left – no stretch.

Challenging yourself to identify the next mountain and staying close to the edge helps us get up in the morning and keep proving to ourselves that we have achieved what we set out to do. It’s all about not allowing ourselves to be lazy. That leads to the worst performances in the world whether athletic, musical, or in business. I’m with Alex. To stay sharp, we’ve got to stay close to the edge and have that tad bit of wonder if we’re going to be able to pull it off this time or not.

Feeling uneasy yet?

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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In 2005, Rayco will be introducing 10 New Brush Chippers from 6" to 20" capacity, making Rayco your one stop manufacturer for environmental equipment.

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Woodchip baling

TCI Equipment Locator
Accompanying this issue
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Does your business need a bit of a lift? Like a compact aerial lift?

They’re indispensable in the tree care industry, especially the go-just-about-anywhere, self-propelled, through-the-garden-gate variety that won’t chew up a customer’s lawn.

The basics of aerial lifts have been around since the birth of the skyscraper, but they are typically of the construction type and aren’t necessarily equipped for tree work. It’s mostly (“mostly” being the operative word) that these construction lifts can reach up to 100 feet, but they run 10 to 20 tons.

Enter the self-propelled, compact aerial lift. Whether you call them a mini-lift or a spider-type, they’re just what is needed in tight suburban yards — lightweight, long, lean, lithe and versatile. They’re easy on the lawn and they can add profit to your business because they go where others can’t or won’t go to get at some otherwise tricky jobs. If you insist, some models can be left on the trailer or truck bed and operated from that platform, just like the bucket truck.

And, used properly, they’re safer and faster than climbing, according to their supporters.

*At left, Teupen America delivered this Leo 26T in Georgia in December 2004.*
You might be saying that you already have a bucket truck and that does just fine, thank you. Maybe so, but if you’re honest with yourself, you’ll admit that your access is limited. Even if you’re good enough or lucky enough to wrangle the truck and boom around, you’re still operating in a bull-in-a-china-shop environment. Trailer mounted units have their place, too, but they can’t go as many places.

In some extremely challenging situations, we’ve seen cases where the big boy truck boom actually lifted its little brother up and over a home in a very congested neighborhood and set it down gently where it was able to position itself exactly in place, lower the outriggers and raise the boom on some profitable business that was thought to be out of reach.

The point to be made here is that there’s a lift for just about any job, even in the smaller world of the mini-lifts, starting at a maximum work height of about 40 feet and extending to more than 160 feet.

Keep in mind, too, that it’s not only the reach that’s “mini,” after all, we’ve had that in the construction-type lifts for two or more generations; it is the crafty, minimalist engineering at the bottom end that gets us in those hard-to-reach places and traverse some rather unfriendly terrain.

In addition to equipment size, reach also counts. Compact mini-lifts come with telescoping booms. Some are articulated. Some come with both. They are equipped with tires or tracks, and some are nimble enough to travel up a small flight of stairs, even through doors – if you need to service indoor growth, say in a hotel or mall lobby. Platform weight capacities vary.

Expect to pay on average from the mid $40,000-range to upward of $140,000, with price varying according to height reach, side reach, capacity, horsepower and turning radius.

Lenny Polonski, owner of Teupen America (formerly American Spider Lifts) in Reading, Mass., sells the German-built Teupen unit. “Our products are designed, from the beginning, to solve access problems,” he explains. “They have to be extremely light but durable, have a great reach and be compact.”

Teupen makes three types of lifts (articulating with jib, telescopic with jib and articulating telescopic, with both upper and lower boom telescoping) that reach from 40 feet up to 165 feet and measure as narrow as 31 inches. From Polonski’s perspective, of the 13 lift models currently available in the U.S. market, the Leo 26T model is the ultimate for tree care. It is priced at around $140,000, depending on options, he says.

Polonski favors units such as the Leo 26T in his own tree care business because of features such as vertically adjustable tracks (for traveling on the side of steep slopes), adjustable and automatic outrigger deployment and leveling, wireless remote controls, movable jib, rotating basket, onboard computers and diagnostics, 110-volt electric hydraulic pack and choices in diesel engines.

He warns that the Teupen built units are not insulated and therefore not suitable for
line-clearing projects or work within range of lines.

The Teupen outriggers “when set up, give the look of a spider on steroids,” he says, but their function is to provide the ability to set up and level the lift even in very steep, uneven terrain.

Hydraulic power is available from the engine, or you can plug into a standard 110-volt outlet. This can be a boon for noise reduction when working indoors or in close urban settings. For safety, electronic sensors monitor every movement of the machine, says Polonski.

Skylift’s George Wojnowski, sales and marketing manager, points out that his company offers one unit for the tree care professional, aptly called the Mini-Arborist 39. It features a double-insulated, telescoping, fiberglass boom for tree trimming near power lines.

This is a self-propelled, wheeled vehicle with 4-wheel drive (each powered by separate hydraulic motors) and all-terrain tires.
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In the real world, one requirement that never changes is finding ways to help your crews work more safely. That’s why Altec tree care equipment is rugged, reliable and designed with integral safety features. Our complete line of aerial devices and wood chippers is highlighted by our newest machine – the Altec LRV60-E70. It will help your crews work smarter and more efficiently. This unit combines 75 feet of working height and smooth maneuverability with the lowest cost of equipment ownership in the industry and unmatched financing options. For tree care units that help you work “Safer and Smarter®,” call the company that builds them – Altec.

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“It’s designed to go through gates as small as 35 inches wide,” he says, “sufficient to clear a standard 36-inch-wide garden gate. The outriggers have safety interlocks, which means the boom won’t operate without them in place,” Wojnowski adds.

The Mini-Arborist reaches a 39-foot work height and has a “trimming reach with pole saw” of up to 43 or 44 feet, Wojnowski says. Side reach is 24 feet-plus, he notes, adding that 180-degree bucket rotation is an option. Boom rotation is continuous, not stop-to-stop, Wojnowski adds. “The nice thing about the Mini-Arborist 39 is that it comes complete and ready to use.
WE CAN GET YOU INTO A TIGHT SPOT...

With our Backyard Tree Trimmer narrow chassis width, we’re able to access areas other aerials cannot. The Terex Telelect Backyard Tree Trimmer has the ability to maneuver through tight spaces.

AND THEN HELP YOU CLEAR YOUR WAY OUT.

And with our Telescoping axles and retractable outriggers, you can work securely once you get to your work area. When experience counts, count on Terex Telelect.
on its own trailer and with its own accessory box and outrigger pads.”

List price for the turnkey operation is under $70,000, and the unit comes with a three-year warranty. It’s available with either diesel or gasoline power.

Altec recently introduced the AT37-GR aerial device with a working height of 41 feet and platform capacity up to 400 pounds. The whole rig is mounted on an off-road carrier and designed to operate in severe off-road conditions. The loaded carrier features full-time, all-wheel drive. It is rated for driving on 10-degree slopes, all-wheel drive. It can climb 15-degree slopes in forward or reverse directions.

The AT37-GR features two sets of radial outriggers for quick setup, allowing the unit to be operated on slopes of up to 5 degrees.

Narrow travel width, a lower center of gravity and full-time all wheel drive allow the unit to access nearly any work area. The AT37-GR features rugged 21-ply, all-terrain tires that help to minimize ground pressure, allowing the unit to drive across lawns, and defend against punctures.

British-based NiftyLift offers both wheeled and track-propelled units (as well as trailer and truck-mounts). According to Alastair Robertson, who heads up U.S. operations in Illinois, the company started in 1981 with the express purpose of specializing in niche machines, initially making trailer mounts. The newest machines include towables in the TM 24-, 34-, 40-, 50- and 64-foot classes. “Add 6 feet to that to get working height,” he says. For the track machines, NiftyLift offers models TD24, TD34T, and TD50, with the numerals translating to extended platform height. Also for its track machines, NiftyLift offers telescoping upper booms in the TD34T and TD50.

New to the line is the SD64, a 64-foot, self-propelled, 4-wheel-drive unit that makes 7 mph on its big estate turf tires, Robertson says. One of its chief advantages is its weight, just 9,300 pounds, says Robertson. “A full-size model with this reach would weigh in at 18,000 to 24,000 pounds, which could easily damage a lawn,” he says. Units are diesel-driven. The TD34T does have a plug-in AC-power option. Safety features include an emergency descent system. Prices range from $40,000 to $65,000.

E. Falk Schmidt invented the spider lift concept in Europe. ReachMaster, the U.S. division of the Danish manufacturer E. Falk Schmidt, recently announced the latest in its line of self-propelled, compact aerial platform lifts called the Falcon FS121-T. This model is designed for either indoor or outdoor use. The Falcon reaches a height of 121 feet and features patented dual tracks capable of climbing at up to 30 degrees. Width is adjustable from 3.9 to 4.9 feet, and the front and rear ends can be adjusted vertically via a patented hydraulic system, which is what ReachMaster says is what allows the unit to climb stairs or steep slopes. The Falcon series units range in working heights from 75 to 188 feet.

Terex Utilities, based in Watertown, S.D., and part of Terex Corp. of Westport, Conn., manufactures the aptly named Backyard Tree Trimmer. This product can achieve an overall width of less than 3 feet with the hydrostatically driven wheels

“If arborists make sure they spend money for the right aerial lift and maintain it according to the manufacturer’s guidelines, they can expect safe service for 15 years or more.”

Brett Clendening
retracted and, once the unit is properly set up, can reach a working height of over 41 feet. This unit is powered by a 4-cylinder diesel engine. It is controlled by an easy-working joystick for the chassis and full pressure hydraulics at the operator’s platform.

Brett Clendening is vice president of sales and customer support for Texas-based Time Manufacturing, makers of the Versalift-brand, now celebrating its 40th year in business. Though he says that the company doesn’t make the complete compact aerial lift system, it does supply the business end – the aerial device and carriage. From Clendening’s perspective, the key consideration is compactness and maneuverability.

“To achieve that in the best package, in
my opinion, the arborist needs to look at the aerial device that combines both tele-
oscopic and articulated arms, says Clendening. “Some don’t articulate, only tele-
scope; others only articulate. Others do both and that provides what the operator
needs most – universal positioning.”

“Dielectric protection is another consid-
eration,” stresses Clendening. “Our view is
that any time an arborist is getting up in air
anywhere above 20 feet and anywhere near
a power line, he needs to be in an insulated
environment.” When asked about retrofits or upgrades, Clendening said his company
offers insulated units.

Clendening offers some advice to tree
care pros considering a compact aerial lift
(or any type of equipment, for that matter).
“In my experience, people tend to buy
cheap. In the short term, that might be nice,
but in the long term – it’s important to think
about cost of ownership over the long
term.” He says that if one buys a unit that’s
not engineered to perform the task that’s
being undertaken, “You will be on the los-
ing end over the long term.”

That goes, too, for insisting on an
equal balance of quality, maneuverability
and safety. Specifically, Clendening
points to construction-type units not real-
ly designed for tree work, concluding, “If
arborists make sure they spend money
for the right aerial lift and maintain it
according to the manufacturer’s guide-
lines, they can expect safe service for 15
years or more.”
Finally, a self propelled aerial work platform so ingenious and versatile that you can use it as a conventional truck mounted unit or you can self unload it in minutes and drive it around your work site!

