Introducing PureSpray GREEN, from Petro-Canada — the world’s largest producer of Pharmaceutical-grade mineral oil. It’s an effective spray oil that’s the purest and safest pesticide around. Designed to make everyone happy. Except pests. And so safe it’s listed for use in organic food production. It’s a pesticide formulated with the same high quality, ultra pure oil that you find in food products and even baby oil. So it’s less toxic than many household cleaners like powdered laundry detergent and window cleaner. But not less effective. Because of its higher temperature range, you can use PureSpray GREEN throughout the entire growing season (up to 95°F). This means you can kill pests right through the summer and fall, minimizing risk of leaf burn (phytotoxicity). And best of all, PureSpray GREEN is proven to kill pests as well as, or better than, many leading synthetic chemical shrub and lawn pesticides. So make the switch, your customers will thank you. The pests won’t. See the proof for yourself. Call for test data and the name of your local distributor. 1-800-299-4996. (Distributor opportunities available.)

Organic PureSpray GREEN. Safe on anything but pests.
FAMILY TREE

For power, performance and mobility, nothing can match the Carlton family of stump cutters. Since 1952 Carlton has produced the highest quality, most innovative stump cutters on the market. Carlton's durable, long-lasting stump cutters minimize downtime while maximizing profits and production. And with 12 models to choose from, there's a Carlton for any situation.

Carlton's impressive family tree includes go-anywhere walk-behind units, powerful tow-behind cutters, maneuverable self-propelled wheel units and quality-built track models. From small jobs to the toughest stumps around, Carlton stump cutters do it all.

Join the family today. Visit stumpcutters.com and find the stump cutter that's right for you!

800-243-9335 • www.stumpcutters.com

the CARLTON ADVANTAGE

- Gas or Diesel Options
- Wireless Remote
- Precision Hydraulics
- Durable & Effective Drive Systems

Carlton
PROFESSIONAL TREE EQUIPMENT
“The Public” - When “They” are “We” ...

I got a call from a member this week who was completely frustrated at yet another injury on their team. This particular injury was due to no fault of the company, their training programs, the employees, or the culture of safety. The work zone was set up properly. The appropriate precautions were taken. Yet, at the end of the day, one more person was hurt. One more person was a statistic. One more person has to take off from work. Medical bills were incurred. Workers’ compensation premiums go up, and onto the OSHA log it goes.

This member was frustrated that this accident was caused by a driver passing by. An employee working appropriately was hit by a car. This member was asking for my help in becoming part of a lobbying effort to improve road safety awareness among the general public; to raise awareness that they’re maiming and killing people by their inattention; violating existing laws; and demonstrating a brutal lack of caring that their actions can change somebody’s life, or end it, in a moment of carelessness.

I contacted the American Traffic Safety Services Association for help, since a friend of mine is their CEO. Before I did that, I went onto their Web site and discovered three very sad things. ATSSA reports that work-related roadside deaths increased from 868 in 1999 to over 1,100 in 2002. Their foundation has a scholarship fund for the children of people who are killed or permanently disabled while working, and they have a traveling memorial to try to raise awareness about work zone accidents. While they are both admirable programs, it is terribly sad that either one has to exist.

So amidst our efforts at TCIA to help companies develop a culture of safety through the Certified Treecare Safety Professional (CTSP) program, I had a realization that despite those efforts there are things that you have to deal with as company owners that are outside of your control. And yes, I happen to agree with this member that putting our voice to any coalitions that may exist to support educating the public to keep you safe may very well be a worthy consideration for us.

However, the other thing that it made me think about was my own personal experience. I happen to be one of those irritating drivers who slows down when the sign says 45 mph in a work zone. It’s not just because fines double. It’s because of a sign I saw once at a construction area. It read something like, “My Daddy works here.” I started thinking after this member called about how many times cars around me have borne down on me going 65+ through work zone areas. The member also expressed exasperation at all the people on cell phones driving around work areas; a topic I’ve written on in this column before.

We are so sure that it’s not going to happen to us. We are so addicted to getting work done in every single moment of the day that we don’t even stop to think that our behavior could be endangering the life of somebody else. So as professionals who want the public to respect OUR work zone areas and help us keep our people safe, my question is this: “What are we willing to do to change our own behavior as part of the public when we might be putting a road construction, utility crew, or somebody else’s tree care crew in danger?”

It’s our employees’ lives that we worry about. Aren’t other people’s employees just as important? When “they” are “we,” are we willing to model the behavior ourselves that we expect of the public around tree care work zones?

After all, you might be the “Daddy or the Mommy that works here” next time.

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.
got wood?

What’s your next major business decision? Expand your business or market share? Reduce cost? Increase profits? Enhance safety? Whatever your challenges, Morbark can help analyze your current situation and reach your goals. Got Wood? Join the Morbark Family. We’ve got Solutions. Call us today!

- Grinders
- Chippers
- Stump Grinders
- Shredders
- and more

800-831-0042 • 989-866-2381
www.morbark.com
inquire@morbark.com

Please circle 26 on Reader Service Card
APRIL

Features

8 How to Move a Banyan Tree Across the Country
By David Rattigan

24 Pre-Climb Tree Hazard Assessment
By Dr. Brian Kane

32 Emerald Ash Borer: Where Is It Headed and What Do You Tell Your Customers?
By Dr. David L. Roberts

40 Safe Body Mechanics & Postures for the Arborist and Landscape Worker, and the Ergonomics of Chain Saws
By Camille Di Monte Peterson and Barbara Henderson

68 Crabapple Scab Can Mute this Colorful Ornamental
By Dr. Lakshmi Sridharan

Departments

2 Outlook
By Cynthia Mills
Getting the public involved in roadside safety — starting with ourselves.

16 Cutting Edge
New products and services, and news in the tree care industry.

20 Industry Almanac
Important regional and national meetings and activities.

(Continued on page 6)
GOLD RUSH

Grab Your Piece of the Gold

The only color that counts...

RAYCO GOLD

800.392.2686
APRIL

Departments

23 Washington in Review
By Peter Gerstenberger
Edwin G. Foulke Jr. of South Carolina is assistant secretary of labor for occupational safety and health.

30 Branch Office
By Reid Goldsborough
Advertising is two-way in the Internet age.

50 Management Exchange
By Walt Warriner
How to win, and keep, municipal contracts.

56 Tree Preservation
By Margery M. Harrington
Lots of money, various treatments and prayers have been used to save Austin’s Treaty Oak.

58 Classified Advertising
Your source for jobs, equipment and supplies.

72 TCIA Reporter
Safety and training products, news, commentary and benefits of membership with the Tree Care Industry Association.

78 Tree News

79 Advertiser Listing

80 From the Field
By Brian Cotter
A city forester goes to school to obtain the tools needed to become effective at his job, which may include getting a cat out of a tree.
Clearly the Best

Experience unmatched clearing capabilities with state-of-the-art Bull Hog® mulchers from FECON, INC.

Advantages
- 300 – 500 Hour Tool Life
- Many Sizes, Wheel or Track
- Superior Productivity
- Low Maintenance
- Durable
- Safe and Economical
- Environmentally Friendly
- Outstanding Performance
- Clean, Park-Like Effect

Applications
- R.O.W.
- Lot Clearing/Mulching
- Pasture Restoration
- Wildlife Habitat
- Brush Piles
- Composting
- Orchards
- Reforestation
- Invasives
- Firebreaks

Bull Hog® models available from 55-550hp on skid steers, excavators, forestry prime movers, PTO tractors, low ground pressure track vehicles or purpose built carriers, no tree is too big and no terrain is too tough!
If you’ve got the horsepower, we’ve got the iron!

Call 800.528.3113 for a FREE video today!

FECON

3460 Grant Drive, Lebanon, Ohio 45036 • Fax: 513.696.4431 • E-Mail: sales@fecon.com • www.fecon.com
More than 38 million visitors come to Las Vegas each year, and the regulars have come to expect the spectacular and unexpected. So when a horticulturist got the notion to uproot a 70-foot-tall banyan tree and bring it across the country to be reassembled in a hotel, the fact that nothing of this sort had ever been done didn’t stop those involved from making it a reality.

Since the start of the swank Bellagio Hotel’s Chinese New Year celebration (Jan. 15), visitors have been able to enjoy the banyan, a centerpiece of the hotel’s conservatory and botanical garden. It will be part of the conservatory’s exhibits through late 2006, on display for more than 10,000 guests per day.

“I was delighted to be a part of it,” says Michael Zimmerman, president of Zimmerman’s Tree Service of Lake Worth, Fla., a TCIA member firm. It was his crew that took on the first great challenge of the project – taking the tree down and loading it for a cross-country trip.

Until May 2005, the banyan tree was the beloved centerpiece of The Society of Four Arts sculpture garden in Palm Beach, Fla. It was approximately 105 to 120 years old, 70 feet tall, and weighed 200,000 pounds. The diameter at the base of its trunk was 40 feet.

The majestic tree’s fate appeared to be a trip to the wood chipper, until Audra Danzak stepped in. Danzak, executive director of horticulture for The Bellagio, had played with the idea of using a banyan tree as part of a display for many years, particularly appreciating the visual impact of the tree’s root system. She would later tell newspaper reporters that she had considered using an artificial tree in the conservatory, but when she heard that a living tree was available, she decided that was the tree for her – all 200,000 pounds of it.

The Bellagio agreed to purchase, disassemble, transport and reassemble the tree. Of those elements, only cutting the check was the easy part.

“I give (Danzak) credit, because it was her vision, and she was willing to go through multiple hoops to make it happen,” Zimmerman says. “At the time, we thought that maybe this would work, and maybe it wouldn’t work. I have no idea what they spent to put this back together.”
The banyan was a beautiful tree, Zimmerman reports, with limbs that went on forever.

“It was a glorious tree,” he notes. “On the one hand, I hated to take it down. I got hate mail, phone calls … On the other hand, it’s a great story.”

The decision to remove the tree was a controversial one, and the calls and letters asked how Zimmerman could be part of this when he supposedly loved trees. Most of the verbal pleas were well-meaning, but misguided, since it wasn’t his decision.

“I was just a mechanism for getting the tree on the ground and putting it to better use,” he explains. “This gave it a second chance, not as a living tree but as a memorial.”

People have successfully transplanted ficus trees by cutting them up and piecing them back together, but that was not the case with the banyan. Zimmerman’s job was not to save the tree, only to keep the wood as intact as possible as it was cut into pieces and packed into 12 trucks – each with a 40-foot open deck – for the cross-country trip to Vegas. There, the wood was stored for several months before being reassembled.

To determine how to reassemble the tree, the Bellagio sent designers, videographers and photographers to record it as it stood. The tree trunks were labeled, and much of the inventory entered into a computer, including the weight of the pieces.

The tree was cut in a very specific way. There was one cut made, so there’d be no splitting, ripping or tearing. The branches were trimmed, leaves removed, and the branch sprayed down. Its larger pieces were preserved with water sealant on the cut ends to hold the moisture.

“We knew it was going to be sitting for six months,” says Zimmerman, who could-
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 LR60-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.
n’t verify how well or whether the sealant prolonged the viability of the wood once it left his sight.

On some of the trunks, arborists left a three-foot stub at the branch base, so there would be a point of attachment when the tree was reassembled.

The Bellagio’s conservatory is only 50 feet high, so those working on the project knew there was no intention of recreating the original tree. Instead, the designers at the Bellagio decided to reassemble the tree in a way that fit the space. To help that happen, Zimmerman’s crew worked to make consistent cuts all the way through at certain points that would make it easier for others to come reassemble the tree later.

“We worked together to leave ourselves as many opportunities as possible for how it could go back together,” he says. “We knew it was not going back in the same way, but tried to leave opportunities for it to go a lot of different ways.”

Zimmerman’s crew used its aerial lift and rented a 60-ton crane for the project. They also used an articulating loader, and “a lot of sharp chain saws.”

“We worked together to leave ourselves as many opportunities as possible for how it could go back together,” he says. “We knew it was not going back in the same way, but tried to leave opportunities for it to go a lot of different ways.”

Zimmerman’s crew used its aerial lift and rented a 60-ton crane for the project. They also used an articulating loader, and “a lot of sharp chain saws.”

“Smaller pieces were discarded, while large pieces were stacked and staged in configurations that could then be loaded directly to the open decks of the trucks. Each load needed to be balanced for safety, with a tarp securing the tree, and no limbs could hang from the side. Zimmerman and crew also needed to have their documents in order to be sure they met the safety standards of the U.S. Department of Agriculture.
TEN REASONS WHY EVERY TREE SERVICE NEEDS A SPIDER LIFT

WORK SAFER: Tree work is one of the highest risk occupations. Accidental falls are the leading cause of job deaths.

SOLVES THE TREE WORKER SHORTAGE PROBLEM: Get more work done with less employees, reduces fatigue and burn out. Attract today's new generation of tree workers that want to work in the tree industry, but DO NOT want to climb trees.

TRAIN EMPLOYEES FASTER: Instead of two to three years of training to become a skilled tree climber, a ground man can now learn to use a spider lift in minutes, and become an expert tree worker in three to four weeks.

WORK FASTER AND MORE EFFICIENTLY: Tree climbing is an honorable occupation of last resort for less than 10% of trees. For the other 90+% of the time, spider lifts are faster and a more efficient solution.

MAKE MORE MONEY: Lift can pay for itself in less than one year.

INSTANT EDGE: Allows landscapers to instantly add profitable tree services. Small tree services can now aggressively compete with large tree companies, bypassing the need for tree climbers or dedicated heavy equipment.

ACCESS IMPOSSIBLE SITES: with widths as narrow as 31", patented powerful hydraulic rubber track drive system, equipped with unique vertically adjustable tracks, allowing you to drive in places you never dreamed a lift could enter. Operates and travels up to 30% slopes.

CAUSE LESS DAMAGE: Lighter unit does less lawn damage than a bucket truck.

BETTER ASSET UTILIZATION: Replaces climbing gear and bucket trucks, with one efficient and versatile lift that can be used nearly all the time other than line clearing. No DOL's needed for lifts up to 120 ft reach, lower insurance and operational costs.

IMPROVED WORK ENVIRONMENT: Look forward to Monday mornings, not Friday afternoons. Tree work has never been so easy, fun and safe.

Better efficiency = Better profits

Work Smarter, Not Harder.

Please circle 50 on Reader Service Card

800-944-5898  www.spiderlifts.com  info@spiderlifts.com  info@teupenamerica.com
In the UK call: Hy-Mate Distributors  0870 225 5554

➤ LEO 235T specifications:
  ➤ 38.5 inches wide
  ➤ 640 lbs cap, 180° corner mounted rotate able basket
  ➤ 75 ft working height
  ➤ 35 ft lateral reach
  ➤ 20.6 ft length
  ➤ 6,800 lbs unit weight
  ➤ Kubota Z482-E diesel engine
  ➤ Zero tail swing 35° turret rotation
  ➤ Articulates and telescopes at the same time

➤ Vertically adjustable tracks able to negotiate up to 30% steep slopes.
➤ Climbs steps and works perfectly level on steep grades
➤ Silky smooth proportional hydraulics. No wild horse rides.
➤ Non marking rubber tracks
➤ Non insulated unit
➤ Drive and set outriggers from basket
➤ Two travel speeds

Other models from 40 ft to 165 ft also available Teupen... bringing tomorrow's technology to you today
From the time the Bellagio first indicated interest, the project was on a tight timetable, because of the scheduled renovations at the Society of Four Arts. “They had one week to decide, and a week to get it done,” Zimmerman says. “We’d fill two trucks each day – one in the morning, and then another in the afternoon.”

Since the tree was reassembled, some of the locals have come back and reported favorably on its new role as a Vegas tourist attraction. Zimmerman is happy the tree was able to be appreciated in its new setting.

“They had one week to decide, and a week to get it done,” Zimmerman says. “We’d fill two trucks each day – one in the morning, and then another in the afternoon.”

Since the tree was reassembled, some of the locals have come back and reported favorably on its new role as a Vegas tourist attraction. Zimmerman is happy the tree was able to be appreciated in its new setting.