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Cutting Edge - Products

Yale Cordage unveils Blaze climbing line

Yale Cordage, manufacturer of performance ropes for arborists, has unveiled their new Blaze 11 mm line for climbing. The Blaze offers 5,600-pound tensile strength with an eye splice and is spliced like a standard double-braid rope. The Blaze weighs in at just 6 pounds per 100 feet, making climbing to the top less strenuous on the climber. The Blaze 11 mm is made from high-visibility, extrusion-dyed polyester, resulting in permanent coloration that won’t fade or run with use. The 24-carrier braided construction is easier to splice and feels great in the hand. The Yale Blaze 11 mm is available exclusively through the Yale Cordage distribution network. Contact Yale Cordage at (207) 282-3396 or visit www.yalecordage.com.

Tick Nipper wins tick war

Now that warmer weather is upon us, sadly so are the ticks – those blood-sucking carriers of Lyme disease and other dreaded illnesses. Fortunately, an instrument is available that removes these parasites simply and quickly: the Tick Nipper remover for people and pets. Used by doctors and veterinarians nationwide and sold by L.L. Bean and REI for the past 14 years, these patented pliers are superior to tweezers and fingers. The wide, white jaws flatten any hair around the tick and make it easy to see. You can grasp the tick anywhere along the jaws’ three-quarter inch length, not just the tips as with tweezers. The long thin jaws slide easily between the victim’s skin and the tick’s body without squeezing it. Two big stops between the handles limit your grip so the jaws’ edges don’t clip the tick’s mouthparts and leave them behind, but instead “yoke” the tick around its neck – the patented “Death Embrace.” After removal, the tick and any mess is safely cradled in the instrument’s cuplike jaws – no tweezers tip balancing acts here! The instrument’s hub even contains a powerful 20X lens that enables you to confirm a tiny tick’s complete removal. You can carry the Tick nipper in your pocket so it is always nearby when you need it most – another thing you dare not do with tweezers. The Tick Nipper removes any tick, from both people and pets, with a gentle lift. It is sold in pharmacies, hardware stores, pet shops, and outdoor stores; or you may buy it directly from Joslyn Designs for $5.99 each plus $2 handling per order. Contact Joslyn at (845) 628-0364.

Self-propelled stump cutter from JP Carlton

The SP4012 series is a four wheeled self-propelled unit designed to deliver maximum cutting power in hard to get to areas. A dual-speed ground system allows the SP4012 to travel quickly from job site to job site. The unit also boasts a 1-inch thick, 21-inch diameter cutting wheel that provides fast, smooth and precise grinding. The SP4012 features heavy-duty construction (1,550 pounds), hydraulic steering and four-wheel stance. This compact machine has a width of 35 inches, allowing it to fit easily through standard backyard gates. The SP4012 incorporates many of the features found in larger Carlton models, including a direct-drive hydraulic pump, hardened bushings and shafts, and counter balance valves on the lift, swing and hydraulic drive circuits. The SP4012 series is available with a variety of engine options, including: a 27 hp Kohler engine, or the 29-horsepower Lombardini diesel engine. Contact JP Carlton at (864) 578-9335/1-800-243-9335 or visit www.stumpcutters.com.
**DICA adds safety texturing to outrigger pads**

DICA has introduced Safety Texturing for all its Outrigger Pads for 2005. This new feature enhances outrigger foot-to-pad and pad-to-ground traction. This increased traction translates into enhanced safety for the operating crew. Safety texturing coupled with the totally engineered pad, with load capacities up to 70 tons per pad, make this pad a must-have for every job site. Twenty years ago, Dick Koberg, president and founder of DICA, was a sales representative for a fiberglass body company. One of his clients, a utility company with a large fleet of aerial buckets and digger derricks, asked for his help to resolve a problem of constantly having to replace plywood pads due to breakage, delamination and/or loss. The first pads Koberg developed were a fiberglass-plywood combination that greatly improved the situation. Through continual development, Koberg ultimately developed an ultra high molecular weight (UHMW) based plastic pad. This pad has been the standard since 1996 and continues with each pad the company currently manufactures. The qualities of the UHMW-based pad make it ideal for the tough jobs they must perform – notably, the memory in the pad that allows it to bend but never break. DICA pads are also resistant to moisture, non-conductive, lightweight, reliable, durable and long-lasting. Contact Dica at 1-800-610-DICA (3422) or visit www.dicausa.com.

Please circle 194 on Reader Service Card

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**Morbark adds platform to loader-fed brush chipper**

Morbark, Inc. has added an operator’s platform to the Model 2400XL Hurricane with loader. Customers requested it, and Morbark delivered. The platform is standard equipment on the 2400XL with loader, creating many advantages for the operator. This unit is equipped with an operator’s seat with joystick controls. In addition, feed controls can be switched from loader-fed to hand-fed right at the operator’s seat. The loader can be left in the transport position in order to utilize the chipper as a hand-fed machine. The platform moves the operator away from the feed area and gives the operator greater visibility when feeding material. The Hurricane is equipped with the Mor-Lift Model 150 hydraulic knuckleboom loader and grapple, which has a lift capacity of 2,000 pounds at 10-feet. The grapple rotates 360-degrees. This 18-inch diameter capacity chipper easily handles brush, logging slash and orchard prunings as well as large limbs and whole trees, making it ideal for residential or small land and lot clearing. Available with power options ranging from 188-260 hp, this chipper packs plenty of power. Two rear hydraulic stabilizers are standard features for added stability. The 2400XL Hurricane is also available without a loader. Contact Morbark at 1-800-831-0042 or visit www.morbark.com.

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Renowned industry trainer
Tim Ard joins Husqvarna staff

Husqvarna has hired renowned industry trainer Tim Ard to serve as the company’s manager of field applications. In this newly created position, Ard will be leading the professional products specialist team, which is responsible for training end users and dealers in applications of Husqvarna products.

Since 1974, Ard has worked in nearly all facets of the power equipment industry including workbench, parts and whole goods distribution, dealership owner, technical services and sales. Most recently, Ard founded and served as president of Forest Applications Training, Inc. for more than 10 years. He has also been affiliated with Soren Erikson Training, Inc. and is a past partner in the Game of Logging, Inc. He is also a past founding partner, instructor and program designer for ArborMaster Training, Inc.

Ard’s extensive list of accomplishments include appearances on numerous television programs including The Victory Garden, Back Yard America and This Old House. Over the past 10 years alone, he has trained more than 50,000 individuals in the safe and productive use of chain saws and power equipment and has made more than 1,000 presentations and appearances across the country.

“We are proud to have a person of Tim’s stature and experience join our staff,” says David Zerfoss, president of Husqvarna. “Tim’s expertise will play a critical role in enhancing the education of end users and dealers about Husqvarna products.”

Conwed Acquires NSW, LLC

Conwed, a leading provider of high-performance-oriented square netting, recently announced the acquisition of NSW, LLC, headquarter in Roanoke, Va. NSW manufactures products for filtration, food packaging, industrial parts protection, agricultural, and automotive industries. The terms of the acquisition were not disclosed.

“Our acquisition of NSW provides us with a complementary operation that will enable us to expand our reach in the marketplace and provide further value for customers,” explained Mark Lewry, president and CEO.

Lewry also announced that NSW’s president and CEO, Larry Ptaschek, will remain in place at NSW as will the entire senior management team. Conwed plans to retain all employees and keep the Roanoke facility in place.

“We are pleased that NSW has joined Conwed and look forward to all we can accomplish,” Ptaschek said. “We have a number of synergies that will make this union a success, including our focus on excellent customer service, product performance and development.”

Together with NSW, the company will now have combined revenue of approximately $100 million and robust manufacturing capabilities that will accelerate Conwed’s growth into additional markets. Conwed will continue to pursue business growth through acquisitions.

Bartlett acquires six tree care companies in early ’05

Bartlett Tree Experts has completed the acquisition of the business operations of a total of six tree care companies in early 2005. What began nearly 100 years ago as a regional tree care company serving the eastern U.S. has now expanded into an international organization, with over 90 offices worldwide.

The acquired companies cover a variety of geographies and are all highly respected in the regions they serve. They are Jordan Tree Care in North Carolina, Bailey Tree Service in Connecticut, Arbor Care in California, Arbour Care in Canada, and Branchline Tree Solutions and Four Seasons Tree Care in Great Britain.

“We are always looking for ways to grow our business and better serve customers,” says Greg Daniels, president of Bartlett Tree Experts. “In terms of acquisitions, we look for companies that have similar values to ours and are dedicated to preserving trees and shrubs. A number of companies like this became available in late 2004 and early 2005, which afforded us the opportunity to welcome some world-class tree care providers into our company while expanding our customer base.”

Bartlett is in the process of integrating these companies into its organization and is working hard to provide a smooth transition for customers. “We are committed to providing only the best scientific tree care to customers,” continued Daniels. “By combining the local expertise of the
acquired companies with Bartlett’s global resources, customers truly get the best of both worlds.”

**FMC barrier treatment targets urban mosquitoes**

FMC Corporation’s Dina L. Richman, Ph.D., product development manager, FMC Specialty Products Business, presented laboratory trial study results for the use of TalstarOne™ multi-insecticide in the residual control of mosquitoes at the National Pest Management Association’s recent public health conference in New Orleans. The presentation gave a perspective of public health pest implications and the role of the pest management professional on this frontier.

Mosquitoes, endemic throughout the United States, have the ability to transmit vector-borne diseases such as malaria, West Nile Virus, St. Louis, Eastern, Western, LaCross, and Cache Valley encephalitis, dengue, yellow fever and dog heartworm. Due to their public health significance, mosquitoes have been implicated in depressing property values, holding back land development, and adversely affecting tourism, recreation and work-related activities.

“This problem led FMC to investigate the use of TalstarOne multi-insecticide as a residual harborage treatment to control mosquitoes,” says Don Claus, director, FMC Specialty Products Business.

The active ingredient in TalstarOne, a water-based multi-insecticide that contains no alpha cyano group, is used worldwide against a range of agricultural pests because of its stability under a wide range of conditions. It has a long residual efficacy against target insects, is relatively non-toxic to mammals and birds, and is a non-irritant formulation, making it suitable for outdoor and indoor use – even in food handling areas.

In addition to information provided by Dr. Richman during the NPMA public health conference, FMC has sponsored a Public Health Pest Identification Guide designed to provide a comprehensive resource for pest management professionals. The guide, which was introduced at the conference, is available by request through FMC’s Web site (www.pestsolutions.fmc.com).
Industry Almanac

Events & Seminars

April 1, 2005
Trees and Construction-Tree Assessment and Risk Mgt. Arizona Community Tree Council Inc. Chandler, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

April 8, 2005
Diagnosis and Plant Disorders - Plant Health Care Arizona Community Tree Council Inc. Chandler, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

April 9, 2005
NJ Society of Certified Tree Experts 10th Annual Educational Seminar and Exam Preparation Session I: tree biol., insect/disease ID, tree planning strategies Rutgers Cook College New Brunswick, NJ
Contact: Gary Lovallo 1-888-873-3034.