“It was fun,” Zimmerman says of the project. “There was a lot of press coverage, and people would come out each day. We’d get different spectators from one day to the next. It was entertaining for the community.”

Visitors stroll the pathways through the banyan tree’s roots in the Bellagio’s conservatory and botanical garden.
Some Things Were Built To Last

...We’re Proud to be Among Them

...when you absolutely have to rely on your equipment.

For over 40 years TIME Manufacturing Co. has been building the safest, most reliable, longest lasting utility equipment. When you absolutely have to rely on your equipment... VERSALIFT is built to last!

TIME MANUFACTURING COMPANY tested and reliable
TIME Manufacturing Company • 7601 Imperial Drive • P.O. Box 20368 • Waco, Texas 76702-0368 • Phone: 254-399-2100

Please circle 55 on Reader Service Card
EPA registers Milestone™ herbicide

The U.S. Environmental Protection Agency has accepted a Section 3 federal registration for Milestone™ VM herbicide, a product developed and manufactured by Dow AgroSciences LLC, for long-lasting control of problem weeds including noxious and invasive species that often plague right-of-way management areas nationwide.

Milestone VM introduces a new molecule – aminopyralid, a member of the pyridine chemical class – that not only offers post-emergence control, but season-long residual activity. It also has been accepted in 41 states so far with more expected.

In addition, this non-volatile, non-2,4-D formulation carries a caution signal word, is registered under the EPA’s Reduced Risk Pesticide Initiative, and offers a low use rate. It contains two pounds of active ingredient per gallon; most labeled weeds can be controlled at a labeled rate of 3 to 7 ounces per acre. Furthermore, it can be sprayed up to the water’s edge and does not require a special license for purchase or application.

Milestone VM works systemically, translocating rapidly throughout the entire plant, including the roots. Labeled weeds include musk thistle, Canada thistle, yellow starthistle, various knapweeds, ragweed, orange hawkweed, tropical soda apple and other broadleaf weeds.

2006 SherrillTree catalogs are now available

SherrillTree has released their Master Catalog for 2006. With 120 full-color pages filled with over 2,000 products from manufacturers such as Petzl, Buckingham, CMI, New England, Gibbs, ISC, Jameson, Samson, Wall and Yale to name a few, this annual catalog offers a complete line of quality products for climbers and tree care professionals.

This 15th edition is the largest catalog produced by SherrillTree to date and features 30 new and improved products, over 150 helpful illustrations and dozens of informative tips. To receive a copy of this year’s catalog, call 1-800-525-8873, or visit www.SherrillTree.com.

Blount to produce Cat branded forest products

Blount International, Inc. is amending its marketing and supply agreements with Caterpillar Inc. to change the alliance brand of forestry equipment from “Timberking” to “Caterpillar” and “Cat.” This is an amendment to the March 2003 agreements whereby Blount sells certain forestry equipment under the Cat-owned Timberking brand and provides marketing and product support to Caterpillar forestry dealers worldwide. The Timberking line is sold exclusively through Caterpillar dealers, and consists of certain product lines manufactured by Blount and others by Caterpillar.

The alliance has been a strong strategic fit for both companies and has given Blount greater access to global marketing channels. Blount will continue to sell its brand of forestry machines through its existing dealer organization. The full line of Cat branded products will be at Caterpillar dealerships worldwide within the next several months. Blount will continue to sell its brands of forestry equipment under the Prentice, Hydro-Ax, Fabtek and CTR brand names through its separate network of Blount dealers.

Envirometrics Systems opens U.S. distribution center

Envirometrics Systems, maker of the BugBarrier Tree Band®, has opened a U.S. warehouse and distribution center in Charlotte, N.C. The company hopes this move, which was established to reduce border costs for small orders, will make it more attractive for Envirometrics’ distributors to fill one and two kit orders without incurring high shipping costs. Multi-pallet orders will continue to be shipped to distributors directly from the London, Ontario, factory.

The BugBarrier Tree Band is a dense, flexible, fiber barrier that is wrapped around the trunk to fill bark crevices. An adhesive film barrier is installed over the fiber, with the adhesive facing the tree. The USDA tested the band and reported that it is 100 percent effective at stopping gypsy moth caterpillars from crawling back into trees after their siestas in the shade.

Becker Underwood founders step down from daily ops

Roger Underwood and Jeff Becker, co-founders of Becker Underwood, an Ames, Iowa based specialty chemical producer of seed, agriculture, turf, horticulture and landscape products, stepped back from management responsibilities at the company, effective January 1, 2006. The two founders promoted president Dr. Peter Innes to chief executive officer prior to their announcement. Both men will continue their involvement as members on the Board of Directors and Underwood will remain chairman of the board.

Underwood and Becker are stepping back 23 years after founding Becker Underwood in a 640-square-foot building in Ames. The company grew from $43,000 in first year sales to over $100 million in 2005. Today Becker Underwood has 102 employees in Ames, Iowa, and 340 globally. The two founders have planned for this transition following their sale of stock to Norwest Equity Partners in August of 2004. This management transition allows Underwood and Becker to pursue long-held business, philanthropic and community interests.

Becker Underwood founders

Roger Underwood and Jeff Becker, co-founders of Becker Underwood, an Ames, Iowa based specialty chemical producer of seed, agriculture, turf, horticulture and landscape products, stepped back from management responsibilities at the company, effective January 1, 2006. The two founders promoted president Dr. Peter Innes to chief executive officer prior to their announcement. Both men will continue their involvement as members on the Board of Directors and Underwood will remain chairman of the board.

Underwood and Becker are stepping back 23 years after founding Becker Underwood in a 640-square-foot building in Ames. The company grew from $43,000 in first year sales to over $100 million in 2005. Today Becker Underwood has 102 employees in Ames, Iowa, and 340 globally. The two founders have planned for this transition following their sale of stock to Norwest Equity Partners in August of 2004. This management transition allows Underwood and Becker to pursue long-held business, philanthropic and community interests.

Envirometrics Systems opens U.S. distribution center

Envirometrics Systems, maker of the BugBarrier Tree Band®, has opened a U.S. warehouse and distribution center in Charlotte, N.C. The company hopes this move, which was established to reduce border costs for small orders, will make it more attractive for Envirometrics’ distributors to fill one and two kit orders without incurring high shipping costs. Multi-pallet orders will continue to be shipped to distributors directly from the London, Ontario, factory.

The BugBarrier Tree Band is a dense, flexible, fiber barrier that is wrapped around the trunk to fill bark crevices. An adhesive film barrier is installed over the fiber, with the adhesive facing the tree. The USDA tested the band and reported that it is 100 percent effective at stopping gypsy moth caterpillars from crawling back into trees after their siestas in the shade.

Becker Underwood founders

Roger Underwood and Jeff Becker, co-founders of Becker Underwood, an Ames, Iowa based specialty chemical producer of seed, agriculture, turf, horticulture and landscape products, stepped back from management responsibilities at the company, effective January 1, 2006. The two founders promoted president Dr. Peter Innes to chief executive officer prior to their announcement. Both men will continue their involvement as members on the Board of Directors and Underwood will remain chairman of the board.

Underwood and Becker are stepping back 23 years after founding Becker Underwood in a 640-square-foot building in Ames. The company grew from $43,000 in first year sales to over $100 million in 2005. Today Becker Underwood has 102 employees in Ames, Iowa, and 340 globally. The two founders have planned for this transition following their sale of stock to Norwest Equity Partners in August of 2004. This management transition allows Underwood and Becker to pursue long-held business, philanthropic and community interests.

Envirometrics Systems opens U.S. distribution center

Envirometrics Systems, maker of the BugBarrier Tree Band®, has opened a U.S. warehouse and distribution center in Charlotte, N.C. The company hopes this move, which was established to reduce border costs for small orders, will make it more attractive for Envirometrics’ distributors to fill one and two kit orders without incurring high shipping costs. Multi-pallet orders will continue to be shipped to distributors directly from the London, Ontario, factory.

The BugBarrier Tree Band is a dense, flexible, fiber barrier that is wrapped around the trunk to fill bark crevices. An adhesive film barrier is installed over the fiber, with the adhesive facing the tree. The USDA tested the band and reported that it is 100 percent effective at stopping gypsy moth caterpillars from crawling back into trees after their siestas in the shade.

Becker Underwood founders

Roger Underwood and Jeff Becker, co-founders of Becker Underwood, an Ames, Iowa based specialty chemical producer of seed, agriculture, turf, horticulture and landscape products, stepped back from management responsibilities at the company, effective January 1, 2006. The two founders promoted president Dr. Peter Innes to chief executive officer prior to their announcement. Both men will continue their involvement as members on the Board of Directors and Underwood will remain chairman of the board.

Underwood and Becker are stepping back 23 years after founding Becker Underwood in a 640-square-foot building in Ames. The company grew from $43,000 in first year sales to over $100 million in 2005. Today Becker Underwood has 102 employees in Ames, Iowa, and 340 globally. The two founders have planned for this transition following their sale of stock to Norwest Equity Partners in August of 2004. This management transition allows Underwood and Becker to pursue long-held business, philanthropic and community interests.

Envirometrics Systems opens U.S. distribution center

Envirometrics Systems, maker of the BugBarrier Tree Band®, has opened a U.S. warehouse and distribution center in Charlotte, N.C. The company hopes this move, which was established to reduce border costs for small orders, will make it more attractive for Envirometrics’ distributors to fill one and two kit orders without incurring high shipping costs. Multi-pallet orders will continue to be shipped to distributors directly from the London, Ontario, factory.

The BugBarrier Tree Band is a dense, flexible, fiber barrier that is wrapped around the trunk to fill bark crevices. An adhesive film barrier is installed over the fiber, with the adhesive facing the tree. The USDA tested the band and reported that it is 100 percent effective at stopping gypsy moth caterpillars from crawling back into trees after their siestas in the shade.

Becker Underwood founders

Roger Underwood and Jeff Becker, co-founders of Becker Underwood, an Ames, Iowa based specialty chemical producer of seed, agriculture, turf, horticulture and landscape products, stepped back from management responsibilities at the company, effective January 1, 2006. The two founders promoted president Dr. Peter Innes to chief executive officer prior to their announcement. Both men will continue their involvement as members on the Board of Directors and Underwood will remain chairman of the board.

Underwood and Becker are stepping back 23 years after founding Becker Underwood in a 640-square-foot building in Ames. The company grew from $43,000 in first year sales to over $100 million in 2005. Today Becker Underwood has 102 employees in Ames, Iowa, and 340 globally. The two founders have planned for this transition following their sale of stock to Norwest Equity Partners in August of 2004. This management transition allows Underwood and Becker to pursue long-held business, philanthropic and community interests.
Mark Your Calendar...

TCI EXPO
Presented by Tree Care Industry Association

November 9-11, 2006

The world’s largest tree care trade show is coming to Baltimore Convention Center

EXHIBITORS: This show will sell out quickly, call Sachin Mohan at 516.625.1613 to reserve your booth today!

www.tcia.org

Please circle 45 on Reader Service Card
**SherrillTree log dolly**

With the newly redesigned SherrillTree log dolly, you can move logs out of back yards with gates too narrow for previous log dolly designs. The new log dolly is only 33 inches wide, allowing easy access to back yards, yet designed to provide excellent stability. The dolly has a capacity of logs up to 1,500 pounds and its 8-inch pneumatic tires provide excellent flotation on ground or grass. The new SherrillTree log dolly comes in high-visibility safety green. Contact SherrillTree at 1-800-525-8873, or visit www.sherrilltree.com. You can also purchase Sherrill products at your local Vermeer store.

Please circle 192 on Reader Service Card

**ArborSystems Mastiff™ PGR growth regulator**

ArborSystems Mastiff™ PGR is the next generation of growth regulation for trees. Mastiff manages tree growth, improves tree health, and boosts stress tolerance by condensing shoot elongation and stimulating root development. A single application reduces growth 40 percent to 70 percent over three years. It is ideal for trees planted too close together, along sidewalks, or under utility lines. Contact ArborSystems at 1-800-698-4641 or via www.ArborSystems.com.

Please circle 191 on Reader Service Card

**Morpower GroundCrew log mover**

GroundCrew, a machine designed and built for tree services, is designed to make a threemember crew as or more productive than a five- or six-man crew. GroundCrew will show up for work everyday. It will lower your payroll and workers’ compensation insurance. No more lifting of heavy logs or dragging brush. Your job site becomes safer, more productive and more professional. GroundCrew is designed to be easy on lawns with its six flotation tires and four-wheel drive. You can either feed your chipper or stack debris curbside for your loader. At 35.5 inches wide it will fit through those small 36-inch gates. In developing the GroundCrew we have carried logs as long as 24 feet and hauled as much as 3,400 pounds. With its 2,400-pound lift capacity wood dollies will be a thing of the past. Contact Morpower at 1-800-303-3234 or via www.morpower.net.

Please circle 190 on Reader Service Card

**IMT Electric Telescopic Cranes for lighter loads**

Iowa Mold Tooling Co. Inc. (IMT) has an electric telescopic crane line, which includes crane models 2003i, 3203i, 4004i, and 6006i, specifically designed for lighter lifting applications in the construction, utility, public works, energy and railroad markets. IMT electric telescopic cranes range in capacity from 2,000 pounds (7,000 ft-lb) to 6,000 pounds (36,000 ft-lb) and are compatible with the IMT Dominator® field service vehicles and the Diamond Series™ crane body. IMT recently added these electric telescopic cranes in order to provide its customers with a more comprehensive line of telescopic cranes. The four crane models come with an advanced electrical system that provides efficient application of power by featuring an extended on-time motor, solid-state control circuit, arc suppression, and anti-two block system. The mechanical and hydraulic systems on IMT electric telescopic cranes also have advanced design features. For example, the mechanical system includes an electric planetary winch and a stronger, all-steel gear rotator, while the hydraulic system has low hydraulic flows, larger cylinder/lower system pressure, and a hose break cartridge in the cylinder ports. The four models have a maximum reach ranging from 7 feet to 22 feet and feature manual and power booms, manual and power rotations, and 12V DC and 24V DC power sources. And the electric telescopic cranes meet both OSHA 1910.180 and ANSI B30.5 standards. Contact IMT at 1-800-247-5958 or via www.imt.com.

Please circle 193 on Reader Service Card
Corona Clipper SF 78010 tree/post hole spade

Corona Clipper’s new SF 78010 tree/post hole spade features a straight, long, deeply cupped blade for efficient digging of post holes and transplanting of small trees. Its sharpened blade edge penetrates ground easily and slices through small roots. It has a forged, one-piece tempered head for greater strength and long service life. A baked finish protects against rust and double rivets give greater strength. It has a 30-inch steel and American ash wood D-grip handle that helps turn loosened soil and is easier to use in close quarters. Contact Corona Clipper at 1-800-847-7863 or via www.coronaclipper.com.

RedMax’s new PSZ2401 Pole Saw

Arborists and landscape maintenance people now have a power pole saw available whose engine meets EPA and CARB standards by introducing fresh air into the engine between the exhaust gases and the fresh charge of air/fuel mix. The 8-foot PSZ2401S is powered by RedMax’s 23.6 cc Strato-Charged™ two-cycle engine and carries the company’s two year commercial warranty. Contact RedMax, Komatsu Zenoah America Inc., at 1-800-291-8251 ext 214, or visit www.redmax.com.
Events & Seminars

April 1-4, 2006
ISA Southern Chapter Annual Conference & Trade Show
The Wynfrey Hotel,
Birmingham, AL
Contact: 1-888-339-8733; dcarrier@isasouthern.org

April 3-8, 2006
ArborMaster Training Programs
Three Level-1, 2-day modules: Climbing, Precision Felling, Rigging
Biltmore Estates,
Asheville, NC
Contact: (860) 429-5028; Info@ArborMaster.com;
www.ArborMaster.com

April 4-5, 2006
Spanish CARTS-Certified Pesticide Applicator or Registered Technician training
MGIA – Bingham Farms, MI
Contact: MGIA at (248) 646-4992

April 4-5, 2006
13th Annual Trees and Utilities National Conference
Crowne Plaza Chicago O’Hare,
Chicago, IL
Contact: www.arborday.org/TUconference,
1-888-448-7337

April 10-12, 2006
PHC’s Plant Biology Workshop 2006
Presented by Dr. Donald H. Marx
Frogmore, SC
Contact: www.planthealthcare.com

May 2/3-30/31, 2006
Basic Tree Climbing Course (5 Tues/Wed sessions)
Committee for the Advancement of Arboriculture Forestry Research and Education Center,
Jackson, NJ
Contact: (732) 833-0325

May 10, 2006
Chain Saw Safety Course
Committee for the Advancement of Arboriculture Forestry Research and Education Center,
Jackson, NJ
Contact: (732) 833-0325

May 17, 2006
First Aid – CPR Course
Committee for the Advancement of Arboriculture Forestry Research and Education Center,
Jackson, NJ
Contact: (732) 833-0325

May 24, 2006
Electrical Hazard Awareness Course
Committee for the Advancement of Arboriculture Forestry Research and Education Center,
Jackson, NJ
Contact: (732) 833-0325

May 31, 2006
Landscape IPM Workshop
Oklahoma State University, Stillwater Campus
Stillwater, OK
Contact: Mike Schnelle (405) 744-7361;
mike.schnelle@okstate.edu

June 8-9, 2006
10th Annual Environmental Horticulture IPM Conf.
Envir. Hort. Science Club & Hort. & Crop Science Dept.
California Polytechnic State University,
San Luis Obispo, CA
Contact: www.calpoly.edu/~envhort/IPM_Conf.htm;
Professor Rice at rrice@calpoly.edu

June 13-15, 2006
National Lawn & Garden Show
Donald E. Stephens Convention Center
Rosemont, IL
Contact: www.highshow.com

June 19-21, 2006
Community Forestry At Its Best National Conference
Lied Lodge & Conference Center, Nebraska City, NE
Contact: www.arborday.org/communityforestry;
1-888-448-7337

June 20-23, 2006
ArborMaster Training Programs
Two 2-day, Level 1 modules: Climbing, Precsn Felling
Richmond, VA
Contact: (860) 429-5028; Info@ArborMaster.com;
www.ArborMaster.com

June 24-27, 2006
North American Real Estate Congress & The Office Building Show
(Building Owners & Managers Association)
Dallas Convention Center, Dallas, TX
Contact: 214-326-6331;
www.boma.org

June 26-29, 2006
ArborMaster Training Programs
Two 2-day, Level 1 modules: Climbing, Precsn Felling
Haddam, CT
Contact: (860) 429-5028; Info@ArborMaster.com;
www.ArborMaster.com

July 25-27, 2006
PANTS (Penn Atlantic Nursery Trade Show)
Atlantic City Convention Center,
Atlantic City, NJ
Contact: PLNA 1-800-898-3411; www.PLNA.com

July 28, 2006
10th Annual Woody Plant Conference
Scott Arboretum, Swarthmore College,
Swarthmore, PA
Contact: (610) 388-1000 x507; www.longwoodgardens.org

More almanac online!
For the most up to date calendar information, visit www.treecareindustry.org ➔ news ➔ industry calendar

Please circle 42 on Reader Service Card
2005 RAYCO RG-1625A
STUMP CUTTER: Kohler 2 cylinder gas engine. 41 hours. $9,500.

2001 INT 4800 4X4:
35 GVW, with 4 spd auto, 2 spd transfer, AWD, 210 hp, Allison 88 INT 1854B crane, 32 ft hook ht, capacity alert / overload shutdown, winch, 18 ft wood flatbed. $39,500.

1999 FORD LTS8000: Cummins, 275 hp, 8 spd dsl, 26 ft hook ht, 20½ ft utility body. $23,500.

99 STERLING L9513 TRACTOR: 300 hp Cummins, 8 spd dsl, +2 spd rear, 33 GVW, 6½ ton PALFINGER PK16000C crane, picks 510 lb at 68 ft max reach, winch & jib on boom, 14 ft utility body. $54,900.

99 FREIGHTLINER FL70: 210 hp CAT, Allison 4 spd auto, A/C, 33 GVW, 5½ ton ALTEC AM855 crane, 2 baskets, joystick ctrls, winch & jib on boom, 14 ft utility body. $49,500.

99 FORD FT900: 210 hp, 13 spd, 46 GVW, 14 ton NATIONAL 600B crane. 76 ft hook ht, 2 spd winch, 20 ft wood flat. $29,500.

1001 INT 4900: 300 hp, 10 spd, A/C, 54 GVW, with 92 ft ALTEC AM900-E92 BUCKET, elevator and articulating bucket, 2 man basket, joystick controls, 16 ft utility body. $119,500.
July 29 - August 2, 2006
The ISA 2006 Annual Conference & Tradeshow
“Hooked On Trees: Arboriculture Up North”
Minneapolis Convention Center
Minneapolis, MN
Contact: Jessica Marx; 1-888-472-8733; (217) 355-9411; jmarx@isa-arbor.com

August 15-18, 2006
ArborMaster Training Programs
Two 2-day, Level 1 modules: Climbing, Precision Felling
Massachusetts (TBA)
Contact: (860) 429-5028; Info@ArborMaster.com;
www.ArborMaster.com

September 22-24, 2006
1st New England Student Conference & Job Fair
New England Chapter ISA; seeking sponsors
Southern New Hampshire location tba
Contact: Tim Walsh (603) 867-0899;
t.m.walsh@att.net

October 27-29, 2006
NJ Shade Tree Federation Conference
Philadelphia Cherry Hill Hilton,
Cherry Hill, NJ
Contat: Bill Porter or Donna Massa (732) 246-3210

October 27-28, 2006
PHC’s Plant Biology Workshop
Presented by Dr. Donald H. Marx
Frogmore, SC
Contact: www.planthealthcare.com

November 7, 2006
Tree Care Workshop
Oklahoma State University,
Stillwater OK
Contact: Mike Schnelle (405) 744-7361
mike.schnelle@okstate.edu

November 9-11, 2006
TCI EXPO 2006
Tree Care Industry Association
Baltimore, MD
Contact: Deb Cyr 1-800-733-2622, Ext. 106;
cyr@treecareindustry.org; or www.tcia.org

February 11-15, 2007
Winter Management Conference 2007
Tree Care Industry Association
Hilton Cancun Golf & Spa Resort,
Cancun, Mexico
Contact: Deb Cyr 1-800-733-2622, Ext. 106;
cyr@treecareindustry.org; or www.tcia.org

Send your event information to:
Tree Care Industry,
3 Perimeter Road, Unit 1,
Manchester, NH 03103
or staruk@treecareindustry.org

New Vermont Location!

If you make your living working with trees—arborists, loggers, sawmills, firewood processors, landscapers—you should make plans to join your peers at the region’s biggest and best exposition of equipment, supplies, and services. Visit hundreds of exhibitors as they introduce new products, tools, and machinery designed to help you do your job more safely and more profitably.

For decades, this premiere regional exposition has brought hundreds of exhibitors together with thousands of people like you, who make their living working in the tree care and forest products industry. Don’t miss this serious professional exposition as it returns to the green hills of Vermont for the first time in years.

MARK YOUR CALENDAR TODAY...
Thursday, May 11, 2006—
Sawmiller’s Forum and Loggers’ Forum
Loggers’ Banquet and Awards Ceremony
Friday, May 12 & Saturday, May 13, 2006—
Northeastern Forest Products Equipment Expo

For more information about exhibiting at, or attending, the 2006 Expo, visit us on-line at www.northernlogger.com or call toll-free 800-318-7561 or 315-369-3078
**South Carolina’s Foulke to Head OSHA**

**By Peter Gerstenberger**

On March 15, Labor Secretary Elaine Chao announced that the United Senate had confirmed Edwin G. Foulke Jr. of South Carolina as assistant secretary of labor for occupational safety and health. With the advice and consent of the Senate, Foulke has been cleared to start in his new position and will likely take up his duties in early April.

Because of Foulke’s pro-business background and especially his empathy for the concerns of small business, the Tree Care Industry Association perceives his appointment as a good thing for tree care employers.

President Bush nominated Foulke Sept. 15, 2005, for the top slot in OSHA.

Prior to his nomination, Foulke was a partner with the law firm of Jackson Lewis LLP in Greenville, S.C., and chaired the firm’s OSHA practice group. He served on the Occupational Safety and Health Review Commission from 1990 to 1995, chairing the commission from March 1990 through February 1994. The commission is an independent federal adjudicatory agency that renders decisions in job safety and health disputes arising from inspections conducted by OSHA.

Foulke’s background is as a lawyer. He graduated from North Carolina State University in 1974. He received his juris doctor from Loyola University in 1978 and a master of law (LL.M.) degree from Georgetown University Law School in 1993. He also served as an adjunct professor at St. Mary’s Dominican College in New Orleans.

As head of OSHA, Foulke will be responsible for administering a comprehensive program that includes establishing partnerships and alliances that encourage continual improvement in workplace safety and health.

At a recent hearing of the Senate Health, Education, Labor and Pensions (HELP) Committee, Foulke stated that he would emphasize assistance to “small employers who lack the expertise and assistance to have a comprehensive safety program.”

In response to some concerns that Foulke’s pro-business background might get in the way of his ability to advocate for worker protection, the nominee responded that OSHA must emphasize voluntary compliance with the law, as well as the traditional approach. “Enforcement must ensure worker safety, but we need outreach to employers to show them how to prevent accidents.”

Foulke’s experience with job safety was emphasized by HELP committee Chairman Representative Michael B. Enzi (R-Wyo.), who noted the lawyer’s five-year stint on the federal Occupational Safety and Health Review Commission.

*Peter Gerstenberger is senior advisor for Safety, Compliance & Standards for the Tree Care Industry Association.*
By Dr. Brian Kane

A tree that looks healthy with a full crown isn’t necessarily safe to climb. Despite appearances, you have to do a risk assessment – and you should try to do it the same way every time.

A systematic assessment gets you into a set pattern so you are less likely to overlook something. Make sure you examine the tree from top to bottom and from all sides. Looking from a single side can cause you to miss a concrete-filled cavity or poison ivy or a bee’s nest. Make sure you move away any vines that are obscuring parts of the tree and check for things that are not easy to see. You may need to scrape soil away from the root flare if it looks like that tree has been buried with fill. Don’t guess. Dig away the soil and see what the root system looks like. If you set your throw line over a branch 70 feet up, make sure you are tied in to a good branch. Use a pair of binoculars to check that branch from the ground.

Let’s take a look at four common defects in trees:
1. Root defects
2. Stem decay
3. Weak crotch with included bark
4. Dead branches

Root defects

Root decay/damage is one of the most common defects. If the tree suffered recent construction damage and hasn’t started dying back from root loss yet, you have to look very closely to figure out what is going on. Construction will damage roots, how badly they’re damaged depends on how much care was taken during construction.

Ripping roots with a backhoe or bulldozer will damage roots much more than excavating around them and cutting them cleanly with a saw. Making good cuts will speed up the process of new roots forming at the cuts. When roots are ripped or broken, decay spreads more quickly and roots do not regenerate as quickly. Soil compaction from heavy equipment can also limit oxygen in the soil and kill roots.

Another sign of roots that have started to decay after being broken or cut is fruiting bodies (mushrooms, conks) that form in the soil or around the base of the tree. It’s important to remember that just because you see fruiting bodies doesn’t mean root decay is present and just because you don’t see fruiting bodies doesn’t mean that the roots are not decayed. There are lots of fungi that produce fruiting bodies in the soil but not all of them are decay fungi. So it’s important to check the roots themselves if you see fruiting bodies. On the other hand, fungi only produce fruiting bodies when conditions are appropriate. If it’s the wrong time of year or too cold or too dry or too hot, even if decay fungi are present in the roots, fruiting bodies might not be produced.

Trees that have lost more than 50 percent of the root system should be considered hazardous and may not be safe to climb. If you see straight lines on a root flare the chances are something has been done to it. Be conscious of the signs that indicate root damage. It is not likely that you are going...
to be there the day the damage occurs.

**Stem defects**

Always inspect the root flare, if you see decay at the flare, it is usually a pretty good bet it goes down into the root system.

Other stem defects include splits or cracks. A crack that goes all the way through the tree is obviously a dangerous situation. Cracks that are at right angles to one another are equally dangerous. Be really careful when working in trees with these visible defects. Cracks come in two different kinds – vertical and horizontal.

Any time you have a wound on a tree, you will see some sort of discoloration and decay. How much decay depends on many factors. Fungi decay wood by breaking down the wood; some fungi digest mostly lignin, others digest mostly cellulose. As cellulose and lignin are digested, the wood loses strength, making it more dangerous to climb. If you are going to remove a tree and you’re unsure about decay, drilling into it to get an idea of how much decay is present is a good idea.

If you see decay or a hollow, look for carpenter ant sawdust. Carpenter ants only chew on wood that is decayed in some way and is can be a great way to locate decay that might not otherwise be visible. Indications of other types of wildlife such as squirrels, raccoons, and bees also mean that decay is present in the tree.

However, just because you don’t have a hollow tree doesn’t mean you can’t have decay, because fungi can decay wood without digesting it completely and making the tree hollow. Wood can appear solid, but may be punky or spongy; such wood has obviously lost most of its strength.

Trees that have decay that makes the tree like a hollow tube are more likely to fail when they are greater than 70 percent hollow. However, if the decay is off-center, a 50 percent hollow can also make the tree dangerous to climb. Finally, if you have an open cavity greater than 1/3 of the circumference of the stem, you run a greater risk of tree failure.

There are some guidelines for sound wood that are important to remember. For every 6 inches of diameter you want an inch of sound wood that goes all the way around it. If you have a tree that has an open cavity, and the cavity’s width is 20 percent of the circumference, then you want an inch and a half of sound wood for every 6 inches of diameter. If you have a cavity that is 30 percent of the circumference, you want to have 2 inches of sound wood for every 6 inches of diameter. You must also consider what you’re going to be doing in the tree. If you need to shock load the trunk chunking out big pieces of wood, then be more conservative when deciding to climb a hazard tree or not. If you don’t have to lower anything or if you can let pieces run to the ground, you can be a little less conservative when deciding to climb. The guidelines above are useful, but your experience will also be valuable when deciding whether to climb a hazard tree.

Another factor to consider is tree species. Obviously, an oak has stronger wood than a willow, so if you have an oak with just enough sound wood it’s a good bet that the tree will be safe to climb. If you have a willow tree that’s just on the borderline of having enough
sound wood, it might be better not to climb that tree.

**Branch defects**

There are many types of branch defects such as cracks or splits, decay, dead branches, and weak crotches.

As with trunks, you can get cracks and splits in the crown. Cracked branches can be dangerous if you put your climbing line over one, but as long as you avoid them, it can be safe to climb the tree and work around them. Dead branches are an obvious hazard; it’s important to remember that some species can drop branches as soon as they’re dead, whereas others hold onto their branches longer. Hangers are dangerous when felling a tree and when climbing because they can strike you or a ground worker.

Weak crotches are dangerous when climbing. Look for V-shaped crotches, included bark, and co-dominant stems. Weak crotches with a crack between them are particularly dangerous. It’s important to recognize that even if there is a nice U-shaped attachment between co-dominant stems, the attachment can still be quite weak.

The last thing to remember about structural defects in trees is that when the defects are connected to one another, the risk of failure is much greater. Common examples of connected defects include weak crotches with a crack or decay, leaning trees with cavities or decay, and root and/or buttress flare decay.

How do we address some of these defects? One way is the pull test: set your climbing line in the tree and pull on the tree from different directions so that you can see how it moves. You can feel how the tree responds as you are pulling on it. If you get the rope up high enough you can get even big trees to move a little bit. As you are pulling look at the base of the tree for roots picking up out of the ground or soil movement or cracking around the roots. These are signs of serious root problems. Pull on a weak crotch like you are
We’ve Got Dumps!