April 15, 2005
Tree/Soil Relations - Water Mgt., Tree Nutrition & Fert. Arizona Community Tree Council Inc. Chandler, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

April 16, 2005
Certification Review Session Arizona Community Tree Council Inc. Chandler, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

April 18-20, 2005
Trees & Utilities National Conference National Arbor Day Foundation National Arbor Day Foundation
Contact: Steve Pearson, (402) 474-5655; conferences@arborday.org

April 22-23, 2005
Plant Biology Workshop Frogmore, SC
Contact: Instructor Don Marx 1-888-290-2640; dmarx@planthealthcare.com

April 22-23, 2005
Capel Manor’s 3rd Celebration of Trees Capel Manor College Enfield, Middlesex, England
Contact: Lea Spicer, 020-8366-4442; fax: 01992-717544; www.capel.ac.uk

May 1-3, 2005
Arizona Community Tree Council Inc. and Western Chapter ISA Co-sponsored Annual Conference Phoenix, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

May 1-4, 2005
Extreme Arboriculture: Work Hard – Play Hard Western Chapter ISA/Arizona Community Tree Council Phoenix, AZ
Contact: www.wcisa.net

May 2-13, 2005
Basic Tree Climbing Committee for Advancement of Arboriculture Wickatuck, NJ
Contact: (732) 833-0325

May 4, 2005
ISA Cert. Arborist Exam/Municipal Specialist Exam Arizona Community Tree Council Inc., Phoenix, AZ
Contact: Doreen Orist (480) 899-9831; www.aztrees.org

May 11, 2005
Contact: Matt Simons (609) 625-6021; www.NJArboristsISA.com

May 18, 2005
NJ Society of Certified Tree Experts 10th Annual Educational Seminar and Exam Preparation Session Monmouth County (location TBA), NJ
Contact: Gary Lovallo 1-888-873-3034

May 25, 2005
IPM for Landscape Professionals Oklahoma State University Stillwater, OK
Contact Mike Schnelle at (405) 744-7361; mike.schnelle@okstate.edu

June 4, 2005
NJ Society of Certified Tree Experts 10th Annual Educational Seminar and Exam Preparation Session Rutgers Cook College, New Brunswick, NJ
Contact: Gary Lovallo 1-888-873-3034.

June 7-9, 2005
National Lawn & Garden Show Donald E. Stephens Convention Center Rosemont, IL
Contact: www.nlgs.com

June 8-11, 2005
Snow & Ice Symposium/Snow & Ice Mgt Assoc. Louisville, KY
Contact: (814) 835-3577; sima.org

June 11-15, 2005
ISA Florida Chapter Annual Meeting (Along with TreesFlorida 2005 meeting) The Westin Innisbrook Golf Resort, Tampa, FL
Contact: floridaisa@comcast.net; floridaisa.org; www.treesflorida.com

June 24-25, 2005
Plant Biology Workshop Frogmore, SC
Contact: Instructor Don Marx 1-888-290-2640; dmarx@planthealthcare.com

June 25-28, 2005
North Amer. Commercial Real Estate Congress & The Office Building Show, Bldg Owners Mgrs Assoc. Int. Pre-conference seminars June 23-26 Anaheim Convention Center, Anaheim, CA
Contact: (202) 326-6321; www.bomaconvention.org

June 29-July 2, 2005
Contact: Sharon Malgire (302) 655-7100, ext. 18; www.aabga.org

July 15, 2005
2005 Woody Plant Conference Scott Arboretum, Swarthmore College Swarthmore, PA
Contact: (610) 388-1000 x 507; www.longwoodgardens.org

July 18-21, 2005
TCIA Legislative Conference Washington D.C.
Contact: Mark Garvin 1-800-733-2622; Ext. 108 garvin@treecareindustry.org; or www.tcia.org

July 26-28, 2005
Penn Allied Nursery Trade Show Fort Washington Expo Center, Fort Washington, PA
Contact: 1-800-898-3411; www.pantshow.com

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The Business of Moving Specimen Trees

Before and After – This job took Leighton T. Allenby Tree Movers & Tree Farm in Hatchville, Mass., three days to complete with a 90-inch Big John spade. The 28-foot to 36-foot red cedars traveled 25 miles to the site in Falmouth, Mass.

Before and after – This 9-inch caliper linden was installed four years ago. The job took one day to complete. The after picture, with the tree in leaf, was taken last summer.
Trees demand patience and the long view. That’s one of the great things about the profession – being around other people who are able to think past the next couple of years, maybe even beyond their own lifetimes. For many landscapes, however, Mother Nature is a bit too slow. Addressing that need, there is a booming market in moving large specimen trees.

Once the province of Frederick Law Olmsted-designed estates, large caliper trees have entered the upscale mainstream. A survey of several successful mature-tree moving companies offers some insight into how general arborists can partner with these specialists to provide cost-effective, big tree results to their clients.

Big tree moving has been around for a long time. We’ve all seen the pictures of turn-of-the-century estates moving huge trees, in excess of 24-inches in diameter. The Heasts and Rockefellers wanted old world landscapes to match their grand mansions. The thousands of backbreaking man-hours were insignificant, part of the fun. Huge tree projects continue to make the news – the gantry lifts, cranes and low-boy trailers photograph well. Perhaps these projects are ultimately cost effective; heritage trees are priceless and new theme parks, golf courses and exclusive subdivisions all need to make a statement. It took the invention of the spade truck, however, to bring large tree moving into the general landscape.

Developed in 1950s for nursery operations, tree spades did not move into the general landscape until the 1960s, when they were mounted on trucks. Initially tree sizes were limited to the 2- to 4-inch caliper range, partly because of early concerns for large tree survivability, but also because of the obvious height limitations of transporting a tree upright. Fully tilting spade trucks evolved in the early 1970s, making it much easier to move large trees on public roads.

Planting techniques for large trees have also evolved. Mortality rates are quoted at 0.5 percent to 3 percent, depending on risk factors such as irrigation, soil type, planting season, root-ball to trunk-size ratio, use of antidessicants and root pruning from previous moves. Moving 8- to 10-inch trees has become routine and very affordable.

Sean and Christian Bilodeau of Acorn Tree and Landscaping in Boxborough, Mass., bought their first Vermeer spade truck in 1984. They had recently expanded their tree care business to include general landscaping and were looking for a complimentary market niche. Moving and selling large trees has been perfect and it’s obvious to anyone taking a tour of their mature tree nurseries that specimen trees have become the emotional heart of the business. One key to success has been their

**ON THE FRONT COVER:** Acorn Tree and Landscaping in Boxborough, Mass., having just finishing setting a weeping cherry, prepares for final soil attention.

**Moving Day – Employees of Leighton T. Allenby Tree Movers and Tree Farm in Hatchville, Mass., use a Big John 90-inch spade to harvest this 9-inch caliper linden. Below, the tree is set in place at its new home 50 miles away. It had been scheduled for removal to make way for installation of a new septic system.**
willingness to partner with other tree and landscape professionals, including competing arborists.

Acorn and the other tree-moving companies surveyed shared a common perspective on their business. That is, moving large trees is very cost effective when compared to other landscaping expenditures, such as lawn installations. They consider public awareness to be a much greater limitation on sales than any cost factor. This explains their eagerness to work with other tree care professionals; they need help educating their market on the feasibility of moving large trees. Acorn has built long-term business relationships with arborists around the Northeast and is comfortable working with either commissions or wholesale pricing.

So how affordable are these large trees? Not shy with numbers, Christian Bilodeau quoted a retail price of $3,500 for a 6-inch sugar maple; $4,800 for a 6-inch Japanese red maple; $5,000 for a 10-inch dawn redwood, and; $3,000 for an 18- to 20-inch Colorado blue spruce, all purchased and installed. A 5-inch fruiting apple would cost approximately $2,500, or perhaps six 5-inch apples, for an “instant orchard,” at $10,000.

Bruce Bennett of the Woodendale Company, located near Little Chute, Wisc., was very candid with the economy of truck-mounted tree spades. He estimates that they move 500 to 700 trees per year with their single Vermeer 9400. Most trees range between 8- to 12-inches in diameter. Total cost of purchase and planting for a tree rarely is above $1,500, he says, with most generally between $750 and $1,000. A simple move within the same yard might be as low as $300.
2000 INT 4900 4X4: 215 hp diesel, Allison 4 spd auto, 2 spd transfer, AWD, 34,220 lb GVW, ALTEC AM856, 55 ft to bottom of 2 single buckets, dual joystick ctrls, winch & jib on upper boom, 14 ft utility body. $79,500.

2000 INT 4900 6 X 4: 275 hp diesel, 8 spd +io, +io/lo, A/C, 54,000 lb GVW, with 236” wheelbase. $41,900.


6496
Bennett works with deep, rock-free clay soils in a limited geographical area. This allows him to use the most efficient planting technique. He simply removes a plug from the planting site, takes it in the spade truck to the nursery, returns with the tree and plants. Spade truck users in rocky New England generally dig the new planting hole with a backhoe. Bennett’s pricing reflects lower land values and wage rates when compared to the East and West coasts.

Dan Zuk of the Davey Tree Farm in Wooster, Ohio, which is a subsidiary of The Davey Tree Expert Company, was understandably reluctant to quote numbers given Davey’s large corporate geographical base encompassing different growing conditions and markets.

“No matter where you’re located, however, $3,000 will buy you a great tree.” says Zuk.

Zuk has seen new homebuyers pay a $100,000 to $200,000 premium for wooded lots, as opposed to converted farmland, in the Midwest. Yet the remaining forest trees are often compromised from construction damage and edge effects, and also have very high canopies. Dan advocates planting large-caliper specimen trees on less expensive farm lots.

Michael Goodman of Goodman Landscapes in Barrington, Ill., agrees that $5,000 will purchase a pretty nice tree, but says his clients “want paradise.” His landscape designers strive to achieve the unique “outdoor room” experience that his upscale clients are looking for. Often that means eight $5,000 trees or one 20-inch specimen at $45,000.

Leighton Allenby of TCIA-member Leighton T. Allenby Tree Movers and Tree Farm in Hatchville, Mass., strives to make sure that, with their 30,000 mature tree inventory, they work within each customer’s budget. An 8-inch sugar maple might cost $3,500 to $6,500 installed. In general, installed prices typically range from $400 to $1,000 per caliper inch, says Allenby.

Price is secondary to availability says Robert Crudup, president of TCIA-member Valley Crest Tree Company in Calabasas, Calif. Acknowledging that spade trucks have a cost advantage on simple moves with easy access, Valley Crest nonetheless works exclusively with an alternate method – using hand-built boxes and cranes.
"THE BLADE OF CHOICE BY TREE CARE PROFESSIONALS"

"I've used Zenith knives for over 3 years and they are consistent performers. They are as good if not better than any other knives we have used!"
Eddie Anderson—A&G Tree Service, Leitchfield, KY

"The Zenith knives have performed well for me. They wear better than the competitor's knives and I also like the fact that the knives are not hardened at the bolt holes. The customer service is great and so are the low prices."
Carl Chambloss—Chambloss Tree Service, Catlin, IL

"Everything about our chopper knife purchases has been great. Zenith knives are a far superior product; they last longer and cost less. The customer service people have been most helpful also."
Chris Vanderhoe—Paul Bunyan Tree Service, Roslyn, Height, NY

"We have purchased Zenith knives for over 3-1/2 years because they perform well and have great prices."
Kim Sperling—Van Curen Services Inc., Newbury, OH

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<th>Knife Description &amp; Size</th>
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<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9&quot; x 4-1/2&quot; x 5/8&quot;</td>
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<td>BC1220-BC1250</td>
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<td>Drum Style</td>
<td>KCH60001</td>
<td>Double Edge 4-1/4&quot; x 2-3/8&quot; x 1/2&quot;</td>
<td>$10.75</td>
</tr>
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</table>

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Developed in 1949, their boxes are key to providing high quality stock year-round for their demanding Los Angeles clientele. Their machine-assisted hand digging allows them access to hilly terrain that can only be reached by crane. They are not limited by the size of spade trucks and will tackle spectacular projects. Finding trees meeting project specifications often requires tree spotters, another role for partnering arborists. As with other tree-moving companies, they delight in conserving trees otherwise condemned in the path of progress.

Rescuing quality trees from the subdivision bulldozer or backyard pool project seems to be very gratifying for everyone involved, and arborists should consider the opportunity before someone takes out a
chain saw. Good candidates for moving should obviously be in good health and have a balanced, attractive structure. Depending on the size of the spade and the lowest branch height, limbs and leaders need to be very compliant and are best tied up tight to the trunk prior to moving. Inadequate truck access is a frequent deal breaker. Hilly terrain, adjacent trees and man-made structures, including utilities, are all potential problems.

Leighton Allenby partners with other arborists to develop waiting lists so that when salvage trees become available, they can be brought directly to their new home without the added expense of planting in his nursery. The right tree can be hard to find and they are often using plywood and mud mats to access otherwise finished landscapes.

Proper aftercare is crucial for the success of any transplanting and this is especially true for large trees. Allenby conducts frequent inspections of irrigation systems on his tree installations or looks for a local arborist to keep an eye on things. Acorn also engages certified arborists to monitor moisture levels if the new tree is outside of their regular business area. Interestingly they have found too much water to be the more frequent killer of new trees rather than too little. Michael Goodman relates a story of an 18-inch honey locust that they moved at the Chicago Botanical Gardens that actually looked better after moving because of their all-important aftercare.

Next time one of your clients is looking for fast, high-impact results, go ahead and think big. Seek out the large-tree movers in your area and you might not need your own spade truck to participate in this profitable segment of arboriculture.

John Bakewell, a Massachusetts certified arborist, is owner of Carlisle Arboriculture in Carlisle, Mass.
As a utility arborist for Massachusetts Electric for 31 years, Guy Shepard was very familiar with the problems associated with tree waste.

Shepard worked in the state’s Merrimack Valley region, a suburban landscape dotted with medium-sized former mill cities – Lowell, Lawrence and Haverhill – which were built up along the Merrimack River. For tree care companies working in those cities, particularly, getting rid of wood chips was a problem that also involved another type of waste. It wasted time.

“We’d have trucks driving for 20 minutes,” to a site where a crew could dispose of the chips, says Shepard. While the crews found sites where there was no disposal fee, he says, “Somebody had to pay for that 20 minutes (to the site), and the 20 minutes back.”

Identifying both the wasted effort and the dwindling number of sites willing to take wood chips, the arborist began developing a program that would offer a solution to a multi-pronged problem shared by many of those who deal with tree waste on a large scale. As he investigated further, Shepard found another concern. Public health regulations in that state allow the dumping of wood chips and tree waste only in state-approved areas.

In 1996, Massachusetts Electric – a National Grid USA company – launched a pilot program in the Merrimack Valley area. It was revised in 1999, with the support of the state’s Department of Environmental Protection. The system – involving the coordination of several contractors, adherence to quality standards, and some forward thinking – saved time and effort for those doing the line-clearing work and turned the chips into environmentally friendly products. These included a progressive innovation that can be used in place of hay bales on construction sites, for wetlands protection, and other landscaping situations.

The Norchip Erosion Control Wood Chip Bales are totally biodegradable bales that can be used in place of hay bales for sedimentation and erosion control, and have a variety of other uses.

Guy Shepard with a Norchip Erosion Control Wood Chip Bale. The bales are totally biodegradable bales that can be used in place of hay bales for sedimentation and erosion control, and have a variety of other uses.
drainage swales, or around uneven terrain. In many cases they effectively filter storm-water runoff, and do not support or carry invasive weed seeds, a concern in any area with a diverse habitat. Shepard notes that the bales – recycled wood chips in a photodegradable polypropylene mesh bag – are easily managed because they are both much lighter and more flexible than hay bales, and adapt better to surface contours.

Priced at approximately $3.25 each (for 100 or fewer), they are less susceptible to price fluctuations than hay bales, which may cost as much as $6.50 apiece depending on the growing season.

The product has been popular with builders and with forward-thinking conservation commissions around the state.

“Hay has been used as an erosion control product, but it’s not the best product you can get,” says Jim MacArthur, who has a background in forest products marketing and utilization and who helped Shepard develop the program when MacArthur was the New England systems arborist for National Grid USA. He’s now the National Grid USA utility arborist in the Merrimack Valley region. MacArthur explained that hay can swell when it gets wet, and becomes solid like a block.

“It’s good at directing water flow, but as far as allowing the water to flow through and trap the silt, it doesn’t do that,” MacArthur says, noting that water might also dam up and flow over the hay, with no filtering of silt or sediment. The Norchip bales, on the other hand, are an effective filter for storm water flowing through them.

“We had some problems changing the mindset of some conservation commissions,” MacArthur admits. “They felt that hay was the standard, but that was because hay was the only thing available. We had to change that mindset to one that recognized that there was another product available. That (change) is starting to come. This does work, and it’s recycling a product to its highest suitable use.”
Because the chips come from trimming operations that are usually taking branches off the tops of trees, they also offer protection from a danger that can come tucked in hay bales: the seeds of invasive plant species. The hay used in bales is most often taken from the edges of a field, which is often where purple loosestrife and other invasive plants grow. The invasive plants tend to “overpower” other plant species in their area, spreading at the expense of other habitat. In worse-case scenarios, the result will be a monoculture, and the loss of habitat diversity.

“Invasive seeds can be transported with the hay bales,” MacArthur says. “When you put the hay bales on the edges of wetlands, you may be introducing invasive species to the wetlands. That species competes and overpowers native wetland plants.”

In addition to creating a product with a valuable use, the program has proven to be self-sustaining and profitable enough that it has turned money back to the community through grants for tree-planting and beautification. The pilot program was highly successful in that region of Massachusetts, and when Shepard retired last year, the company kept him on as a consultant to run it. He founded SM&B Professional Environmental Services, based from his Georgetown, Mass., home. The consultant is now a co-sponsor of the program with National Grid USA, Northern Tree Company, and a manufacturing company called American Training that produces the chip bales.

Shepard’s next objective is to introduce the program to other regions. He’s currently in serious talks with a division of Massachusetts Electric in another area of the state, and has had discussions with utilities in other states and other countries.

“I’d like to transplant the whole program,” he says. “We’ve said since the beginning that this was the prototype. We’re happy with the way it’s working now, and will look to bring it to other places.”

On an annual basis, Massachusetts Electric alone spends nearly $8 million trimming trees and brush around its poles and wires, according to its own literature, and each of its 70 work crews removes approximately two tons of vegetation per
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crew per day. That’s a lot of waste. And with crews spending nearly an hour a day dumping their chips, the waste wasn’t just in the bed of the truck.

“Time is money,” Shepard says.

MacArthur estimates that the program saves his company $165,000 per year on manpower, just from cutting back on the trips to dump wood chips. “That’s almost a crew’s worth of time a year,” he says. “It’s like putting on an additional crew.”

In 1996, the utility began recycling wood chips as mulch or for landscaping projects, and using the other wood waste as fuel for industrial boiler fuel, and as mulch. Three years later, the company refined its program and began producing the Norchip bales. In time and with effort, there are savings in each step of the process, beginning with the designation of five specific bases where contractors, such as Asplundh Tree Expert Company or Northern Tree Company, can dump their wood chips as well as park their equipment at night. (While investigating the situation originally, Shepard found a public health regulation that a company cannot dump wood debris except in a state-approved area. In 1996, when he first proposed his plan, the utility was as concerned with fulfilling the public health requirements as it was with solving its other chip problems.)

Northern, as part of its sponsorship, also transports the product, as well as being one of a handful of distributors for the Norchip bags.

MacArthur notes that while creating the program, he and Shepard learned of a similar project in Detroit that used a central base. The program failed because of the time it took to drive to and from that location, which is why they instituted their program with multiple bases.

Shepard is in charge of quality control, and makes sure the wood chips conform to standards. Just because wood is chipped, it doesn’t necessarily create wood chips with a whole lot of value, he explains.

“It’s debris,” he says. “I make sure there are no coffee cups (mixed in), that the wood is the right size – that it’s a product. If you go to any chip merchant, they’ll tell you that there’s a difference between wood chips and product, and a lot of people don’t make sure that what they have is product.”

If the cutter bars on the grinder aren’t adjusted and the blades aren’t sharp enough, he says, you’ll end up with chips, but not product. What you will have is debris, he says, and, “You can’t sell debris.”

Shepard moves his hand as if picking up a handful of chips. If one picks a handful from a load of chips and then can’t trace around his hand with another finger – if there are sticks protruding from the handful, if there is stringy waste or “bird’s nest” – it is not salable. “Multi-million dollar
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plants can come to a halt because you didn’t check (for sticks),” Shepard says. “I’ve watched multi-million plants come to a screeching halt.”

The chips are transported for different uses: as biomass for fuel in power generators, for landscaping as mulch, and to a company called American Training in Lawrence, Mass., they create an enterprise employing challenged individuals. American Training provides the product assembly for the Norchip bags. The employees fill and stitch the bales, then shrink wrap and store the recycled product. Once the product is sold, the income not only pays for the product but also provides additional funds, which the utility turns back to the community in the form of beautification grants.

Ralph Guadagno is a regional manager for Asplundh, one of the contractors that work for Massachusetts Electric. His company is very supportive of the program. “For one, we have a place to dump chips,” Guadagno says. “All of us can be more productive throughout the day, because at the end of the day we can dump the chips right at the site, instead of having to worry, or find a place, or even have to pay for disposal.

“It’s also nice that something is actually being done with the chips – that we’re providing people with employment, and the re-use of the chips.”

Finding an efficient means of disposing of tree waste and wood chips is good business. Finding “green” methods for that disposal is part of being a good corporate citizen, Guadagno says. For that reason, his company is receptive to programs that achieve both goals.

In another instance, he says, Asplundh was working with a utility in another Massachusetts community, the Cape Cod town of Barnstable. The company arranged a deal with the town in which the town paid the expenses for a tub grinder, and the chips were given out free to residents, who used them for home gardening and landscaping.

If asked, he says, his company would endorse Shepard’s program in other regions. “A lot of utilities and tree companies spend a lot of time for disposal,” Guadagno says. “You go to some landfills, and they treat it as garbage. There’s no re-use. It just takes up land and space. [Under Shepard’s program] it goes back and becomes a useful product.

“Wood chips are our responsibility in most locations, and it falls on us to find a way to dispose of them,” he adds. “If there’s value-added, and it becomes more of a product, we’re all for it.”

Dave Rattigan is a freelance writer living in Peabody, Mass.
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Dr. Lakshmi Sridharan

An apple a day may keep the doctor away, but not the apple-feeding pests. The tender juicy plant parts, including leaves and fruits, attract insects of all sizes, shapes, colors and feeding habits.

Insects are successful colonizers because of their life cycle, reproductive capacity, camouflage, ability to thrive on more than one host, and migration capability — including across oceans. Undetected by agriculture inspectors at airports or seaports, they can move from country to country with goods as well as travelers.

Insects, typically, are voracious eaters (feeders) when they hatch as larvae (caterpillars, grubs) and as adults, and hence can cause heavy damage to plant parts — and heavy financial losses to farmers, flower growers and nursery and orchard owners. The Japanese beetle is one such insect that poses a severe threat to members of the family Rosaceae (roses, apples, cherries, etc.). Adult Japanese beetles infest nearly 300 plant species — shade and fruit trees, ornamental shrubs, small fruits, garden crops, weeds and field crops. The grubs are serious pests of lawns, other grasses and nursery stocks. All of which adds up to problems for homeowners and commercial property owners.