Clean Used Chassis With New Bodies
Unbeatable Value!

New Truck Image At A Used Truck Price!

1.800.283.4090
www.royaltruckequip.com

MEMBER
TCIA
VOICE OF TREE CARE

Conveniently Located On 6910 Rt. 309, Coopersburg PA Just South Of Allentown PA

Please circle 39 on Reader Service Card
trying to pull it apart and see how the tree responds. You should get a nice pattern of swaying back and forth. If you get a jerky motion, that is an indication that there is something wrong with the roots or with the structure of the tree.

If you’re uncomfortable climbing a tree, perhaps there’s another way to work in it, for example by using a bucket truck or crane. Recent articles in TCI have highlighted the new ‘portable’ aerial lift devices that may be able to make it into tight backyards. You might also be able to tie-in to a nearby tree and then climb the potentially hazardous one. Cracks can be cinched up with binder chains or ratcheting straps.

If you have a co-dominant stem and you know that you have to take one of the leads off and you have to butt hitch it, you can run a rope between those two co-dominant stems and tie it off with a friction hitch just to tighten it up. It isn’t going to be like a steel cable but it will at least be some security so the crotch doesn’t split apart on you.

If at all possible, when you are not sure about how much force rigging a piece will put on the tree, take a smaller piece.

Non-structural hazards

Lots of animals and insects live in potentially hazardous trees. Raccoons, squirrels, and hornets prefer to nest in hollow trees. Some types of hornets also make ‘paper’ nests that hang from branches of non-hazardous trees. Always inspect a tree carefully for these sorts of residents – they usually won’t bother you, but if they feel threatened, they can bite or sting. Always climb while tied in because you never know when a squirrel might scare you and if you’re not tied in, it could be a long (and painful) trip to the ground.

Lots of plants also live on trees. Poison ivy is an obvious hazard, especially if you’re allergic to it. English ivy and Virginia creeper, even though they don’t cause rashes can cover a trunk, hiding defects. Always remove ivy from a trunk if you suspect that there’s decay or a crack or some type of defect that might be hidden.

If you are doing any work and you have Oriental bittersweet hanging up between adjacent trees, be careful. Make sure that the bittersweet isn’t going to interfere with your felling plan or won’t hang on to the top if you’re trying to drop it.

Lastly, there are non-living things in trees to watch out for. Cables and old hardware can hang up a branch or top, they can also damage a chain very quickly. If you are in an old tree and you see a lot of cables expect that there is hardware stuck somewhere where you may not be looking for it.

Conclusion

Consider what you are doing in the tree, what the environmental conditions are and also what the canopy looks like. Is the canopy big or is the tree dying back. Is it a healthy tree? All of these things are going to have to be factored into your assessment when you are on the site. The general rules covered in this article are a good starting point, but your observations and daily experience are equally valuable.

Brian Kane, Ph.D, is MAA assistant professor of Commercial Arboriculture in the Department of Natural Resources & Conservation at the University of Massachusetts in Amherst, Mass.
**Vermeer**

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9&quot; x 4-1/2&quot; x 5/8&quot;</td>
<td>$29.25</td>
</tr>
<tr>
<td>BC1800XL</td>
<td>KCH20112</td>
<td>Double Edge 10&quot; x 5&quot; x 5/8&quot;</td>
<td>$37.50</td>
</tr>
<tr>
<td>BC1220-BC1250</td>
<td>KCH20002</td>
<td>Single Edge 8&quot; x 3-1/2&quot; x 3/8&quot;</td>
<td>$17.25</td>
</tr>
<tr>
<td>BC1400</td>
<td>KCH20110</td>
<td>Double Edge 8&quot; x 5&quot; x 5/8&quot;</td>
<td>$33.40</td>
</tr>
<tr>
<td>BC1800-BC2000</td>
<td>KCH20103</td>
<td>Double Edge 10&quot; x 5-1/2&quot; x 5/8&quot;</td>
<td>$37.50</td>
</tr>
</tbody>
</table>

**Morbark**

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>100, 200, 290</td>
<td>KCH10001</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 3/8&quot;</td>
<td>$18.25</td>
</tr>
<tr>
<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
<td>Double Edge 10-1/2&quot; x 5&quot; x 1/2&quot;</td>
<td>$30.55</td>
</tr>
</tbody>
</table>

**Brush Bandit**

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/32&quot; x 4&quot; x 1/2&quot;</td>
<td>$21.60</td>
</tr>
<tr>
<td>100XP-250XP</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 1/2&quot;</td>
<td>$19.20</td>
</tr>
<tr>
<td>250XP, 254XP after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$25.50</td>
</tr>
<tr>
<td>1890 Intimidator</td>
<td>KCH20103</td>
<td>Double Edge 10&quot; x 5-1/2&quot; x 5/8&quot;</td>
<td>$37.50</td>
</tr>
</tbody>
</table>

**Asplundh**

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>12&quot; Drum</td>
<td>KCH30001</td>
<td>Single Edge 12&quot; x 3&quot; x 3/8&quot;</td>
<td>$17.50</td>
</tr>
<tr>
<td>16&quot; Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
<td>$19.75</td>
</tr>
</tbody>
</table>

To receive this special pricing, you must use this code: 04396

Offer ends May 31, 2006

**Incredible Value on Zenith Arborist Accessories—Cutter Teeth, Saws & Rope**

- **Stump Cutter Teeth**
- **Pruning Saws**
- **Arborist Rope**

1-800-223-5202

www.zenithcutter.com

5200 Zenith Parkway
Loves Park, IL 60111
USA
Whether you run a small, part-time business out of your home or are part of a multinational corporation, tapping into the power of the Internet can help generate sales. It can also backfire, if you don’t respect Internet conventions and human decency.

Like the Internet in general, what most distinguishes Internet marketing is its interactivity. Unlike traditional advertising, which is one-way, from advertiser to target market, Internet advertising is two-way. Prospects and customers can, and do, talk back to advertisers, and they talk among themselves.

“Internet marketing is word-of-mouth advertising on steroids. It invites users to take control, to create their own messages and share them,” says Dave Evans, who has been deeply involved with Internet marketing since 1994, when he cofounded Digital Voodoo (www.digital-voodoo.com), a marketing technology consultancy in Austin, Texas. Evans specializes in what he describes as “social media.”

Social media encompasses older Internet offerings such as e-mail discussion lists, Usenet newsgroups, Web communities, and product review sites as well as newer offerings such as blogs, wikis, and podcasts.

The key difference between these Internet advertising media and traditional advertising media is that the latter is interruptive – advertisers stop you from doing what you were doing to bring you their message – while the former is participative – advertisers can join in with whatever you’re doing. Evans recommends to his clients that they participate.

“You need to get the support of vocal user communities through which individuals can credibly spread the word about your products or services,” says Evans. In the Internet age, “to truly persuade, you must engage,” he says.

Evans acknowledges that you can’t engage people within a social network without disturbing the network itself. In doing that, if you’re not careful, you can wind up coming across as manipulative.

The classic case of manipulative new media marketing that backfired involved Sony Ericsson. When it launched a new camera/cell phone in 2002, it hired actors to pretend they were foreign tourists in New York City. To help spread the word about the new gadgets, the actors, fake accents and all, asked New Yorkers to take a picture of them with the device. After the truth surfaced, people were indignant. The backlash became larger than campaign itself, and the brand took a knock. If you do a Google search today for Sony Ericsson and actors, you can still see the indignation.

Though the Internet didn’t play a direct role here, the Internet does make it easy for
individuals and companies alike to mask their identity. Avoid the temptation. Given the connected nature of consumers today, it typically just a matter of time, typically a short time, before any disguised marketing effort will be widely exposed. Truth reveals itself.

“Be 110 percent transparent,” recommends Evans. “Tell people who you are, what you’re selling, and why you’re trying to sell it to them.”

The classic way to market products or services through participative technologies is to establish yourself as an expert and provide objective content that goes beyond your specific products or services. To sell, you first have to be useful. The more useful you are, the more you’ll persuade people to visit your Web site and check into your products or services.

This advice still applies today with broadband and iPods. You need to find out who your core talkers are and where they’re talking, give them positive subjects to discuss, track what they’re saying, and determine how this affects your overall marketing efforts. If you do it right, consumer will advertise for you.

As an example, says Evans, say you’re in the travel business. One effective new media marketing technique is to create your own travel blog and participate in the travel-related blogs of others. But don’t just blog about your product or service. Give people useful information about such topics as traveling with children.

No matter where you try to market yourself online, don’t just leave a hit-and-run ad. You have to schmooze. Join in or start useful, friendly conversations that give you an opportunity to eventually discuss what you’re trying to sell.

To direct people to your Web site in a nonannoying way, you can include its address, as well as other contact information about you, in your sig, the short “signature” that many e-mail and Usenet programs and Web sites let you automatically append to the end of your messages.

In addition to providing tips for proper tree care, the Web site for McCullough’s Tree Service, a TCIA accredited company in Zanesville, Ohio, has contact information listed in several places, and invites visitors to “Ask the Arborists” a question via e-mail or telephone.

At HearThis.com (www.hearthis.com), a part of Evans’ Digital Voodoo marketing consulting business, you can listen to 28 10-minute podcasts on word-of-mouth advertising, for free.

Reid Goldsborough is a syndicated columnist and author of the book Straight Talk About the Information Superhighway. He can be reached at reidgold@netaxs.com or http://members.home.net/reidgold.
If you do not already have emerald ash borer (EAB), it may be headed to your area sooner than you think. Once it arrives in your area, what do you do and what do you tell your customers? That may depend on the local, state and federal governments’ plans.

Michigan has gone through a transition that other states may want to avoid. Since my research uncovered the EAB in 2002, the official word was that the EAB couldn’t be controlled by conventional practices and that there was no pesticide proven to control it. “Cut and chip” was pronounced as the only way to contain and eradicate the EAB from North America. Actually, “cut and chip” was never proven to be an effective control strategy, but this solution to our plight with the EAB, an insect that could rival Dutch elm disease and chestnut blight in its destructive capabilities, was proposed by a few university scientists and government officials who believed they knew best. Undoubtedly with good intentions, these same individuals had originally proposed a “firebreak” around southeast Michigan, the apparent sole introduction site and epicenter of this insect introduced from Asia.

This firebreak was supposed to be a 2/3-of-a-mile-wide, ash-free swath, which it was believed the EAB could not cross. Once the EAB destroyed all ash trees (“burned itself out”) within the quarantine/core zone areas, it would simply be a matter of mopping up the remnants. The primary problem with this strategy was that the EAB didn’t behave as this small group thought it would. Complicating this problem is that the quarantine measures to prevent spread of the EAB in nursery trees and wood products, such as firewood, were not as effective as hoped.

In summary, the battle for North America has been lost to the EAB, and it is simply a matter of time before it reaches your area. Ohio and Indiana have largely adopted the transition that Michigan followed, that there is no control procedure except to cut and chip infested ash trees. Like Michigan, federal funding may not be available to these states unless they adopted this “cut and chip” strategy. Many arborists and a few of us scientists in Michigan fought this cut and chip approach as the sole means. We found early on in this struggle that trees could be
saved from the EAB. Make no mistake, short of some miracle, the EAB will destroy most ash trees in North America. But we have now proven that selected trees can be saved by various management practices summarized in this article. Reluctantly, some agencies have now acknowledged that trees can be saved. But this admission generally follows a decline in federal funding to support the cut and chip program. Once federal funding has declined, a new strategy is usually suggested – “You’re on your own.”

**Discovery and identification of EAB**

When arborists want to be able to learn whether the EAB has entered their area, it is wise to know the symptomatology of the EAB on ash trees. Following is a brief history of the discovery of EAB and its symptoms.

In 2001, I began to receive many complaints about declining ash trees in southeast Michigan. Declining ash trees exhibited branch dieback from the top down. Epicormic shoots were often noted on the trunks of affected trees. Close examination revealed D-shaped emergence holes and serpentine tunneling in affected trees. The D-shaped holes were regarded as being caused by the two-lined chestnut borer (TLCB), a common insect that attacks oaks and a variety of other trees in the Midwestern U.S. Compounding these symptoms in declining trees, round holes from the red-headed ash borer were also occasionally observed in declining ashes. Also, Michigan was stricken with several years of severe drought, supporting the theory that an insect such as the TLCB may attack stressed trees. Many believed that the primary cause of so many declining ashes was ash yellows, a disease caused by a bacteria-like organism.

Because ash decline in southeast Michigan was not regarded with any importance by the fall of 2001 and winter of 2002, there was no funding available to study it. In January 2002, I approached various city officials with a proposal about committing to some research funds to help diagnose and resolve this problem. Please bear in mind that many cities in southeast Michigan, particularly the metro-Detroit area, were already faced with the removal of thousands of dead trees. The removal of thousands of dead ash trees was not something they had anticipated or had planned in their budgets. In short, I obtained $6,500 to perform an ash yellows survey. This survey, conducted in the spring of 2002, revealed only a low background level of ash yellows in trees, about 5 to 10 percent, and did not provide any realistic explana-
tion for the death of so many ash trees.

Step 2 in my proposal was to rear out the adult form of the TLCB during the spring of 2002. My reason for doing this was that during the winter of 2002, I had conducted a brief literature search of the host range of the TLCB and could not find any evidence that it attacked *Fraxinus* species. With the help of several arborists, I collected wood specimens from a wide geographical range over southeast Michigan, representing approximately 2,000 square miles. Within several weeks, I had reared out a metallic green, flat-headed, wood-boring beetle that obviously was not the TLCB. The insect was eventually identified as *Agrilus planipennis* by a scientist in Eastern Europe, and the name “emerald ash borer” was proposed as the common name for this new invasive insect.

To confirm the EAB in your area, one needs to find the D-shaped emergence holes of the adult, the serpentine tunneling beneath the bark, or the actual insect either in adult or larval form. Decline symptoms on ash trees can be deceptive and mistaken for a variety of other insects and diseases. For example, in Michigan during the months of May and June, my phone rings constantly from members of the public whose ash trees are being affected with anthracnose, a nuisance, non lethal fungal disease; the loss of leaves from anthracnose is often mistaken for EAB attack.

Facts about the EAB may be of interest. First, it is believed that the EAB existed in Michigan for at least 10 years before my research uncovered it. The insect had probably been misdiagnosed as the TLCB for many years. The EAB is lethal on most if not all of our native species of ash. Asia species of ash show tolerance for the insect. Green ash appears more susceptible than white ash. Other species exhibit various levels of susceptibility and resistance.

All ages, size and health of trees are attacked and killed, even those in highly maintained landscapes. Trees typically decline for three to five years before death. In areas where the population of EAB is high, decline and death may occur much more quickly. Unlike Dutch elm disease, where many American elms have escaped destruction, the EAB seeks out trees and there appears to be very few, if any, escapes.

**EAB life cycle**

When learning about the EAB and when contemplating control, it is wise to know the life cycle of the insect. In Michigan, adults typically begin to emerge in mid to late May. Adults mate and females lay eggs for the next couple of weeks before dying.
EMERALD ASH BORER

“IMICIDE”, “IMICIDE HP” & “INJECT-A-CIDE B”

When The Most Number of “DEAD INSECTS” Count, MAUGET DELIVERS!

THE MICHIGAN STATE UNIVERSITY
RESEARCH TRIAL RESULTS
FOR THE COMPLETE STUDY VISIT THE M.S.U. WEB SITE

Don’t be misled by
Non-Published Trials or ear - ag

MAUGET'S GENERATION II DELIVERY SYSTEM
HAS NOW BEEN APPROVED FOR THE 2006 A.L.B.
TREATMENT PROGRAM BY THE U.S.D.A.

IMICIDE IS THE ONLY INJECTION PRODUCT CHosen & SUCCESSFULLY

IMICIDE IS USED FOR THE PREVENTION AND ERADICATION OF BOTH THE
ASH BEETLE AND CITRUS LONGHORN BEETLE IN THE STATES OF
NEW YORK, ILLINOIS, WASHINGTON AND NOW NEW JERSEY.
OVER 500,000 TREES SUCCESSFULLY TREATED AND STILL COUNTING

The Most Trusted Name in
Micro-Infusion/Injection Technology for
over 40 Yrs.

SAFETY MATTERS!

THE NEW
MAUGET ADVANCED
GENERATION II
MICRO-INFUSION/INJECTION
DELIVERY SYSTEM
COMPLETELY CLOSED SYSTEM
LEAK PROOF
HERMETICALLY SEALED
HIGHER VOLUMES (up to 20 ml)
FASTER AND EASIER TO USE
NO COMPLICATED EXPENSIVE EQUIPMENT
TO PURCHASE OR FRUSTRATE THE USER
NO HIGH PRESSURE DAMAGE
NO BARK SEPARATION
LESS TOOLS REQUIRED

IMICIDE 10%  POINTER 12%
IMICIDE 10%  POINTER 12%
IMICIDE 10%  POINTER 12%

55 ppb
37 ppb

Average Control
Percent of E.A.B. Larvae
77.4% Control
335% Control

Adult Beetles 100% Control

IMIDACLOPRID
Peak Levels Residue

www.mauget.com
800-TREES Rx
(800-873-3779)
877-TREE HLP
(877-873-3407)
(toll free technical support line)

Please circle 21 on Reader Service Card
For sustenance, adults eat notches out of ash leaves. An adult female flies from one ash tree to another laying as many as 60 to 80 eggs in bark crevices during her life span. In habit, the adults tend to be rather reclusive; they do not fly around the neighborhood or buzz barbeque grills or fly into automobiles or homes. They tend to flit around ash trees and spend a great deal of time in tree canopies.

Once eggs are laid, tiny larvae hatch in several days and bore through the bark to begin feeding in the cambial tissues beneath the bark. This tunneling continues until the weather cools down in the fall. Larval tunneling may occur for only one season or, depending on when the eggs were laid or in a cold climate, may last for two or three seasons. The insect tends to over-winter as larvae. Subsequently, the cycle is repeated.

A rather unusual characteristic of the insect is its long emergence period. Unlike many insects, the EAB may emerge from ash trees from May through September. This can present some rather difficult control challenges.

**EAB management**

The tree care industry will encounter a significant amount of work on ash trees over the next several decades. There will be extensive work whether trees are removed or whether there are attempts to save ash trees from decline and death by the EAB. Contrary to some sources, ash trees can be saved from the EAB. Whether your clients decide to save their ash trees or destroy them will depend on proper dissemination of accurate information through educational efforts. In Michigan, there has been extensive pressure placed on some extension scientists and arborists to promote the notion that ash trees cannot be saved due to aforementioned criteria, namely federal dollars that support the cut and chip program. This negativity is still being disseminated – I believe wrongly – for example through media such as an “educational” DVD called “The Green Menace,” sponsored and produced by several government agencies. In the DVD, distrust of the tree care industry seems to be promoted by a statement to the effect of: ‘If anyone claims they can save your ash tree, you’d better hang onto your wallet’

As the EAB spreads across North America, I fear that the public may continue to receive deceptive and inaccurate information. It will be up to industry associations, arborists, universities (especially extension services) and government officials to present a clear understanding of the available options.

Basically, all types of treatments have
DISPOSING OR RECYCLING
GREEN WASTE OR REMOVING STUMPS?

BANDIT HAS THE TOOLS

Waste Reduction Machines
These Beasts are the best machines for converting green waste, logs, whole trees, stumps, construction waste, pallet waste and chips into valuable mulch & fuel products. Add the Color Critter II and increase the value of your mulch by coloring during the final grind.

Hand-fed Chippers
Brush Bandit® Hand-fed chippers quickly convert tree waste into chips. Choose from 12 models.

BACKED BY 80 DEALERS!
We and our Bandit Dealers welcome the opportunity to demonstrate any of our chippers and stump grinders.

Whole Tree Chippers
Tree and Track Bandit whole tree chippers are designed for urban use. These loader fed chippers take much of the labor out of chipping whole trees. Towable and self-propelled machines with 18" - 24" diameter chipping capacities.

Stump Grinders
Bandit's complete line of towable and self-propelled stump grinders are a cut above the rest. Choose from six models, two of which will fit through a 36" gate. If high production is what you're looking for, consider the 140 horsepower 3400 shown here.

Please circle 8 on Reader Service Card
The cut and chip program funded by the federal government for containment and eradication of the emerald ash borer has failed. Hence, as the EAB will continue to spread across North America, the majority of our native ash species will succumb to this destructive pest.

proven effective for EAB. The major types of treatments include: 1) trees sprays, 2) tree injections (Wedgle, Ace Cap, Mauget, ArborJet, etc.) and 3) soil treatments (ex. Merit). It is important to note that all of these types of treatments have also failed. Failure of treatments is usually attributed to delays in treatment until trees are too advanced in decline or treated trees are not otherwise in good health and/or have other problems. If trees are to benefit from treatments, they must be in vigorous health with supplemental water and nutrition and not stressed from typical urban issues such as root restrictions, compacted soils and other debilitating problems. I have been fortunate to work closely with the professional plant health care industries in Michigan on the EAB. Their own efforts, sometimes contrary to prevailing thought, brought us early evidence of successful EAB management before completion of scientific experiments.

One of the most important suggestions for your business is to educate your clients about the EAB before the EAB arrives in their neighborhood. We also realize that it is also best to start treating trees before the EAB begins its attacks. In Michigan we learned that many clients want to wait to

In a gated community in Plymouth, Mich., 30 ash trees responded to injections of imidacloprid (Pointer) using the Wedgle. These trees were severely girdled by EAB activity but have recovered nicely. Mauget and ArborJet injections have also proven to be effective at other locations. This Plymouth site, maintained by Mark Baldwin and Associates Inc., is the longest running field demonstration of successful EAB treatment, having first been treated in 2001, before the EAB was detected and identified.

Please circle 28 on Reader Service Card
“see what happens.” Because symptoms on ash trees often lag behind actual damage by the EAB within the tree, trees may advance beyond salvage before your clients have a chance to make a determination as to whether they want to invest long term in their tree’s future or simply cut it down and start over with a non-susceptible tree replacement. Education about the EAB is probably the tree care industry’s greatest challenge.

Conclusion

The cut and chip program funded by the federal government for containment and eradication of the emerald ash borer has failed. Hence, as the EAB will continue to spread across North America, the majority of our native ash species will succumb to this destructive pest. As funding from the federal government declines, due to failed EAB eradication strategies and to other competitive issues, such as the war in Iraq and hurricane Katrina, communities will be left on their own to contend with the EAB.

One of the most difficult challenges will be to educate the public about the insect and about ash trees. It is quite remarkable that many of our clients do not even realize they have ash trees. The failed containment and eradication program will probably make it easier for our industry to employ reasonable practices of managing the EAB on specific trees. There are potentially hundreds of other EAB-type invasive pests waiting for their opportunity to attack our native plants, a consequence of modern world trade. We need be prepared and work together to thwart their introduction and establishment.

For more information, please feel free to visit my Web site, www.msu.edu/~robertsd.

Dr. Dave Roberts is a specialist in Extension at Michigan State University. In 2001, he began research on ash decline in southeast Michigan. His research led to the discovery of the emerald ash borer in North America. Working closely with industry professionals, he helped to develop management procedures for the EAB. Portions of this article were presented at a TCI EXPO in Columbus, Ohio, in 2005.

Some cities have elected to remove all their ash trees as the EAB infests them. The city of Gross Point Farms, Mich., elected to treat all of their more than 600 ash trees, with great success. Shock Brothers Inc. maintains these trees. The city’s aggressive approach to tree care enables them to also maintain a large population of American elms.
Safe Body Mechanics & Postures
of the Arborist/Landscaper

This is the second part of a three-part series on ergonomics for arborists and landscapers. Part 1, “Developing an Ergonomics Program for Arborists and Landscapers,” appeared in the March 2006 TCI.

By Camille Di Monte Peterson and Barbara Henderson

Safe body mechanics is about letting your body work for you instead of using motions that work against you.

“You can’t teach an old dog new tricks.” That is, unless that old dog has experienced a work-related back, neck or upper extremity injury, and has learned how to make his body work for him. It can be fascinating to watch a person who is experienced in their arborist or landscaping job perform their job tasks in a way that provides the least amount of stress to their bodies. There is a wealth of good information in these individuals, whether they know it or not. The key is to observe them, and tap into their experience for the information. Most of the time, they would be pleased to help out with any type of program or education that is necessary to assist others to prevent work-related injuries.

Body mechanics and postures assumed with work activities can contribute to injuries called work-related musculoskeletal disorders, or WMSDs, or MSDs, or assist in preventing them. Poor posture, or assuming awkward postures for prolonged periods of time or frequently throughout the day, adds to the mix of problems workers can endure. Performing repetitious activities of the limbs and positioning of the body in regard to the work also are factors in developing these work related injuries.

Let’s review – what are work-related MSDs? MSDs, or musculoskeletal disorders, are injuries and disorders of the soft tissues (muscles, tendons, ligaments, joints and cartilage) and nervous system. They can affect nearly all tissues, including the nerves and tendon sheaths, and most frequently involve the arms and back. Risk factors for MSDs include: force, repetition, awkward postures, static postures, quick motions, compression or contact stress, vibration and cold temperatures. The damage from these injuries occurs slowly and over time.

Performing good techniques for safe body mechanics while working will aide in helping you to conserve energy, promote continued physical wellness, and prevent injuries to the most vulnerable areas of your body.

Because of the unique composition of our bodies, there is no one right way of doing a job properly for all people. People come in all different sizes and we must learn how to fit the job to the person. However, there are some fundamental guidelines that you can follow to minimize your risk for MSDs.

Fundamental Principles and Guidelines to follow:

- Always stretch prior to and throughout your work day.
- Keep yourself in good physical condition.
In addition to using proper body mechanics to reduce the chance of work-related musculoskeletal disorders, using the right tools can also help ease your pain on the job. Chain saw manufacturers have for some time realized that saw weight and vibration, as well as other design factors, contribute to fatigue and potential ergonomic injuries among saw users.

“Many saws use rubber bushings or steel springs to isolate the handles from engine vibration,” says Andy Stanush, product manager, chain saws & powercutters, at Husqvarna. “If possible, test the saw across the rpm range to determine how well the saw isolates vibration in the handle. This is even more important if the saw will be run often and/or for extended periods of time.”

“What saws use rubber bushings or steel springs to isolate the handles from engine vibration,” says Andy Stanush, product manager, chain saws & powercutters, at Husqvarna. “If possible, test the saw across the rpm range to determine how well the saw isolates vibration in the handle. This is even more important if the saw will be run often and/or for extended periods of time.”

“Look for a saw with the proper distance between the front and rear handles. Also, look for a saw with handles that are large enough to provide a firm grip,” Stanush cautions. “Finally, look for a saw with the proper angle on the front handle.”

Stanush advises avoiding using an excessively long bar. “A longer bar increases the weight of the chain saw and shifts the center of gravity forward, making the saw more difficult to maneuver. A longer bar also places more strain on the saw’s engine.”

Also, look for a slim smooth design and a high center of gravity, says Stanush. “These features make it easier to hold the saw closer to your body, which minimizes back strain and uncomfortable working positions.”

“Choosing the right chain saw primarily depends on the type of work to be performed and the user’s level of experience,” Andrew Kuczmar, director, National Service and Technical Training, Echo Inc. “A good rule of thumb is to select chain saw size that is 75 percent to 80 percent of the application’s needs. This is why most professionals own two or three chain saw models to perform a variety of tasks. The right saw for the job is the one with the right weight, balance, and power.”

There are two basic configurations of chain saws, says Kuczmar: top handle (Continued on page 46)

- Keep your work as close to your body as possible, or bring yourself as close to your work as possible.
- Square your body off to your work whenever possible.
- Re-position your body, don’t reach. Avoid twisting of the torso and reaching awkwardly to the side front or behind you when performing activities.
- Try to keep most or all of your work activity between shoulder and knuckle height either by adjusting the height of the worker to the work surface or adjusting the height of the work surface to the worker.
- Use a wide base of support while working by staggering your legs, and widening your stance greater than hip width.
- Bend hips and knees, or kneel to lower yourself to your work instead of bending over through the back.
- Lift, using your legs while keeping lower back stable in the neutral position. The key point to remember is to reduce the horizontal distance the object is to the body.
- If objects are too heavy for you to lift alone, don’t be afraid to ask for help.
- While lifting (even light objects) get into the habit of tightening your lower abdominal (lower stomach) and lumbar (back) muscles like a corset.
- Keep tools close to your body, not extended away from you.
- Try to maintain a neutral posture while working, i.e. keeping your ears over shoulders, shoulders over hips, and hips over ankles. Chose a tool or

Echo’s new CS-370 chain saw is a mid-range saw that features a 36.3 cc Power Boost Vortex™ engine and the Echo i-30™ starting system. The commercial-grade Power Boost Vortex™ two-stroke engine with Pro-Fire® electronic ignition assures fast, easy starts. The i-30™ starting system reduces starting effort by 30 percent. A vibration reduction system increases operator comfort.

Husqvarna’s 575xp pro saw offers an improved handle design; the rear handle is asymmetrically designed with comfort inserts for a more solid and less tiring grip. The handle is separated from the engine and cutting equipment with steel springs that efficiently reduce tiring vibrations.

(Continued on page 46)
equipment that will allow you to maintain a neutral posture (back, shoulder, wrist and neck) as much as possible.

- While working with tools, keep wrists in a neutral position (hand straight out from wrist versus bent forward or backward. Keep elbows in to the body instead of angled outward and/or upward.
- Wear protective gloves with gel padding while using vibratory tools.
- Vary your physical tasks when possible. That is, try to break up repetitive physical tasks by switching from overhead activities to activities you can do while standing erect (work close to your body, and between shoulder and knuckle height) for example.
- Take hourly stretch breaks, lasting two to three minutes, and reverse postures you’ve been assuming while working. For example, if you’ve been working at shoulder level or overhead, looking up, slowly bend your head forward, and bring arms down and back, behind you. Also, because our work is in front of us most of the time, perform a backward bending motion with your torso.

At first, when applying these guidelines in your work, you may need to think the activity through before actually doing it. However, with practice, and over time, these techniques for safe body mechanics will become automatic. It’s a matter of knowing what you can do to change your work habits, and applying the knowledge to your everyday activities.

Problem-solve with your co-workers regarding a difficult concept or job task that you feel may not be safe. If you just start to apply these guidelines to your work, and develop techniques that work for your particular body, or if you decide to incorporate them into some sort of employee training program, you will be taking a
I'd rather be swaying
in a saddle 50 feet in the air
than be planted at a desk.
I like working above the world
of middle managers
and the corporate jungle.
I am self-reliant.
I depend on my gear,
my knowledge and my experience.
I wield 7.7 pounds of snarling torque.
And where I work, I don't need
a corporate ladder to climb.

Husqvarna knows arborists and the tools you need. The power. The ergonomics. The light-but-tough
construction. See the whole line at www.husqvarna.com. Or call 1-800 Husky 82 for a retailer near you.

Ask about great financing options at participating independent Husqvarna retailers OAC.
How does this all tie into your ergonomics process? As an employer, you can incorporate this into your employee training program for new hires, and as a hands-on ergonomic training program for existing employees. You can also observe your employees and watch for danger signs, such as repeated twisting of the body or excessive reaching. As an employee, you can show this article to your employer and suggest they incorporate proper ergonomic practices into their training.

Additional resources:

“Occupational Biomechanics” by Chaffin and the “Revised NIOSH Lifting Equation Manual,” both at www.cdc.gov/niOSH.


Camille Di Monte Peterson, P.T., is a physical therapist who specializes in work injury prevention and management. Barbara Henderson is the former executive director of Forest Industry Safety & Training Alliance, Inc.

This article was produced by the Forest Industry Safety & Training Alliance, Inc. and funded by a Susan B. Harwood Training Grant from OSHA.
To get this contract, you’ll need impeccable credentials.