History

Japanese Beetle (Popillia japonica) is a native of Japan, Korea and China. The beetle probably found its way from Asia to Europe and then into the U.S. on imported nursery stock. It was first noticed in North America in southern New Jersey in 1916. Then it moved to Maine, to other eastern coastal states, then to the Midwest. The beetle moved from coastal Maine to coastal Canadian provinces.

Biology

Japanese beetle belongs to the Family Scarabaeidae, and the Order, Coleoptera. The ovoid adult beetles, both male and female, are beautiful creatures with a shiny metallic green body and coppery brown forewings. One can easily distinguish the Japanese beetle from other beetles by its row of five lateral brushes of white hairs on each side of the lower surface of the last abdominal segment.

Life cycle

One of the characteristics of insects is metamorphosis in which an insect goes through a complete transformation in vari-

Adult Japanese beetles (Popillia japonica) feed on the soft tissue of apple trees and a variety of other trees and shrubs, often inflicting heavy damage. All photos courtesy of the BugwoodNetwork.com and ForestryImages.com.
ous developmental stages. Each developmental stage is clearly and remarkably different from the succeeding stage. Egg, larva (grub), pupa and adult are the four stages in insect development. The beetle does extensive damage to plant life as a grub and as an adult. Fortunately, it has only one generation per year.

Adult females emerge from the pupae on the ground in June. Emergence of the beetle coincides with the availability of plenty of plant food in spring and summer. The emergence peaks in July and August. The hungry beetles start feeding on all host plants (apples, cherries, roses, and hundreds of other plant species) around. They feed in huge congregations.

The females are then ready to mate and signal this to the males by releasing the pheromone. Extremely perceptive to odor, even from great distances, males follow the scent to females, on the ground or in trees, and mate several times. The more mating they do, the hungrier the females get and the more they devour host trees, feeding for a day or two after mating. The females then return to the ground in the afternoon and burrow in the soil to lay eggs. After laying a few eggs, the females return to the trees to feed and mate some more. By the time the mating cycle is over, each female lays about 40 to 60 eggs. By mid August, the females are done laying eggs.

With warm temperatures (80-90 F) in early autumn, the eggs hatch into larvae, usually eight to nine days after they have been laid. At lower temperatures (65 F), the hatching may take closer to 30 days. The grubs (first instar larvae) dig into moist soil, eat plant roots, and complete their development within two to four weeks, depending on the temperature. The first instar larvae develop into second instars. At higher temperatures (78 F), the second instar completes its development in less than 20 days; at lower temperatures (68 F), it may take eight weeks. As grubs tunnel into the soil feeding on the roots, the temperatures decrease; however, the soil is still warm enough for the survival of grubs. They then hibernate under the ground until spring arrives.

Tree damage

The beetle poses a serious threat to fruit trees, especially to apples, when the trees are in the vicinity of other plant species that serve as hosts for Japanese beetles. Adults feed on the upper surface of foliage of most plants, consuming the soft tissues between the veins, leaving the leaves looking like a skeleton. Beetle-damaged leaves turn brown and die. The dead leaves fall. Defoliation drastically reduces photosynthesis and the availability of food material for a healthy growth of trees. The fruits are smaller. The beetle also attacks the fruits, eating the flesh.

The vicious attack of the beetle does not stop with apples. The beetle will destroy other hosts – roses and other fruit trees that in the landscape. The voracious grubs damage the turf grass.

Control strategies

Fortunately, control measures are available to minimize beetle damage. They include preventing migration from an infested area, changing gardening practices, and using biological or chemical controls.

Quarantine

Japanese beetles do not pose a threat to fruit trees in California because the local USDA-APHIS (United States Department of Agriculture-Animal and Plant Health Inspection Service) has imposed a strict quarantine on importing plants from neighboring states and other countries. USDA all over the U.S. has similar guidelines for nurseries and sod producers for shipping plant material with soil out of Japanese beetle infested areas. Educating gardeners about introducing pests by smuggling plants from infested areas is important in preventing new infestations.

Cultural control

Tree care providers and landscapers can help by changing practices that encourage the development and proliferation of the beetle. Do not grow fruit trees in the vicinity of a lawn. Since warm temperatures and moisture in the soil provide favorable con-
ditions for hatching of eggs into larvae, and further development of grubs, do not irrigate during the time the eggs and first instar larvae are developing.

Do not plant trees such as Japanese and Norway maple, birch, pin oak, horse chestnut, sycamore, ornamental apple, plum, cherry, rose, mountain ash, willow, linden and elm, or shrubs such as rose of Sharon and Virginia creeper, that serve as hosts to the adults.

**Biological controls**

Nature has its own ways of handling insect populations. For every pest, there is a predator or a parasite that would destroy the pest.

The parasitic wasps *Tiphia popilliavora* (native of Japan, Korea and North China) and *T. vernalis* (native of Korea and China) have been imported and released in this country to control the Japanese beetle. *Tiphia popilliavora* from Japan was first released in New Jersey in 1921-22, where they quickly established. By the end of 1950, their progeny and strains from Korea and China were distributed over the infested areas of 10 states. The Korean strain adapted better to American conditions. *T. vernalis* was first released in New Jersey in 1925 and by 1953 more than 2,000 colonies of this species were spread over 15 states. *T. vernalis* is more effective in controlling Japanese beetle population than *T. popilliavora*.

The ½-inch long, shiny black adult wasps emerge during May and early June and feed on aphid honeydew. The female wasp stings the overwintering third instar Japanese beetle larva in the soil, temporarily paralyzing it. The female wasp deposits a single egg on the beetle larva. Each female wasp may deposit up to 25 eggs during 25-30 days. The wasp egg hatches in a few days, and feeds on the host consuming the entire body, except the head and legs of the host, which eventually dies. The wasp completes its life cycle on the dead host. The wasps thrive when there is plenty of food available.

**Predators**

Invite birds into the landscape. Starlings, grackles, robins and other birds feed on large numbers of grubs, especially during early spring and fall. Small animals such as moles, skunks and raccoons also feed on the grubs. Birds and mammals considerably reduce Japanese beetle grub populations, however, they damage turf grass in the process of digging for the grubs.
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Bacterial Milky Disease

Japanese beetles are susceptible to bacterial milky diseases, caused by *Bacillus popilliae*, Dutky and *B. lentimorbus*, Dutky. Milky diseases control grub populations in some areas in the eastern United States. The spores are commercially available. Commercial formulations of spore product may require up to four years after application to become effective but can be active against grubs for 20 years. Do not use any other insecticides when using bacterial spores as the bacteria needs to complete its life cycle on the beetle.

Entomophagous Nematodes

Nematodes that parasitize insects (entomophagous nematodes) offer another solution for controlling Japanese beetles. One such parasitic nematode is *Steinernema (Neoaplectana) glaseri* Steiner. The nematode was used before 1940 for controlling the Japanese beetle. Despite its potential as an effective control agent, it is no longer in use because of the expenses involved in developing it. Currently the commercially available preparations containing *Heterorhabditis* spp. appear to be effective in the control of Japanese beetle. *Xenorhabdus* spp., a pathogenic bacterium symbiotically associated with the nematodes *Heterorhabditis*, is responsible for the killing of grubs. The bacteria reside in the intestine of the infective juvenile stage of nematodes. The nematode penetrates an insect host and moves to the haemocoel (spaces in insects through which blood circulates) where it dumps the bacteria. The bacteria proliferate, kill the host and establish suitable conditions for reproduction of the nematodes by providing nutrients and inhibiting the growth of other bacteria. Apply the nematodes when the white grubs are in the second instars. Irrigate the soil before and after nematode applications to increase the efficacy of the nematodes.

Mechanical control

Insect traps containing pheromone, though available, do not offer an effective control over the beetle population. In addition, traps may attract other beetles.

Chemical controls

Sevin (carbaryl), Malathion and Orthene (acephate) are among the insecticides used for the control of Japanese beetles. In heavy infestations, use a five- to seven-day spray schedule in July and early August on sensitive ornamentals and fruit trees. Check whether the insecticides meet the approval of the standards set by the USDA.

Treat the turf grass, as the grass provides food and a hiding place for the grubs. Apply the product Merit (imidacloprid) for larval control prior to the emergence of adult beetles and during grub infestations. Timing of applications of insecticide is crucial in the control. Apply insecticide when the grubs are smaller, as it is difficult to kill larger grubs. Apply the chemicals May through July, when eggs are first hatching and the grubs are beginning to feed. Use rescue treatments in August and September. Treating grubs in the spring is also more difficult as they are bigger and do not feed for long before they pupate.

Follow the manufacturers’ instructions for applications and disposals of insecticides. Use necessary precautions to protect from the harmful effects of insecticides. Wear long pants, long sleeved shirts, rubber gloves and closed rubber boots, masks and protective goggles when handling any insecticide. Be aware of the potential hazards to other creatures in the landscape. Consider using cultural or biological controls rather than chemical controls.

Apple trees are the most popular fruit trees in any landscape in North America. They are one of the economically important orchard trees. They look great when in bloom as well as when loaded with delicious fruit. As long as the apple growers take good care of the apple trees by protecting them from insect and fungal attacks, the trees will be productive for decades, attracting birds, honey bees and people.

Lakshmi Sridharan is a scientist with a Ph.D. in molecular biology, botany and microbiology. She is author of *A Practical Guide to Growing Roses Successfully*, and can be reached via www.lakshmi-sridharan.com.
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Before operating, maintaining or sharpening any chain saw, always read and understand the operator’s manual.

Sharpening a chain saw is an art and science. It takes knowledge of proper sharpening techniques and lots of practice to develop a “feel” for when the chain is in optimum condition.

When to sharpen

In general, the chain saw should be sharpened each time it is fueled and anytime the chain strikes an object or the ground. The chain saw should also be sharpened anytime the operator observes that it is not cutting properly, such as cutting in a curve or making fine saw dust rather than chips.

Structure of the tooth

To properly sharpen a chain, it may help to understand the structure and function of the parts of the tooth.

- **Depth gauge**, also called the raker – Located in front of the cutting tooth on the cutting link. This part regulates how deep the tooth cuts into the wood. Too high and the tooth will not cut while too low causes the tooth to cut too deep and increases the kickback hazard.
- **Cutting point** – Located at the front of the cutting tooth, this is where the cut begins.
- **Side plate** – The side of the cutting tooth that cuts off the wood fiber. If the angle is not maintained properly, it will cause the saw to pull more and increase the kickback hazard.
- **Top plate** – Top, flat part of the tooth that sets the width of the cut. The angle of the tooth at the front of the top plate causes each tooth to move slightly to the side and cut properly. Improper angles affect how well the tooth cuts and may cause the saw to cut in an arc or increase the kickback hazard.
- **Chisel** – This is located in front of and under the top plate. The top edge determines the efficiency of the cut and directs the cut chips through the tooth.

Preparation for sharpening

In order to properly sharpen your chain saw, it is very important to use the proper tools and follow an established process.

- Always turn off the chain saw. Never conduct maintenance on a running chain saw.
- Wear leather work gloves when tensioning or sharpening the chain to avoid...
injury.