Retired Concert Pianist Loves Nature
She’s well off and well travelled and she’s all business when it comes to running her household. The children are grown with families of their own, and she and her husband look forward to visits from their six energetic grandchildren.

They’re retired, and while he golfs, she enjoys music, quilting, knitting, basketry and, most of all, gardening. The grounds surrounding their estate contain an orchard, extensive lawns, a pond, a scenic meadow, a groomed hedge, vegetable and flower gardens, and a woodland garden sheltered by century-old trees. She loves the calm, protected areas of the property and values the natural character and beauty of the forests and land for their elegant and comfortable accommodation. Her next project is to have selected areas of the grounds floodlit during the evening.

Cleanliness Next to Godliness
The demands of the property are significant. She used to employ a full-time groundskeeper that arranged all the contracting, but his health has forced him to retire and his son has moved away. She made a false start with a service recommended by a neighbor. The owner was pleasant and well dressed when he visited, but when his men came to work, three days after the promised time, they were slovenly. Their truck leaked oil on her drive, they left lunch wrappers behind and bits of twigs and brush on the pathways. When she called to ask them to come back, a young woman was curt with her. When she received a separate bill for the cleanup, she promptly fired them.

Does Her Homework
Later in life, she has studied interior design, fashion merchandising and, luckily, the internet at a local technical college. She uses the Internet to research services in her area that can help with the maintenance. She wants to employ a well-established company that has a good reputation. One that will treat her fairly and whose employees take pride in their work. She wants a company she can trust.

That’s why she’ll choose a company that is Accredited by the Tree Care Industry Association.

Cleanliness Next to Godliness
The demands of the property are significant. She used to employ a full-time groundskeeper that arranged all the contracting, but his health has forced him to retire and his son has moved away. She made a false start with a service recommended by a neighbor. The owner was pleasant and well dressed when he visited, but when his men came to work, three days after the promised time, they were slovenly. Their truck leaked oil on her drive, they left lunch wrappers behind and bits of twigs and brush on the pathways. When she called to ask them to come back, a young woman was curt with her. When she received a separate bill for the cleanup, she promptly fired them.

Does Her Homework
Later in life, she has studied interior design, fashion merchandising and, luckily, the internet at a local technical college. She uses the Internet to research services in her area that can help with the maintenance. She wants to employ a well-established company that has a good reputation. One that will treat her fairly and whose employees take pride in their work. She wants a company she can trust.

That’s why she’ll choose a company that is Accredited by the Tree Care Industry Association.

Cleanliness Next to Godliness
The demands of the property are significant. She used to employ a full-time groundskeeper that arranged all the contracting, but his health has forced him to retire and his son has moved away. She made a false start with a service recommended by a neighbor. The owner was pleasant and well dressed when he visited, but when his men came to work, three days after the promised time, they were slovenly. Their truck leaked oil on her drive, they left lunch wrappers behind and bits of twigs and brush on the pathways. When she called to ask them to come back, a young woman was curt with her. When she received a separate bill for the cleanup, she promptly fired them.

Does Her Homework
Later in life, she has studied interior design, fashion merchandising and, luckily, the internet at a local technical college. She uses the Internet to research services in her area that can help with the maintenance. She wants to employ a well-established company that has a good reputation. One that will treat her fairly and whose employees take pride in their work. She wants a company she can trust.

That’s why she’ll choose a company that is Accredited by the Tree Care Industry Association.

Get Accredited. Call 1-800-738-2622. 
or visit www.treecareindustry.org
Chain saw features

(Continued from page 41)

and rear handle. Top handle saws are so named because they allow the user to control the saw from the top of the unit and are designed primarily for use while working in a tree, either with climbing ropes and gear or from a utility bucket. Rear handle saws feature both front and rear handles that are spread apart providing greater control. This is extremely important for operations that require more control and leverage to fell large trees and cut large diameter logs. The most popular saws for all-around use are rear handle saws.

One consideration with regard to power is to not select a too heavy or too big model, says Kuczmar. “This will cause the operator to tire and fatigue more quickly. Additionally, selecting a saw that is underpowered will also have the same effect, by making the work longer than it needs to be... When handling a saw, feel the weight and check the balance while holding the saw by the left handle only. A well-balanced saw, with the right length bar and chain attached, will be horizontal to the ground and not back- or front-heavy.”

Choose a chain saw that features a vibration-reduction system, Kuczmar advises. “Saws equipped with these devices allow longer work periods and less fatigue. The amount of engine vibration also depends on engine design, specifically counter-balanced crankshafts. A single counter-balanced crankshaft will produce much more vibration than a double counter-balanced crankshaft. Also, commercial-grade saws generally use higher-grade components that are designed to take the day-to-day punishment dished out by professional loggers. The difference between commercial-grade and consumer-grade products is reflected in the price and warranty provided.” Gloves will also help reduce the vibration to the operator’s hands.

There is an advantage to having a compact, streamlined saw body with rounded edges for limbing work, as shown with this Jonsered saw. The narrow body profile allows greater control and provides easier handling, as compared to wider, bulkier saws.
You never know what safety hazard is lurking when you climb a tree...

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

All sessions include trainer instructions, handouts and quick comprehension tests. Tailgate reflects requirements of the ANSI Z133.1 - 2000 Standard.

• Tests satisfy OSHA verification of training requirements.
• Earn 17.5 CEU credits for ISA Arborist Certification.
• CD containing extra handouts & tests for easy printing.

Now available in Spanish also!

Phone:  (603) 314-5380
1-800-733-2622
Fax:  (603) 314-5386
E-mail: tcia@TreeCareIndustry.org
Web:  www.TreeCareIndustry.org

Please circle 51 on Reader Service Card
and reduce fatigue, Kuczmar says.

RedMax designs each of its chain saws for specific tasks, says Tommy Tanaka, marketing manager, RedMax/Komatsu Zenoah America, Inc. “Weight, power and operator comfort are considered in each design. This is why each model has its own ergonomic features.”

RedMax’s GZ4000 has an ergonomically-shaped choke lever and, at less than 10 pounds, is comfortable in any position, Tanaka says. As a powerful, rugged chain saw for heavy-duty pruning and felling, the RedMax G621AVS is designed for two-hand operation, and has the controls mounted on the rear handle for safety and comfort. And, at just 6.4 pounds, the G2500TS is the lightest weight commercial chain saw in the industry, according to Tanaka, with the side handle angled toward the operator for better control.

“Jonsered’s philosophy on this subject is that little things can make a big difference,” says Dave Tilton Jr., marketing manager for Tilton Equipment Company in Rye, N.H., importer/distributor of Jonsered and Efco chain saws.

Jonsered has worked to make their saw body designs more narrow and compact, says Tilton. “This allows the operator to hold the saw closer to the body, which allows better control and handling with less fatigue.”

“The newer saw bodies are also more streamlined, with rounded edges. The rounded front edge and smooth underside of the crankcase, for example, lets the operator glide the saw along the trunk and rock it in the cut easily during limbing, the most labor-intensive chain saw action. The streamline design also means no sharp edges that could cause discomfort in contact with the body. The clutch cover has a ‘limbing runner’ – a reinforced bottom edge – that also makes it easier to glide the saw body along the trunk when limbing.”

“Even the shapes and dimensions of the handles have been studied for optimal comfort and control,” says Tilton. “The rear handles, for example, have smooth, rounded edges and the top handle is contoured, allowing the operator to easily shift the saw’s cutting position without having to release and re-grip the handle.”

“Jonsered saws also feature steel coil spring anti-vibration systems,” says Tilton.

THE BEST SINCE 1921

Announcing a new addition to the Fanno Family...

Introducing the newest addition to the Fanno’s line of quality tools, the FL-130PC
- Pistol-Grip, Non-slip handle (more comfort & more control)
- Rigid 13” blade with “Tri-edge” teeth for a fast & smooth cut.
- Also available: New Belted Sheath (#BS130)

FANNO SAW WORKS
P.O. Box 026, Calico, CA 93217
(530) 895-1762 • fax (530) 895-0302
“Contact your Tree Care Tool Suppliers”

www.fannosaw.com

When handling a saw, feel the weight and check the balance while holding the saw by the left handle only. A well-balanced saw, with the right length bar and chain attached, will be horizontal to the ground and not back- or front-heavy.

Andrew Kuczmar, Echo Inc

“Jonsered’s philosophy on this subject is that little things can make a big difference,” says Dave Tilton Jr., marketing manager for Tilton Equipment Company in Rye, N.H., importer/distributor of Jonsered and Efco chain saws.

Jonsered has worked to make their saw body designs more narrow and compact, says Tilton. “This allows the operator to hold the saw closer to the body, which allows better control and handling with less fatigue.”

“The newer saw bodies are also more streamlined, with rounded edges. The rounded front edge and smooth underside of the crankcase, for example, lets the operator glide the saw along the trunk and rock it in the cut easily during limbing, the most labor-intensive chain saw action. The streamline design also means no sharp edges that could cause discomfort in contact with the body. The clutch cover has a ‘limbing runner’ – a reinforced bottom edge – that also makes it easier to glide the saw body along the trunk when limbing.”

“Even the shapes and dimensions of the handles have been studied for optimal comfort and control,” says Tilton. “The rear handles, for example, have smooth, rounded edges and the top handle is contoured, allowing the operator to easily shift the saw’s cutting position without having to release and re-grip the handle.”

“Jonsered saws also feature steel coil spring anti-vibration systems,” says Tilton.

Most Jonsered models have a compression release valve that dramatically reduces pull-resistance when starting. The direction of the start pull is also angled – set to the natural direction of pull – back toward the body, rather than upright. Jonsered also recently introduced a new starter handle with smoother edges and a better hand grip for more comfortable starting.
Another fairly obvious advancement is the continued increase in power-to-weight ratios. Recent models offer lightweight, high torque power enabling people to cut more wood, faster with less effort and fatigue.

Efco has also succeeded in making their saw body designs more narrow, compact and streamlined, says Tilton, and they also have dramatically increased the power to weight ratios of their saws. “Most Efco models employ a combination of coil spring and traditional rubber anti-vibration mounts. Vibration levels in the current Efco line are far below what they were in the recent past.”

Efco’s model 932 top handle saw has smooth, rounded lines and moves easily between branches without snagging, and its compact, well-balanced design allows good maneuverability and easy handling. The 932's handles have a textured surface area to help the operator maintain a sure grip. The top handle has a ribbed thumb rest for better control. Efco saws also have grouped controls.”

Stihl strives to offer an excellent power-to-weight ratio whenever feasible, maximizing the power with the least amount of weight – though keeping weight low is particularly challenging with increasing emission regulations, says Anita Gambill, spokesperson Stihl Incorporated. “We also offer a lightweight guide bar,” adds Gambill.

The Stihl Rollomatic® E Light guide bar is 38 percent lighter than the standard bar. Made of two steel plates that have been hollowed out and electrically welded together, the open areas have been filled with fiber-reinforced polyamide. The bar has excellent rigidity for efficient cutting and better balance during limbing operations.

“While there is an anti-vibration feature standard on Stihl saws, we introduced an advanced anti-vibration system with the Stihl MS 361 and the Stihl MS 361 C, which also has a secondary chain braking system,” says Gambill.

The Stihl Easy2Start™ system makes starting almost effortless. The system eliminates the needs of a strong fast pull of the starting cord. It also eliminates the resistance and jerks felt as compression is create in the engine’s cylinder. The Easy2Start™ system uses dual spring technology. The operator can slowly pull the starting cord, which winds the second spring when this spring overcomes the piston's compression, it suddenly releases starting the engine. This starting system is designed to make starting Stihl products fast and easy for just about anyone.
“Contracting with Municipal Agencies, Part I: Reasons for Privatization” [TCI January 2006], talked about reasons for privatization of municipal work, types of privatization and types of contracts. This segment covers how to get – and keep – municipal contracts.

Once you know what municipalities are looking for when they outsource – how do you sell your firm as the best? Requests for bids are pretty straightforward and there really isn’t a chance to “sell” your firm on qualifications; believe it or not, sometimes qualifications are looked at last by municipalities. However, don’t ever let that prevent you from displaying your credentials. Even though contractor selection is usually based on price and references, contractors who may be priced a little higher but have stellar references actually stand a good chance of getting the bid.

I strongly suggest you bid your contracts so you know you’ll make a decent margin – that goes without saying. Contrary to popular belief, a good contract manager wants you to make a profit. The concept is that if you are making money on a contract the client will be getting good service. If contract managers don’t ignore a low-ball bid – they will probably be concerned for the life of that contract about what kind of service they will be getting. Moreover, if service is marginal they won’t renew the contract.

When it comes to implementing a complete urban forest management plan, the municipal arborist needs a contractor to do more than just prune or remove trees. They are looking for the professional tree care firm with the best qualifications. For this type of program, the municipal arborist will send out an RFP (Request for Proposal) to qualified firms. The RFPs will ask for information that will tell them who is most qualified.

In some agencies, proposals are reviewed by the municipal arborist and a review panel made up of staff members from various departments. So when you prepare your proposal, it’s important to take into account that someone outside the...
industry might be reading your proposal. It’s also important to stay away from specific industry terms or lingo that industry insiders would understand but might elude other readers. Use universal terms that can easily be understood by the general public, and keep the technical language consistent with professional standards.

When proposals are reviewed and evaluated they are rated on a point scale. The relevance and conciseness of a bid proposal is going to tell the raters whether the firm knows how to do the work. The firm’s statement of qualifications, their proposed work plan and – this is an important one – their quality control plan.

Corporate capability is an important part of your proposal. Municipalities don’t need contractors who are running their business on a shoestring, sell their operations with smoke and mirrors or unnecessarily expose the city to liability with inadequate insurance. The successful company must have the necessary financial ability to provide services to the city, experience in the management of electronic tree inventory databases, internal training programs for employees, and the right kinds of equipment (and enough of it) to provide the proper level of service. In some cases they must have green-waste recycling capabilities.

In this section of the proposal you’ll want to show off the qualifications and experience of your staff. List your certifications and especially highlight if you are a TCIA accredited firm.

Quantity and types of equipment are important – be specific and accurate. If you have seven aerial lifts, don’t round up to 10. If they’re inspected annually, then by all means show the inspection records and provide the documentation that you maintain your equipment so that it will be ready to use when it’s needed.

When giving references be sure to provide your prospective clients with end users to rate your company. It also helps if you add in a few complimentary letters from residents or other agencies that are your clients – not an overwhelming amount – just enough to get the message across that you have the capability to generate public support. In this same section, show your customer service record and/or your performance record relating to projects and or work schedules of similar scale. This is the section where you show not only the quantity but the quality of work previously performed.

Your facility and equipment will be looked at pretty closely – from appearance to safety inspection records to who answers the phone. Having the right equipment and enough of it has a big impact on whether a contractor will have the ability to meet the demands of the contract. This doesn’t just mean how many chain saws you have; it also means what kind of computers you have and do they have the latest software? In this section you’ll want to address communication capabilities as well as service vehicles. Having a good maintenance facility and service program for their equipment is a good indicator that a contractor will have the necessary equipment when needed. While it may not always be a contract requirement, it’s a good idea to be able to show your plan to recycle generated green waste from tree maintenance activities.

Information management is rated very highly. Municipal arborists rely on the records kept in an inventory database more and more. They use these records to set future work schedules, project budget needs and protect the city against liability claims. Some municipalities will require a contract firm to provide the city with inventory software and in some cases, technical support for software and/or data management. Today’s municipal tree care contractor should be able to provide accurate electronic inventory updates for all trees serviced. The information should also be in a format that is compatible with the city’s tree inventory database.

Many times a contractor will win a bid and then go attempt to hire the people to do the work. This works in some cases, depending on the nature of the project. But in the case of a city contract, the municipal arborist needs a contractor to move onto a project with a seasoned crew that will be able to get the work done in a timely manner.

It’s important that bidders show in their proposal who the crew supervisors would be. Emphasize your support staff’s ability to meet the needs of the municipal arborist. Contract firms are rated on their support staff in the office. Who will take their call and process their invoices and work orders? One thing the municipal arborist doesn’t need is an answering machine, voice mail or a project manager who isn’t reachable.

Last but certainly not least – stress your emergency response capabilities. How does the municipal arborist get hold of someone during the off-hours? Is there an after-hours phone number? Are there specific people who respond to the emergency calls or does that duty rotate? In the case of a big storm will the contractor be able to provide crews and who will they respond to first? Some municipalities, especially the smaller ones that have no or minimal staff resources to respond to emergencies, will require their contractor to respond to their needs first or at least on a priority
Your signature on the contract. Once you submit all that, you still don’t really have the contract – you still need to receive your copy with the mayor’s and city clerk’s signatures.

Once you receive your copy of the signed contract might think you have a contract. Not so fast. In the world of municipalities the contract doesn’t really begin until you have a purchase order. In municipalities, payments are made through the finance department and those payments aren’t processed unless there is a purchase order number. When you get the purchase order, then you have a complete contract – usually followed by a Notice to Proceed. The same applies for non contract work or one-time jobs – get the purchase order before you start the work.

Giving good service equals quick payments, which in turn lead to good service. Most municipal arborists understand this – it’s the finance department that may not comprehend it. In fact, I dare say that there are some municipal employees who don’t really care if you get paid promptly and may sit on your invoice. Therefore, it’s a good idea to find out in advance what the billing cycles and invoicing requirements are and how often checks are cut. Some cities cut checks every Friday, but you have to know how long it takes to process a check. The finance departments have their processes and it may be a week or two weeks to cut checks. In some municipalities, checks can’t be issued until they actually receive council authorization at a city council meeting. While that is just a formality, it’s still part of the process and can result in payment delays.

Other things to watch for are who cuts the check and whether you can pick it up in person. Some cities don’t allow you to pick up checks, though smaller cities usually will. Remember the finance department is made of real people. If you befriend them and get to know them, when you do call to find out the status of a check you may get a person who will take the time give you answers.

So you are the successful bidder and you’ve got the contract. What now?

You only get one chance to make a first impression. So when the contract start date is established and given to you by the municipal arborist, arrive on time and in full force. Whether you are the first contractor to work in that particular city or if you are a replacement for a firm that previously held the contract, you will be under the microscope. It’s important to make a good appearance.

Make sure your crews have uniforms and proper protective gear and equipment; your equipment should be clean and well maintained and your company logo should be prominently displayed along with your professional affiliation and credentials.

Some contracts will require the contractor to notify residents in advance of beginning work in the neighborhood. If the contract doesn’t call for it, it’s still a good idea to put out door hangers notifying residents that you will begin working within the next couple of days. Consider it an advertising opportunity. A good public relations program is also company promotion. Forty-eight hours advance notice is minimal, but don’t notify them more than a week in advance as many of the residents will forget about it and be surprised to see you. If you remember one thing it should be that residents do not like surprises. Nor do municipal arborists, so make sure they know that you are putting out the door hangers.

It’s important to have adequate traffic controls in place. The attention should be focused on the details of traffic control, using plenty of cones, advance warning signs and flag men with the proper signs and radios. In most cases, if you are going to block off a street completely and put up a detour you have to notify the police and fire departments in advance – two days advance notice is good, though 24 hours is usually enough.

Teach your crew supervisors and tree workers how to spot hazardous trees and limbs during the course of the contract. While this could also mean extra work for you, you are covering the municipal arborist’s back – and making him or her
look good – as well as protecting yourself as a contractor.

Some municipalities may try to transfer the liability to you if there is a limb or tree failure after you have pruned. If your crews find something that needs to be addressed, make sure you point out your findings to the authority. It’s also a good idea to follow that up in writing.

The same applies to identifying diseases or pests that may be affecting the area. If your field supervisor or project manager sees something out there, be sure to bring it to the attention of the municipal arborist – again it will cover your back so you don’t get blamed for spreading the pathogen. It could also mean extra work for you, but most importantly it builds your credibility with the municipal arborist and the rest of the community.

And then there are “concerned residents” – and this should be a two-way sharing of information. It’s usually the nosy resident who has a bone to pick with the city for something that has nothing to do with your work; simply because you are working for the city that person might want to challenge your on-site supervisor. For the most part, the municipal arborist should be pointing these people out to you, but occasionally contractors will come across them first hand. Field supervisors should know exactly who to contact and be able to tell residents how they can contact the municipal arborist.

In other cases, a concerned resident is someone who wants something special done to a city tree that isn’t in the specs. In those instances, it’s important to let the resident know that you must and will be contacting the municipal arborist for authorization.

Keep reminding your front line crews, especially your on-site supervisors and project managers, that the residents are your biggest supporters. Often you will have to accommodate them with special requests – but then this is why you are there. Again, public relations is promotional. As an owner or manager, it’s important to work with the community groups such as schools or homeowner groups to maintain public support. The public that supports your firm can have a huge impact when it comes to contract renewal.

Door hangers don’t necessarily have to be detailed – just the basics, i.e. with plantings, mature size, when it flowers, potential pests – or signs of stress that may bring about pest infestations (especially with pests like the emerald ash borer or the Asian long-horned beetle running rampant), recommended pruning cycle and
Contractor participation in Arbor Day programs can go a long way toward building goodwill with the community and city officials. There is also a media opportunity, especially if there are public dignitaries there.

One of the benefits of having a municipal contract is the opportunity to pick up residential or commercial work in that community. Some contract firms don’t do it, some do. Some contracts don’t allow it; others allow it as long as you are not using crews that are supposed to be doing the municipal work. If you do extra work in the city where you have a contract, it is important to make sure of two things: 1) your work is consistent with industry standards; and 2) you provide excellent customer service. If you aggravate private clients, they will call the city and bad-mouth you to the municipal arborist. In other cases, they may even call the city manager or city council members. When that happens, well, you know what rolls downhill.

Poor work makes everyone look bad – the contractor who did the work, the municipal arborist who hires the same contractor to work on city trees, and the city for not having laws in their community that can protect trees from this type of treatment. Remember, as long as you have a contract with a city your firm represents that city, so be sure that your crews follow industry standards on your private work as well.

Municipalities are constant, and they need a constant contractor. As long as you remain consistent in your service levels and personnel you will be recognized as a true asset to the municipal arborist.

Poor work makes everyone look bad – the contractor who did the work, the municipal arborist who hires the same contractor to work on city trees, and the city for not having laws in their community that can protect trees from this type of treatment. Remember, as long as you have a contract with a city your firm represents that city, so be sure that your crews follow industry standards on your private work as well.

Municipalities are constant, and they need a constant contractor. As long as you remain consistent in your service levels and personnel you will be recognized as a true asset to the municipal arborist.

Contracting with municipalities can be extremely lucrative and gratifying if you know your way around the political, financial and personnel arena. Keep in mind that not all cities are the same – you’ll have to learn who is who, who controls what and what their expectations are. A good way to learn is to go to the city’s Web page and review the council meetings, study their demographics and their staff structure.

If you are planning to move into municipal work, I suggest you start small and build yourself up to that big multi-million dollar, long-term contract.

Walt Warriner is community forester in Santa Monica, California.
Who or what could survive poisoning, have thousands of dollars spent on recovery and make headlines around the world? Maybe a world leader, a stock market crash or a hurricane, but how about one oak tree in Austin, Texas.

Estimated to be at least 500 years old, the 50-foot live oak had a limb spread of 150 feet. Small wonder that in 1922 it was proclaimed the “most perfect specimen of a North American tree” when inducted into the American Forestry’s Hall of Fame in Washington, D.C.

In early Texas, the tree, one of 14 in a grove known as Council Oaks, was revered by the Comanche and Tonkawa Indian tribes. Here they held their powwows, religious observances and war dances and smoked their peace pipes. According to legend, Indian maidens believed that if they drank a brew concocted of the oak’s acorns, their warriors would return.

But in the late 1820s as white settlers threatened this ceremonial space, it’s said that Stephen F. Austin, the “Father of Texas,” met with the Indians under the tree and drew an imaginary boundary, the treaty. Thus the tree became Treaty Oak. Thereafter, Indians camped west of the tree and white settlers kept to the east, or such was the intent.

Of course, the agreement didn’t stick. Intrepid young settlers dared one another to cross the line, and Indians killed Austin’s first county judge in 1841 when his cattle strayed beyond the boundary.

As the population expanded, the Treaty Oak was a choice picnic area. Children loved to climb the low-hanging branches and play games of hide-and-seek, and young adults thought it a romantic outdoor wedding chapel.

In the Depression years of the 1930s, commercial establishments surrounded the little park. As land values soared, all but the grandest of the Council Oaks were leveled and the property sold. To spare the Treaty Oak, donations from garden clubs and other civic groups combined with public funds to enable the city of Austin to purchase the property in 1937 from T.J. Caldwell, a banker and state senator. Terms of the sale mandated that the site would remain undeveloped as long as the tree lived.

Like most living things the Treaty Oak has had its ups and downs. About 30 years ago, a young former honor student at the nearby University of Texas purchased gasoline and matches, sat beneath the tree and set herself afire. No one knows why she chose to end her life at that spot.

Calamity struck the tree itself in 1989. That’s when Paul Stedman Cullen, a rejected lover, assuaged his bitterness by dousing the base of the Treaty Oak with Velpar, a powerful herbicide. Again, Austinites wondered, “Why Treaty Oak?” Cullen, an ex-con who worked at a farm supply store, was tried, convicted and sentenced to nine years in prison.

Although the tree was poisoned in January or February, it was the following June before its dying leaves alerted local arborists. Oak wilt, which had killed thousands of Austin’s trees, was suspected. However, soil samples analyzed by the Texas Department of Agriculture and scientists at Texas A & M University, determined that the tree’s damage was due to Velpar.

John Giedraitis, Austin City Forester, said at the time that it was “probably the first recorded intentional poisoning of a historic tree.” It was Giedraitis who then spearheaded the tree’s huge recovery effort. And he had more than a professional interest in the tree’s survival. Giedraitis had proposed to his wife under its branches several years before. Today Giedraitis is the Texas Urban Forestry Coordinator at Texas A & M University at College Station, Texas.
The poisoning spawned widespread interest and loud indignation. Texas pride, perhaps? Of course, it wasn’t surprising. Austin, often called a “city of tree huggers,” is an active proponent of green energy and environmentalism.

Jane Smoot, a retired teacher and lifelong resident of a historic home just blocks from the Treaty Oak, says, “Naturally we were outraged. Someone had tried to destroy a significant piece of our history.”

As the tree sickened, hundreds of sightseers deposited flowers, candles and notes at the site. Someone, perhaps a firm believer in its restorative powers, even left a can of chicken soup. A message, written in childish scrawl, read, “Please don’t die.”

DuPont Corporation, manufacturers of Velpar, pledged a $10,000 reward for the arrest of the perpetrator, and the Texas Forest Association added another $1,000. Nor was interest in the case confined to the United States. Newspapers as distant as London and Tokyo picked up the story.

When the initial treatment to the base of the tree – removal of 6 to 8 inches of soil and injections of activated charcoal and microbes – proved insufficient, costly methods were called for. That’s when H. Ross Perot, a Dallas industrialist and billionaire, with a Texan’s largesse, promised full support and unlimited funds. With money now available for their help, 22 experts flew to Austin, formed a Treaty Oak Task Force, and devised a program to restore the tree’s health.

A major stumbling block

“While tens of millions of dollars had been spent to bring Velpar to market for its intended use of controlling trees, no one had ever tried to save a tree that had been intentionally poisoned,” said Giedraitis.

First and foremost was to reduce stress by watering and shading the tree during Austin’s torrid summer heat. Said Giedraitis, “How do you create an open-air intensive-care unit to keep a 50-foot patient cool in a climate where there are more than 100 days a year over 90 degrees?”

Water is needed to activate Velpar in the soil. The moisture carries poison through the branches and into the leaves. Although Texas live oaks trees can put out several sets of leaves each year, a poisoned tree usually dies. In order to mist and cool the tree, while at the same time attempting to keep moisture out of the soil, nearly 1,500 gallons of donated Texas spring water was pumped through a complicated system of lines to sprinkler heads above the tree each day.

For shade, the city-owned electric utility bored 10-foot-deep holes and installed 70-foot poles to support plastic-coated nylon screens on the east, south and west sides of the Treaty Oak to block the sun’s rays. At the same time, large branches were protected by burlap wraps. Together the sprinklers and screens reduced the temperature 10 to 15 degrees under the tree.

Fertilization was also used to relieve the tree’s stress. Rapid-Gro fertilizer in a diluted form was applied to the tree several times. Later, sucrose was injected. Eight pounds of sugar and a fungicide to check microbial growth were added to 65 gallons of distilled water. The infusion took about 32 hours.

A similar technique, this time to flush the poison, involved injecting 35 gallons of a diluted solution of potassium chloride salt. This treatment was only partially successful.

Aeration techniques increased air exchange in the soil. The soil was removed after a series of 24-inch deep holes were bored throughout the dense root system under the tree and replaced with a mixture of sand, peat bark and soil microbes.

After several months lab tests revealed Velpar to a depth of three feet. Arborists once more evacuated the area mainly by hand-digging but were forced to call for the equipment of Austin Fire Department to prevent damage to densely tangled roots. With a high volume, low pressure line connected to a fire hydrant, workers sluiced away the last foot of soil.

Although not part of the Treaty Oak Task Force’s plan to save the tree, psychics from Dallas and Waco circled the Treaty Oak to perform a “transference of energy.”

By this time the poison had killed more than half of the tree. When the limbs were removed, the salvaged wood became souvenir pens, small boxes, gavels and discs.

By fall 1989, the outlook was guarded at best. About $100,000 had been spent, $25,000 of it on analysis of the soil, leaves and roots of the oak. With the Treaty Oak’s future uncertain, arborists took more than 700 twig cuttings and 50 root cuttings with hopes of creating thousands of little oaks.

But slowly the tree recovered, and it was a red-letter day for Austin, for John Giedraitis, and for arborists throughout Texas when the first post-attack crop of acorns appeared in 1997. Although it has yet to regain its position as “the most perfect specimen of a North American tree,” the Treaty Oak lives and grows today.

Margery M. Harrington is a freelance writer who lives in Austin, Texas.
HELP WANTED

The Care of Trees

Located in Stamford CT is seeking an Operations Manager to help lead our Team. The candidate must have proven tree care industry experience with General Tree Care Work and Plant Health Care. Responsibilities include: 50 percent field training, production and safety management, and overseeing daily operations. Candidate must be goal oriented and have a strong commitment to Safety and Teamwork. CDL License a must, ISA and CT Arborist License beneficial. Awesome Benefit package, including profit sharing, 401(k), ESOP, relocation and sign on bonus. Please submit resume to Kevin Peters: kpeters@thecareoftrees.com or fax (203) 967-6999.

Peterborough/Milford, NH
Broad Oak Tree Care needs 1 tree climber specialist and 1 plant health care specialist to assist our two-crew PHC operation. See complete job posting at www.broadoaktree.com or e-mail dan@broadoaktree.com.

We are looking for you to move to Augusta, GA
Need climber with at least 2 yrs’ experience. We will pay up to $1000 to relocate, if you are the one we want. Our company has been in business for 12 yrs. & growing every day. Climber must have valid drive license needs to have knowledge of all areas of tree work, bucket truck and spikeless climbing. If interested call toll free 1-866-880-8733 or check us out at our Web site bigdogstumptree.com or fax your resume to (706) 447-8786.

Sales Director, Sales Arborists, Crew leaders, Climbers
Atlanta area. Seeking qualified individuals for leadership roles in sales and production. Benefits include, relocation assistance, company vehicle, excellent salary, commission, bonus, profit sharing, healthcare, paid vacation, holidays and personal days. Fax or e-mail resume: (770) 554-9739, scottp@northamericanmtree.com www.northamericanmtree.com

So. Central PA
Experienced Climber needed for small tree service in So Central PA. Valid drivers license and CDL if possible. Pruning experience preferred but will train. Leadership experience a plus. Will pay top $. Call (717) 566-2990.