- Clean the chain saw and chain before sharpening to ensure that your files do not get clogged with oily debris.
- Inspect the chain for damage and defects. Check for damaged or worn cutters, tie straps and links, and loose rivets. Repair any damage or replace chain that cannot be repaired.
- Properly tension the chain before sharpening.
- Use only the correct size file and proper filing guides for that chain. Size information can be found on the chain and file guide container or the chain and file guide manufacturer’s manual.

Tensioning

There are three types of chain saw bars and each type is tensioned a bit differently. These three types are sprocket tip bars, solid tip bars and slot-type tension bars.

Proper tensioning process is as follows:

1. Chains that have just been used and are “hot” to the touch should not be tensioned quite as tightly as cold chains. When the chain cools, it will shrink and may over tighten on the bar causing damage to the chain or chain saw if not properly tensioned when it is next started. Always check the tension of the chain before starting a chain saw.

2. Loosen the lugs nuts holding the bar only enough to permit the bar to move up and down in the saw body.

3. While checking and adjusting the tension, grasp the chain at it’s midpoint on the bar and lift the bar up to its top level of travel in the saw body. It is not necessary to lift the bar to tension slot-type tension bars.

4. Proper tension is achieved for each type of bar as follows:

- Sprocket Tip Bar: While holding the bar tip up by the chain, tighten the tension screw until the bottom part of the chain drive links are about half in the bar groove. When the lugs are tightened, the chain should not hang off the lower rail of the bar.
- Solid Tip Bar: While holding the bar tip up by the chain, tighten the tension screw until the bottom of the tip of the chain drive links are just in the bar

Pulling chain to check tension. Always properly tension the chain before sharpening.
What tools are in your box?

It is important to have the right tools in your kit for proper sharpening whenever you are in the field. The minimum tools should include:

- Chain Saw Operator’s Manual
- Scrench or screwdriver and wrench
- Cleaning rags
- Leather gloves
- Proper size chain saw round files
- Chain saw flat file
- Multi-tool sharpening guide or filing guide sized for chain
- Depth gauge filing gauge
- Dental pick or small, flat tool to clean bar groove
- Spare chain

groove. A solid tip bar chain should be slightly looser than on a sprocket tip bar.

- Slot-Type Tension Bar: Tighten the tension slot in the bar until the chain is fully into the rail on the bottom of the bar.

5. When the proper tension is established, continue to hold the bar up by the chain and turn the lug nuts with the wrench until they are tight. Tighten the rear lug first and then the forward lug.

6. Rotate the chain back and forth on the bar, using your gloved hand, to ensure that it moves freely without binding. The chain should not bind or be difficult to rotate.

7. When the entire sharpening process is complete, start the chain saw and run it for 10 to 15 seconds. Set the chain brake, turn off the chain saw and re-check the tension to ensure that it is correct. Tension should be checked periodically during chain saw operation.

Sharpening cutting teeth

When the chain is clean and properly tensioned, the cutting teeth can be sharpened as follows:

1. Check the cutting teeth to determine if there are any teeth that are shorter than the others. The shortest tooth is the tooth to begin sharpening. All teeth must be sharpened to the same length, which will be determined by the shortest tooth.

2. Secure the chain saw so that it can not move while sharpening. This can be done by using a field vise, by pinching it between your legs and sitting on top of the saw body, or through any other technique.
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that properly secures the saw. Many operators have devised their own innovative and effective methods of securing the saw while sharpening.

3. Set the chain brake before you begin sharpening. Release the chain brake to advance the chain until you return to the starting point. If you are not certain where you started, use chalk or some other marker to color the tooth and identify the starting point so you do not re-sharpen teeth.

4. Sharpen the teeth on one side of the chain first and then the other side.

5. Place the file in the chisel part of the tooth so that approximately 20 percent of the file is above the tooth. I strongly recommend that you use a file guide to better control the file and maintain the proper file depth and angle on the tooth. I prefer the multi-tools, like the Pferd Chain Sharp or Sharp Force File Guide that sharpen the teeth and maintain the proper depth gauge setting.

6. Position the file so that it is at the proper top plate angle as defined by the chain manufacturer. Some manufacturers place a mark on the top of the tooth that provides a guide for the proper top plate angle.

7. Position the file so that it is also at the proper horizontal angle. This angle varies with the type of chain, but is normally 90 degrees from the bar, or 10 degrees off horizontal from the bar (see image below). Check the chain manufacturer’s manual to determine the proper horizontal angle of the file for the specific chain used.

8. The filing motion is smooth and steady moving from the inside of the tooth to the outside (toward the point of the tooth) constantly holding the proper top plate and horizontal angle of the file. It is not necessary to apply heavy pressure to the file as you sharpen. Maintain contact with the tooth only on the forward stroke. Take the file off of the tooth when returning to begin another stroke.

9. File each tooth the same number of strokes, unless you are correcting damage. In that case, file the tooth until the damage...
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is removed and then file all other teeth until they are all the same length as the shortest tooth.

10. As you move the file through the tooth, rotate the file to maintain good cutting of the file teeth. Keep the file clean to ensure proper file performance. Files get loaded up with filings and will not cut well. Cleaning the file often for good performance.

11. Measuring proper cutter sharpness can be achieved several ways. Many experienced operators gauge sharpness by observing a fine curl of metal dust at the top edge of the chisel.

Maintaining the depth gauge

To cut properly and safely, the depth gauge must be maintained at the proper height relative to the cutting tooth. When you examine the tooth, you can see that the top plate is angled down at the back. As the cutter is filed gets shorter, it also gets lower. This changes the setting of the depth gauge.

If you are not using one of the multi-tools that properly maintains the depth gauge at every sharpening, the depth gauges should be checked and adjusted every three or four times the chain is sharpened as follows:

1. Using a filing gauge, check the height of the depth gauge to determine if it is correct. Do not try to eyeball the proper height of the depth gauge without using a filing gauge. Tolerances are in thousands of an inch and cannot be properly measured by

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eye alone. File depth gauges that are sticking up above the filing gauge.

2. Using a flat file, position the flat file so that it is flat across the top of the filing gauge.

3. The filing motion is smooth and steady in the same direction as the tooth that was sharpened for this depth gauge.

4. File each depth gauge until it is level with the top of the filing gauge.

5. Check the leading edge of the depth gauge. As required and using your eye to measure, file the front of the depth gauge with the flat file to maintain it in the same, rounded shape as when new. The wide-track depth gauge does not require any filing of the leading edge.

Kevin K. Eckert is president of Arbor Global LLC/Arbor Global Hong Kong Ltd. and the author of Chain Saw Safety and Field Maintenance. (See box on this page for how to obtain his book from TCIA.)

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On January 4, 2005, the U.S. Citizenship and Immigration Services (USCIS) announced that on the previous day, it had reached its congressionally mandated cap of 66,000 H-2B visa petitions for 2005 and that it would not accept any new petitions.

This was dire news for many tree care employers and a host of other small or seasonal businesses, because it meant the loss of a valuable employment resource. The H-2B work visa allows guest workers from other countries to fill important, unskilled or semi-skilled positions in U.S. companies.

A congressional effort to obtain relief from the H-2B program cap has recently been advanced by the introduction of two bills in the U.S. Senate. The “Summer Operations and Seasonal Equity Act”, S. 278, would exempt prior H-2B workers from the cap, opening up more slots for new applicants. However, without any co-sponsors this bill appears destined for oblivion.

The more viable bill appears to be the “Save Our Small and Seasonal Businesses Act”, S. 352. Co-sponsored by the senators from Maryland and New Hampshire, the bill has bipartisan support from over 20 Senators and it mandates the same core solution as S 278, namely, not counting existing H-2Bs under the cap. It also attempts to create a more fair allocation of visas by reserving half for the summer and half for the winter. It was introduced to the Senate as a, “quick and simple fix” that lasts just two years, making way for more comprehensive immigration reform in the future.

The stage is set and the time for action is drawing near. President Bush, in his State of the Union Address, indicated his sympathy toward the issue and his willingness to engage in immigration reforms. As this bill moves through Congress, it will be vital our respective representatives to the House and Senate to hear from their constituents.

If the lack of qualified employees and the inability to obtain H-2B workers are issues affecting your business, TCIA suggests that notify your elected representatives in Congress, providing as much detail on how this situation impacts your business as possible.

Peter Gerstenberger is senior advisor for Safety, Compliance & Standards for the Tree Care Industry Association.
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By Bruce R. Fraedrich, Ph.D.

The concept of plant health care (PHC) evolved from integrated pest management employed in agriculture.

IPM utilizes a monitor technician to periodically inspect plants and to implement cultural, biological and/or chemical treatments to maintain pests below an economic injury level (the threshold where the monetary damage caused by a pest exceeds the cost of control). This economic injury level helps guide decisions for implementing control strategies in agriculture.

In tree care and landscape pest management, an economic injury level may not be relevant – the impact of a pest solely on plant health may be a secondary consideration to the consumer. The client purchasing pest management services is often more concerned with the effects of a pest on tree or plant appearance. So the concept of plant health care was developed principally as a pest management service that considers the individual consumer’s preference when making decisions whether to treat plants to suppress pests. PHC recognizes that consumer preferences are dictated by plant quality, and decisions to treat plants must be made based on the impact of the pest on plant appearance in addition to plant health.

Tree and landscape plant health and appearance are influenced significantly by urban soil quality. Many arborists have now incorporated soil management services into PHC programs. These services often go beyond just soil nutrient management to consider pH, organic amendments, mulching, and compaction and drainage treatments.

Some arborists view Plant Health Care in an even broader context to include plant selection and planting, pruning and other arboricultural services. While these services influence pest infestations, plant health and appearance, we will not address those here. For this discussion, PHC is defined as a practice that utilizes a monitor to periodically inspect plants for pests and other disorders, including those associated with the soil and site. Cultural, biological and

A monitor technician releases beneficial mites. Some arborists are routinely releasing lady-bird beetles, predatory mites, and lacewings as part of their PHC programs.
chemical treatments are then utilized to manage those pests and disorders to a level that maintains plant health and appearance to the satisfaction of the client.

**Pest management**

Increasingly, arborists must consider consumer preferences and attitudes in the selection of treatments for suppressing pest populations, especially chemical treatments. Many consumers perceive pesticides derived from synthetic sources as a potential threat to their health and to the environment. Many consumers are now requesting products that are “organic” or derived or based on naturally occurring chemicals. Producers of pest and soil management products recognize this preference and there is an ever-increasing array of effective, reduced-risk pesticides available for tree and landscape use.

*Insecticides/Miticides:* Many traditional products such as horticultural oils, soap, pyrethrins and Bt are receiving renewed interest from arborists. Many new oil formulations being introduced increase the safety of these materials on plants and allow use during the growing season.

Many new insecticide products are being developed that are derived from naturally occurring compounds. Spinosad (Conserve™) is a reduced risk insecticide derived from a bacterium. The active ingredient is certified for organic food production. The product affects the nervous system in a way that does not harm people or pets. Spinosad is very effective at low rates against many caterpillars, leaf beetles and other pests, but has minimal impact on beneficial insects.

Abamectin (Avid™) is a member of a unique class of compounds naturally derived from the soil microorganism *Streptomyces avermitilis*. This material is ideal for use in IPM programs because of its low impact on beneficial insects and the environment. Abamectin, marketed as Avid, is absorbed by plant foliage and is highly effective against spider mites and select group of insect pests.
Insect growth regulators (IGRs) are relatively new to the landscape pest management market. These products generally have a very narrow mode of action that affects specific pests but has little impact on non-target organisms and people. Pyriproxyfen (Distance™) is a mimic of an insect juvenile hormone. This IGR suppresses the development of insect eggs, metamorphosis, and adult formation. It is effective against scales, whiteflies and other sucking insects. Researchers investigating the impact of pyriproxyfen on biological control found that populations of beneficial insects were conserved, compared to applications of conventional insecticides. Another IGR is Tebufenozide (Confirm™) that mimics growth regulators involved in the molting process in caterpillars.

Disease Management: A new class of fungicide compounds known as strobilurons (Heritage™, Compass™) that are based on naturally occurring compounds has recently been introduced. These chemicals are produced in nature by wood decay fungi to eliminate competition by other fungi. Strobilurons are active against a broad range of plant diseases at extremely low rates of application but have minimal effects on people, pets, non-target organisms and the environment.

Other reduced risk pesticides receiving attention for disease management include copper compounds, potassium bicarbonate and potassium phosphite. Copper is derived from natural minerals and has been used for centuries to manage fungal and bacterial plant diseases. Potassium bicarbonate (First-Step™) is closely related to baking soda (calcium bicarbonate) and has been shown to be effective against certain foliage diseases such as powdery mildew. Anti-transpirants and horticultural oils also have been used to manage powdery mildew. Potassium phosphite (Agri-Fos™, Allude™, and Vital™) was developed as a fertilizer but is also effective for managing certain diseases. When applied to plant tissue, phosphites induce a resistance response by the host plant that impedes establishment of certain fungal and bacterial diseases. Research has shown that phosphites are particularly effective in...
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combating root and stem disease caused by Phytophthora. Agri-Fos is now registered for prevention and treatment of sudden oak death in California.

**Growth Regulators:** The growth regulator paclobutrazole (Cambistat™, Profile™) has been used for more than 20 years to suppress tree re-growth following line clearance pruning. Recently paclobutrazole (PBZ) has been suggested as a treatment for stressed trees. PBZ has been shown to suppress symptoms of certain diseases including bacterial leaf scorch and is being evaluated for control of certain foliage and shoot diseases including scab, fireblight and anthracnose.

**Biological Control Agents:** Preserving beneficial insects is a major goal of pest management programs. Monitors should not only assess pests and other disorders, but also identify any naturally occurring beneficial organisms that may be present. Many suppliers of beneficial organisms are now available to help augment naturally occurring beneficials. Some arborists are routinely releasing lady-bird beetles, predacious mites, and lacewings as part of their PHC programs. Beneficial nematodes can be effectively used to control borer infestations if the nematodes can be introduced into the galleries. The following Web site lists commercial suppliers of beneficial insects and other natural biological controls: www.cdpr.ca.gov/docs/ipminov/ben_supp/contents.htm

**Diagnostics:** Properly diagnosing insect, disease and abiotic disorders is the first step in treating landscape problems. With
an increasing number of exotic pests being introduced into the country, the need for accurate identification of pests and plant problems is more important than ever before. Early detection of exotic pests is an essential part of quarantine efforts. There are many tools for arborists to facilitate pest identification, including on-site detection kits for certain plant pathogens, pheromone traps for insect pest detection, and SPAD meters that assess leaf color for an indication of chlorophyll content and nutrient status in leaves.

Tree Injection: Tree injections are growing in popularity by arborists and consumers as an alternative to spray treatments to manage pests. Micro-injection capsules that are pre-filled with certain pesticides and mineral nutrients have been available from Mauget™ and Tree Tech™ for many years. Recently, many microinjection tools, including Arbor-Jet™, Sidewinder™ and Wedgle™, have been developed that allow rapid treatment of pests using any product that is labeled for tree injection. A refillable pressurized capsule was recently developed by the Bartlett Tree Research Laboratories and will be available later in 2005.

Resistant Species/Cultivars: Arborists usually have little influence on landscape plant selection and design. Occasionally there are opportunities to suggest species for planting, especially to replace trees that died. There is an ever-increasing list of pest-resistant cultivar of certain species, including crabapples (scab, rust, fireblight, Japanese beetles), rhododendron (lacebugs, Phytophthora root rot), Callery pear (fireblight), hawthorne (rust, leafspots) and London plane (anthracnose). There are now more than 20 hybrid elm selections that are commercially available that show excellent resistance to Dutch elm disease.

An excellent publication listing pest resistant varieties, Pest Resistant Ornamental Plants by Deborah Smith-Fiola, is available through Rutgers (NJ) Cooperative Extension Service.

Soil Treatments for Plant Health

Soil related disorders are among the biggest challenges to maintaining land-
scape plant health. Nutrient deficiencies, poor drainage, low organic matter, alkaline soil pH, soil compaction and limited soil volumes are among the common problems encountered in the urban landscape.

The necessity of routine fertilization is being questioned by more researchers and arborists alike. Many commercial arborists are now offering prescription fertilization services, which use the same principals as IPM. Prescription fertilization begins with a soil analysis to determine pH, nutrient and organic matter content, texture and other key soil characteristics. A specific prescription is then developed based on soil analysis results, the plant species and condition and the landscape goals for the plants. Only the nutrients that are required are applied. Soil pH and organic matter are also adjusted as needed. Prescription fertilization utilizes follow-up inspections to verify plant response to treatment.

The introduction of soil excavation tools utilizing pressurized air (Air-Spade™, Air-Knife™) provide arborists an effective option for treating many soil and root disorders. Air-tools can efficiently cultivate compacted soil, incorporate organic matter into the root zone, excavate soil and mulch from root collars and allow excavations within the root systems of plants without causing root loss.

Stay tuned, because the field of PHC – and the tools it incorporates – will continue to evolve.

Bruce R. Fraedrich, Ph.D., is vice president of research for Bartlett Tree Research Laboratories in Charlotte, N.C.
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Equipment Cost, Under $50.00

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Thanks to a very special leader

Greg Daniels joined the National Arborist Association (now Tree Care Industry Association) Board in 1997 and was part of the leadership team that got the association through sad times, followed by difficult times, and then led us into a new creative era. He, along with others, mapped out the change in culture to evolve the Board into a strategic/policy-making Board and away from a management Board. Through Rusty Girouard’s valiant work, Greg was part of the team who masterminded new bylaws that made NAA/TCIA a flexible and nimble association; able to respond to the new needs of the times quickly. Greg and Tim Johnson led a Search Committee that found a new president.

For years, Greg served on the National Arborist Foundation Board and then supported the formation of The TREE Fund. When TCIA was approached to grow significantly internationally, Greg was there to offer diplomatic skills to bridge cultures, and now, 13 percent of TCIA’s members are international. With the strong support of his company, he provided countless volunteers across many committees and task forces for years. He championed the Transformation of the Industry, and was part of the team who supported re-branding NAA to become TCIA. Greg and his company immediately supported the development of TCIA’s first political action committee to take our message to Washington. With Greg’s encouragement, Bartlett’s vice president of government affairs has helped us gain entrée into state and federal regulatory arenas previously unknown to us in order for TCIA to be the “Voice of the Tree Care Industry."

The dreams of industry accountability and enhanced professionalism, championed by Mark Tobin and Tim Johnson, live today in the hugely successful launch of Accreditation this year, because of a continuity of leadership and vision to which Greg remained true.

And while the evolution proceeded, he always remained part of the team. He evidenced the characteristics of a servant leader. Ego is not a part of his leadership formula. Service is. For his support, contributions, and company’s unfailing involvement, we thank you, Greg. Your leadership during critical times for the tree care industry will not be forgotten.

Meet Tim Harris, new chair of TCIA

Tim Harris, president of Buckley Tree Service in New Berlin, Wis., was installed as chairman of the board of directors of the Tree Care Industry Association (TCIA) at its recent Winter Management Conference on Cabo San Lucas, Mexico.

Tim was first elected to TCIA’s board in February 2000, when TCIA was known as the National Arborist Association.

Buckley Tree Service was founded in 1963, and Harris has been the president and owner since 1994. The first accredited tree care company in Wisconsin, Buckley has been a TCIA member since 1977. Harris is also a member of the International Society of Arboriculture, Wisconsin Arborist Association and Wisconsin Landscape Contractors Association. In 2004, Harris received the Wisconsin Arborist Association Distinguished Service Award, which is presented to an individual who has made extraordinary contributions of their time and talent to the WAA.
Harris attended Northern Michigan University and University of New Mexico, where he studied secondary education. “I wanted to be a high school teacher and coach,” he noted. Instead, a summer job with Buckley turned into a career. Harris started off as a hose dragger for Buckley’s spray man and worked his way up from there. His transition from employee to owner was smoothed by a planned program. “I ran the company for five years before the buyout,” he said. “I was the general manager and in charge of sales. The owner gave me a free hand to run the place before I was the owner.”

“When I started with Buckley in 1982, I was the third employee,” he said. “When I bought the business 12 years later we had eight or nine employees. Today we have 23. Our market is pretty spread out. We opened a second office because we were spending too much time, which means money, driving out to job sites. It is not uncommon for us to travel 40 miles to a site.”

Buckley’s current mix of business is roughly 60 percent traditional tree work and 40 percent plant health care.

His focus in his year as chairman will be on spreading the word about the value of accreditation – to the industry and consumers. TCIA has committed to the Transformation of the Industry, a five outcome plan to enhance the professionalism, safety, and consumer awareness of the tree care industry.

“I truly believe the tree care industry and this association are at a crossroads,” Harris stated in his inaugural speech. “TCIA and its members have an opportunity to take commercial arboriculture to the next level. Our success in pushing our industry forward will depend entirely on how quickly and fully we embrace TCIA’s accreditation program,” he said. “Going through the accreditation process is the best thing I have ever done for my business. The experience helped everyone in my company focus on our strengths and weaknesses and gave us a clear direction on where we want to take the business.

“It may take a while for consumers to recognize its value, but we need to give the consumer a clear choice to identify professional tree care companies.”

Meet Tim Harris

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“As the number of standards that apply to tree care continues to grow, arborists are finding it more and more difficult to keep pace with the definitions that govern the profession. TCIA has compiled the definitions of 11 standards into one handy booklet – Standard Definitions for Arboriculture: A compilation of definitions.”

This booklet describes standard arboricultural terms, from “amon-eye nut” to “xylem,” compiled from the following standards:

1. ANSI A300 (Part 1)-2001 Pruning
2. ANSI A300 (Part 2)-2004 Fertilization
4. ANSI A300 (Part 4)-2002 Lightning Protection Systems
5. ANSI A300 (Part 5)-Draft Site planning, site development, and construction
6. ANSI A300 (Part 6)-Draft Transplanting
7. ANSI Z133.1 2000 Arboricultural Operations
8. ANSI Z133.1 2000 Arboricultural Operations Annex A
10. OSHA 29 CFR §1910.269
11. ANSI Z60.1–2004 Nursery Stock

If all arborists have a clear understanding of the terms and definitions of tree care, communication with clients and with each other will be improved.

A copy of the booklet was mailed free to all U.S. members in February as a benefit of membership in the Tree Care Industry Association. Additional copies are available for the member price of $4.99 (non-members $7.99), and may be ordered by calling 1-800-733-2622.
Board looks ahead at annual winter meeting

The TCIA Board of Directors met at the Hilton Los Cabos on February 6, 2005

Chair Greg Daniels called the meeting to order. Board members present included Tim Harris, Tom Golon, Scott Jamieson, Mark Shipp, Jeannie Houser, Tom Tolkacz, Randy Owen, Terrill Collier, and Cynthia Mills. Guests included incoming Board members Scott Packard and Tony Gann. Staff guests included Mark Garvin and Penny Judd.

Appointments

The Board ratified the results of the e-mailed votes approving Terrill Collier to fill Lauren Lanphear’s position on The Tree Fund Board until August 2005 (at which point, he will take over Tom Tolkacz’s position for one-year.)

The Board confirmed the following appointments:

- Anne Baldwin, Baldwin Tree Care in El Cajon, Calif., as an at-large member (1-year term) of the Nominations Committee.
- Keith Sheriff, Wright Tree Service in Des Moines, Iowa, was as Vice Chair (1-year term) of the Safety Committee
- Joe Redman, Lewis Tree Service in Rochester, N.Y., as an at-large member (1-year term) of the Audit Committee
- Ron Keith, Shawnee Mission Tree Service in Shawnee, Kan., and Mark Tobin, Hartney Greymont in Needham, Mass., as members of Ethics Committee. (Scott Jamieson and Tom Tolkacz are stepping down. Randy Owen and Scott Packard will continue to serve.)

The Board discussed candidates for a 3-year term appointment of a TCIA Member to the TREE Fund Board of Directors (August 2005 - August 2008). Tom Tolkacz will provide the skill set analysis for The TREE Fund Board and then TCIA will do a call to the membership for candidates. A decision will be made at the June Board meeting.

TCIAF Board of Trustees

Board recommended that the following TCIA officers should serve on Tree Care Industry Association Foundation (TCIAF) Board of Trustees: TCIA vice chair as TCIAF chair; The TCIA chair and senior director will also serve on the TCIAF Board of Trustees. (TCIA president will serve as an ex-officio member.)

WMC 2006

At the recommendation of staff, the Board chose St. Kitts as the site for Winter Management Conference 2006.

Fundraising

As the result of a member request for financial assistance, the Board’s consensus is to handle requests on a case-by-case basis for now. The current request for an announcement will be publicized.

The Board endorsed establishment of a committee to assist with sponsorship, the development of a point system; and focusing on ROI for Associates to take Outcome 5 to a new level.

Day of Service

The Board reached a consensus to pursue Days of Service with TCI EXPO where it meets appropriate criteria, including financial. TCIA will look into working with PLCAA on a July Day of Service at Arlington National Cemetery.

Updates

Mark Shipp gave an update on the status of developing an insurance program for arboriculture.

Tom Tolkacz updated the TCIA Board regarding The TREE Fund’s current transition. The Board decided to establish a TCIA TREE Fund Committee with a formal staff liaison to facilitate working with the TREE Fund.

The Board signed its annual Conflict of Interest form.

The Board engaged in a broad conversation about opportunities and threats in the tree care industry and for TCIA. Staff collected the Board input for assistance in tactical decisions to continue positioning TCIA for long-term success.

The President and Board discussed plans for the focus of work in 2006.

Performance evaluation

In executive session, the Board conducted its annual evaluation of the president’s performance and compensation. The Board discussed the compiled performance evaluation of the president for 2004-05 and made compensation decisions for the coming year. Greg Daniels, Tim Harris, Tom Golon and Scott Jamieson met with the president to conduct the annual discussion about past and future performance expectations. Documentation of the Board’s decisions will be forwarded for the president’s personnel file.
Riding for Research Along the Historic Natchez Trace
Jackson to Nashville • August 1-6, 2005

A cyclist’s dream . . . imagine yourself on a shaded, curved rural highway that is green with thick, lush grass and plenty of hardwood trees, with occasional glimpse of small farms and quaint villages through the foliage. No billboards, neon lights, traffic jams, or commercial traffic—but plenty of rolling hills and an abundance of breathtaking scenery along a national natural treasure.

Welcome to Tour des Trees 2005!
Hello fellow cyclists, volunteers, sponsors, and every one that supports the Tour and the cause that is so important to us all. My name is Paul Wood with Black Bear Adventures Bicycle Tours and I am honored to have been chosen to coordinate the 2005 Tour des Trees. On August 1, I encourage you to leave your worries and stresses behind and join us for an unforgettable journey along the scenic roads of the Historic Natchez Trace.

The Natchez Trace, operated by the National Park System, follows an enchanted 8,000 year old route through lush forests and into the heart of America’s past. Well known for its breathtaking panoramas, the Trace was first used by Native Americans thousands of years ago and later as a major trade route during frontier days. History will come alive as riders travel along the Trace, following the pathways of the Indians, boatmen, traders, soldiers, and settlers who helped shape America.

Our journey to raise much-needed funds and public awareness will take us through the winding roads of northern Mississippi, Alabama, and Tennessee, offering a gradual contrast in terrain from relatively flat land to gently rolling hills and into the steep peaks of the lower Appalachian region. We’ll have opportunities to reach out to communities in all three states, building awareness of the need for research and its impact on people, trees, and the environment.

Over the past fourteen years, riders of all ages and abilities have joined together to create the event that is called Tour des Trees. They started with a common purpose and ended with a shared experience that has changed many lives. Dozens will join together again this year, traveling almost 500 miles from Jackson Mississippi to Nashville. Will you be one of them? We certainly hope so! The challenges, which are significant, will surely be matched by the warm glow of satisfaction that accompanies the accomplishment of difficult but meaningful goals.

A Sample of the Scenic and Historic Treasures You’ll Experience Along the Natchez Trace

• Stop for a break at the Tupelo Bald Cypress Swamp, with board walkways leading across yellow-green algae-covered water so smooth it looks like a chartreuse mirror that you could walk on.
• Visit Pharr Mounds, a complex of eight ancient burial mounds built from about 1,800 to 2,000 years ago.
• Travel just one mile off the route to the Tupelo National Battlefield, site of a major Civil War battle in 1864. Just a few more miles down the road and you’re at the Elvis Presley Birthplace and Museum.
• Walk the nature trails that display plants used in daily life for food and Indian tribal medicines at the Chickasaw Village site.
• Walk along the Old Trace to the graves of 13 unknown Confederate soldiers, or explore a grove of dogwood trees in Dogwood Valley.

Special Thanks To Our Platinum and Gold Leaf Tour Sponsors!

For more information or to sign up for the adventure, please visit the Tour des Trees web site at www.touredtrees.org, or contact Tour coordinator Paul Wood at Paul@blackbearadventures.com.
Letters

Greater innovation needed for stumper teeth

I would like to comment on your article “Grinding Out Innovations in Stumper Teeth” (TCI, February 2004).

My grinding is done in dry clay soils with small (under 3 inch), soft limestone chunks. My grinder teeth are completely rounded out in a couple of hours – if I’m lucky.

No one I’ve talked to has a better answer – only different grades of carbide. To me, using carbide is out of date. I’ve seen hydraulic chain saws with metal teeth used for cutting concrete. Also, big diesel rock cutters that use metal teeth.

It’s time to explore other options and materials.

John Rochester
Coral Springs Tree Company,
Margate, Fla.

Hail Mary pass?

I was doing what I hope to be my last tree job, after eight years in business, at a church recently. Throughout my tree career I have prayed that God would keep me safe to continue to work in the future. As we were topping the last tree of the day in front of the church, the sun started to set and the moon started to rise. It was such a striking image – in FRONT of the church – that I grabbed my camera. I thought I would share these photos with you.

Mark Russell,
Colorado Springs, Colo.

Tree News

Oak named the national tree

President Bush has signed a bill naming oak as the official U.S. national tree. The generic “oak” was selected, rather than choosing one of its 600 species. The National Arbor Day Foundation conducted an unofficial, online survey in 2001 and oak received the most votes as the public’s top choice for a national tree. Second was redwood, which had 81,000 votes to oak’s 101,000.

European wood wasp could affect conifers

*Sirex noctilio*, a European wood wasp, was discovered in Oswego County, N.Y., last fall and positively identified in February. The pest could threaten pines, spruce, fir and larch. *S. noctilio* is associated with the fungus *Amylostereum areolatum* that, together with the wasp’s mucus, results in rapidly weaken host trees. American entomologists believe the pest could become established in any North American climate that supports pine. One other European wood wasp was discovered in a Bloomington, Ind., warehouse in 2002.

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All the information you need – at your fingertips!
From 1961 to 1985 my parents, Wallace and Sarah Pokorny, owned and operated Beaver Tree Service in a small agricultural community in east-central Indiana. Wally sold tree care services and worked with the crew every day while Sarah raised four children and ran the office. Many years later my two brothers and I also worked on the tree crew in the summers and my sister took calls and helped set appointments.

Like many who start tree service companies, my father started out clearing brush, removing trees and selling firewood. He soon began climbing trees with a homemade rope saddle and a Sears chain saw. By 1963, the business had expanded enough to justify purchasing a Mitts & Merrill chipper and a Vermeer stump grinder. Wally also hung up his rope saddle in exchange for a leather “floating O-ring” saddle he designed and had a local saddler build.

The local customer base was thin. For the business to survive, my father traveled extensively in a three county area. Our competitors, who were the usual mix of “euc and oak-men,” were selling to this same small customer base. However, Beaver Tree Service had such an excellent reputation that they always had at least a month backlog of jobs. Many customers would call and tell them to do the work without asking for an estimate.

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Wally and Sarah considered expanding to multiple crews and even had an opportunity to branch out into line-clearance work, but they decided they wanted to remain small. Many customers would call and tell them to do the work without asking for an estimate.

The keys to their success in business are no secret: hard work, continuing education, fairness in business, and a strong ethic of providing excellent customer service. In fact, they both epitomized customer service.

In 1985, when Wally’s body said “that’s enough,” they sold the business and retired from tree work. A couple of years after their retirement, my mother found the following article from a Nov. 5, 1965, edition of Christianity Today, which had been taped inside my father’s clipboard for 20 years:

The people from whom we bought the old farmhouse left us a kerosene-burning kitchen stove, but took with them the 55-gallon oil drum and stand on which it stood. So we telephoned Austin Corbit, the oil dealer.

It was early spring, a bright, brittle New England day, and my wife was there alone when Austin’s man drove down the lane. She showed him where he should put the barrel in the barn and went back in the house. Soon she heard a knock.

“Does your husband have a saw?” he asked. “And may I cut up those old two-by-fours in the corner of the barn?”

It would have been so simple for him just to have delivered what we’d ordered – a barrel full of kerosene – and then gone away. Instead, he swiftly cut the old gray two-by-fours into proper lengths, spiked them together with nails he had pulled screeching from weathered wood, and toenailed the stand against the barn wall. Then he lifted the empty oil drum atop the stand and filled it for us.

Austin’s man could have filled the barrel and left me to discover how to empty it (with siphon, with pump, with curses) or how to get all 400 pounds of it up onto a stand (with plank or hoist, strain and sprain) so gravity would drain it easily. He could have said “you need a stand, Missus. Call me when you get one.” But he had not. He had simply asked himself how he could help us, and then gone ahead – without intrusion, without fanfare, without expecting reward.

This was almost 20 years ago, but I still would not think of dealing with any other company. Somehow Austin always hires men who are exceptionally helpful. Not talking-helpful or asking-helpful, but thinking-helpful, doing-helpful.

The man in the article could have easily been my father on a tree job: Doing everything from repairing an outhouse door to cleaning plugged gutters, to “sneaking in” some free pruning work for a little old lady that he knew could not afford it – my father was always “thinking-helpful, doing-helpful” in every area of his life.

Karl Pokorny is an Urban Forestry Manager for the City of Richmond, Va.
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