 Classified Ads

Nelson TREE SERVICE, INC.

Manpower, Safety Expertise and Equipment

- Nationwide service
- Vegetation management professionals since 1919
- Industry leader in field and office technologies
- The “right” equipment to fit the job and the maintenance program to keep it running
- Rapid professional crisis response

For more information about vegetation management or line clearance needs, Contact us at 1-800-943-0065

Nelson Tree Service, Inc • 13477 Prospect Road, Suite 210 • Strongsville, Ohio 44149
Phone: 1-440-846-6077 • Fax: 1-440-846-6082 • www.nelsontree.com

Please circle 27 on Reader Service Card
Advanced Tree Care, McKinney, Texas Entry Level Arborist

Learn how to become an arborist and introduce yourself to all facets of tree care and tree remediation. Train under a registered, degreed and licensed arborist. Bachelor's degree in forestry, arboriculture or other horticulture related fields. An individual with a passion for trees, a drive to learn and a "can do" attitude. Also looking for PHC technicians, foremen and climbers. Fax resumes to the following: Telephone: (214) 544-TREE (8733); Fax (972) 569-8370; Mail: Advanced Tree Care, 590 N. Meandering Way, Fairview, TX 75069.

Crew Foremen, Climbers, Groundspersons

Growing mid-size San Diego-based tree service company hiring crew foremen, climbers and groundsmen; minimum 2 years’ experience, $15-$20 an hour, EOE. Certified Arborist a PLUS. Benefits, drug screening. Must have valid driver’s license. Immediate openings, year-round work. Fax resume to (760) 727-3813 or call (760) 941-3992.

Crew Foreman, Climbers, PHC Mgr & Techs

Candidates must have passion for their work. Small, but rapidly growing full-service tree, lawn & landscape maint. company expanding in central Indiana. We need qualified individuals w/ experience & clean, valid driver’s license - CDL a plus. You’ll be financially appreciated for what you produce. We offer highly competitive pay, excel. benefits and a Drug-Free Workplace. Resumes to t.rostron@insightbb.com; fax (765) 453-7275 attn: Todd; call (765) 963-5466.

Ira Wickes/Arborists

Rockland County-based firm since 1929 seeks qualified individuals with experience. Arborists/Sales Reps, Office Staff, Crew Leaders, Climbers, Spray Techs (IPM, PHC, Lawn). Great benefit package includes 401(k) matching, advancement opportunities, EOE. Check us out on the Web at irawickes.com. E-mail your resume to info@irawickes.com; fax (845) 354-3475, or snail mail us at Ira Wickes/Arborists, 11 McNamara Road, Spring Valley, NY 10977.
**Chicago Metro Certified Arborist Positions Available**

Tree Care Sales, PHC Sales, PHC Technicians. Also crew leaders/climbers. M/F EOE Excellent Wages and Benefits. Apply online @ www.homertree.com, hr@homertree.com, or fax resume to (815) 838-0375.

**Manager/ Salesman wanted in Alaska**

Need general manager for sales, consulting and other tasks to start ASAP in Anchorage, AK. Must have prior tree service sales exp. ISA certified pref. Fax resume to (907) 248-0026 or call (907) 441-1843.

**Arborist**

Up to $20/hr based on excellent credentials. Prestigious Louisiana State University in Baton Rouge is looking for experienced Arborists to work on 1,000+ mature southern live oak trees and 5,000+ other trees on a beautiful 1,000 acre campus setting. Required Qualifications: valid Louisiana license to practice as an Arborist; ability to climb trees and work at considerable heights; two years of experience in the care and maintenance of trees and shrubs to include, but not be limited to: pruning, bracing, treating and/or removal, lightning protection, planting, chemical application, root injection, etc.; valid Louisiana Class D driver’s license at time of hire. ISA Certification preferred.

Benefits include:
- Year-round working climate
- Guaranteed 40 hours per week
- Generous vacation accrual rate
- Generous sick leave accrual rate
- 14 paid holidays per year
- Educational leave after one year
- Excellent retirement plans
- Insurance benefits

Application deadline is April 30, 2006, or until candidate is selected. An offer of employment is contingent upon satisfactory pre-employment background check and drug test. An employment application may be downloaded from: www.dscs.state.la.us. To view the specific job description, go to: www.lsu.edu/isucareers. Submit Civil Service Employment Application (SF-10) to: Lois LeBlanc, Louisiana State University, Human Resource Management, 304 Thomas Boyd Hall, Baton Rouge, LA  70803. Phone: (225) 578-8200; Fax: (225) 578-6571. E-mail: pelebl@lsu.edu. LSU IS AN EQUAL OPPORTUNITY/EQUAL ACCESS EMPLOYER

**Raleigh, NC**

J&D Tree Pros, Inc. seeks professional and experienced people for the following positions:

Climbers/Groundsmen: Must have at least 2 years’ experience. Must have a considerable knowledge of tree care industry. A clean, valid driver’s license is required and a CDL is preferred.

Our crews enjoy year-round work with a company that promotes safety, training and excellence in service. Must be willing to be trained using the latest technology used by our company. Our benefits include health and dental insurance. Visit our Web site for more information at www.jdtreepros.com. Contact Greg Harris at (919) 467-7997 or greg@jdtreepros.com.

**Tree climbers/sales reps**

Enjoy working year-round with fellow easy-going skilled employees. Be financially appreciated for what you can produce while working in a Virginia oceanfront community. Call (757) 425-1995.
Urban Forest Services General Operations Supervisor

City of Sacramento Parks and Recreation Department
(Up to $6,652/mo.). The General Operations Supervisor position provides general direction and supervision for Urban Forest Services Division staff assigned to field operations; develops, administers, and supervises a major program area; assures compliance with regulations and guidelines; researches and applies for grant funding, and meets and works with various organizations, boards, and committees. Candidates can apply online at www.cityofsacramento.org or submit a City of Sacramento application, resume, and answers to supplemental questions to City of Sacramento Employment Office, Historic City Hall, 915 I Street, Plaza Level, Sacramento, CA 95814. To obtain an application packet, please contact or visit the City Employment Office at the address listed above, or call (916) 808-5726. APPLICATIONS AVAILABLE: Monday, 3/27/2006. FINAL FILING DATE: 5:00 p.m. Friday, 4/28/2006.

Tree Trimmer - Foreman

Consumers Energy, a consumer-owned energy company headquartered in Marshalltown, IA, has a position opening for a foreman for our 2-person tree trimming crew. This position will trim trees that grow into the electric right-of-way in a 5-county area in Central Iowa, provide customer service, including obtaining permission to trim trees, and may help line and gas crews as needed. Must have high school diploma or GED plus experience on a tree trimming crew and working with customers. Experience and/or training in electric line work and secondary electrical work a plus. Must have: valid Iowa Class A CDL license within 90 days after being employed; understand and apply all OSHA/DOT regulations and safety rules necessary to perform the job; be able to apply first aid/CPR techniques; be an avid learner; maintain a positive attitude; be committed to excellence; value teamwork, honesty and hard work. Call 1-800-696-6552 for more information. Fax or e-mail resume by April 25, 2006, to: Consumers Energy. Brian Hetthoff, CEO/General Manager Box 1058, Marshalltown, IA 50158 Fax: (641) 752-5738; bhethhoff@consumersenergy.coop

South Central Connecticut

Seeking experienced Climber/Foreman with leadership abilities, to perform residential tree care in upscale neighborhoods. Medical benefits, paid vacations and retirement plan available to those interested in long-term employment. Top pay based on experience and licenses held. Send resume to Woodbridge Estate Care, 793 Amity Rd, Bethany, CT 06524. Call (203) 393-9149 or FAX (203) 393-9152.


This position is an excellent opportunity for a self-motivated and ambitious person, as compensation is based on sales. All Co. benefits & vehicle provided. See our Web site for more information: www.kramertree.com.

Lawn Care Tech

Boston North Shore co. seeks lawn care tech. Mass. pest lic., 2 yrs’ experience, knowledge of insect/disease problems in turf req’d. Salary negotiable. bmarsan@horticare.com; fax (781) 595-5850.

Carpenter & Costin (877)308-8733 ext. 30

SavATree arborists are going to BELIZE!

Where are you going?

SavATree’s top arborists, along with their spouses, are flying to Belize for five days of fun-filled exploration and camaraderie. Last year we went to Costa Rica. Who knows where we might go next. Want to join us?

Please circle 40 on Reader Service Card

Stump Cutters

Carbide Tipped

New Manufacturing and Distributing “STUMP CLAW TEETH”

Buy from the Original Manufacturer
Established 1954—over 45 years
1-800 421-5985

Bordered City Tool & Manufacturing Co.
23285 BLACKSTONE • WARREN, MI 48091-2575
(586) 719-5574 • 1-800-421-5985 • FAX (586) 719-7929

Please circle 11 on Reader Service Card

TREE CARE INDUSTRY – APRIL 2006 61
Staff Arborist for TCIA

Trade association for commercial arborist companies seeks qualified candidate with arboricultural background for full-time position. Position requires demonstrable and extensive skills in project management, managing volunteers and communication—esp. writing skills.

Candidate should possess a Bachelor’s degree in Arboriculture or closely related field as well as two or more years’ field experience in arboriculture. He/she must be willing to take direction and work in a team environment, and must submit current samples of writing and undergo personality profiling exercises during the interview process.

Working knowledge of Microsoft Office software products in a PC environment needed; experience with desktop publishing software preferred. Previous experience with volunteer and/or non-profit groups preferred. Position requires travel at least six times a year. Ability to speak and comprehend Spanish a plus.

Salary and other benefits commensurate with demonstrated experience and abilities. Please send resume and salary requirements to travis@treecareindustry.org.

For People Who Love Trees - www.arborguard.com

Arborguard Tree Specialists, with offices in Atlanta and Augusta, Georgia, and Charlotte, North Carolina, seeks experienced sales arborists, crew leaders, climbers and plant health care technicians who demonstrate a passion for excellence. Arborguard maintains an exciting and highly spirited team culture that is focused on a positive experience for employees and clients alike.

A decision to join our team will ensure year-round work for a prestigious and high-end client base, over 100 hours of annual paid training, an OSHA compliant work environment, paid vacation and personal days, paid holidays, paid healthcare and 401(k).

If you seek personal and professional development, appreciation, recognition and career opportunities, you may have found them. To explore this unique opportunity, contact Dennis Tourangeau, Director of Operations, Arborguard, P. O. Box 477, Avondale Estates, GA 30002, or send fax to (404) 294-0090 or e-mail dtourangeau@arborguard.com.

HAWAI I

UTILITY LINE CLEARANCE BUCKET OPERATORS. CDL required. Must have 4 years’ utility line clearance experience. Pay starts at $16.00 per hour, based on experience. CLIMBERS. Must have 5 years’ climbing experience (including pruning, shaping, rigging, takedowns and removals). Current driver’s license required (CDL preferred). Pay starts at $18.00 per hour, based on experience.

WORKING FOREMAN. Must be a Certified Arborist (with knowledge of disease diagnosis and fertilization). Must have 5 years’ climbing experience (including pruning, shaping, rigging, takedowns and removals), 5 years’ utility line clearance experience, and experience working with cranes. Current driver’s license required (CDL preferred). Pay starts at $19.00 per hour, based on experience.

Benefits include paid medical/dental insurance, paid federal holidays, vacation pay, 401(k) and profit sharing plan.

References required. Contact: Jacunski’s Complete Tree Service, P.O. Box 4513, Hilo, Hawaii 96720, Phone: (808) 959-5868 / Fax: (808) 959-0597, or email to: jacunskis001@hawaii.rr.com

For People Who Love Trees - www.arborguard.com

Arborguard Tree Specialists, with offices in Atlanta and Augusta, Georgia, and Charlotte, North Carolina, seeks experienced sales arborists, crew leaders, climbers and plant health care technicians who demonstrate a passion for excellence. Arborguard maintains an exciting and highly spirited team culture that is focused on a positive experience for employees and clients alike.

A decision to join our team will ensure year-round work for a prestigious and high-end client base, over 100 hours of annual paid training, an OSHA compliant work environment, paid vacation and personal days, paid holidays, paid healthcare and 401(k).

If you seek personal and professional development, appreciation, recognition and career opportunities, you may have found them. To explore this unique opportunity, contact Dennis Tourangeau, Director of Operations, Arborguard, P. O. Box 477, Avondale Estates, GA 30002, or send fax to (404) 294-0090 or e-mail dtourangeau@arborguard.com.
Exciting Career Opportunities for Service Industry Managers

Come join one of the largest Vegetation Management Companies in the United States. DeAngelo Brothers, Inc., is experiencing tremendous growth throughout the Country creating the following openings:

- Division Managers
- Branch Managers

We have immediate openings in:

- VA, New England, FL, MO, TX, CO, LA, IL

Responsible for managing day-to-day operations, including the supervision of field personnel. Business/Horticultural degree desired with a minimum of 2 years’ experience working in the green industry. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer an excellent salary, bonus and benefits packages, including 401(k) and company paid medical coverage.

For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: DeAngelo Brothers, Inc., Attention: Carl Faust, 100 North Conahan Drive, Hazleton, PA 18201. Phone: 1-800-360-9333. Fax: (570) 459-5363 or e-mail-cfaust@dbiservices.com. EOE/AAP M-F

Come work with 30 year established, family-owned company

Experienced tree climbers and plant health care tech needed. Top pay, full benefits and year round employment. Please call the Denver Office at (303) 232-0666; Fax (303) 232-0711 or Colorado Springs’ location at (719) 444-8800 fax (719) 630-3209 or apply online at mhttree@pcisys.net and specify location.

Arborist/Sales


Landscape Construction Manager

Carpenter & Costin, on Boston’s North Shore, seeks person to manage 3-5 landscape construction crews. Experience required. Work with staff landscape architects in quoting, scheduling, ordering, supervision, etc. Salary starts $60k, with excellent benefits. (877)308-8733, ext. 30; fax (781) 586-8384; e-mail bmarsan@horticare.com

Boston Area: Tree Crew Leader

Join a progressive industry leader with state-of-the-art equip and facility. We have been serving clients in the Greater Boston area for over 50 years and are currently seeking a motivated Tree Crew Leader to join our growing firm. Position requires proficiency in tree climbing, removal and pruning. Must be able to supervise others and have cert. or degree. Exc. wages and complete benefits incl. 401(k). Relocation assst. avail. For more info. call Will Maley M.C.A., at (508) 881-2622 or visit our Web site at www.cedarlawn.com.

Casey Tree Experts Inc.
Atlanta, Georgia

Seeks experienced Sales/Arborists, Crew leaders, Climbers, Bucket operators and groundsmen with a passion for excellence. We offer year-round work with a company that recognizes the importance of safety, training and customer service. We offer excellent benefits and drug-free work place. Clean driver’s license required, CDL is a plus as is ISA cert. Please e-mail resumes to Caseytree@mindspring.com or fax (770) 972-1951, or phone office (770) 498-7000.

AN AGGRESSIVE CUTTING MACHINE

After continued success with the Loftness Timber Ax using sharpened knives, Loftness is expanding their line of forestry tree and brush cutters to include carbide tooth models with cutting widths of 53 and 63 inches. The carbide cutters efficiently cut to ground level and mulches up to 6 inch trees with minimum 48 hydraulic HP and reserve capacity to handle larger trees when needed. Rough cut applications would include: R.O.W. (pipeline/highline), invasive species, seismic exploration, lot clearing/mulching, wildlife habitat, park maintenance, pasture renovation, fire breaks, and land development.

Please circle 24 on Reader Service Card

For Some, It’s More Than A Job.

People with a passion for trees and a drive for success are not always easy to find. You’re a special breed. So why not work for a special company?

At Almstead, we believe that we are only as strong as those that work with us. We are the northeast’s most rapidly expanding tree & shrub care company with over 40 years of dedicated service.

We provide full administrative and marketing support, state of the art equipment, and one of the best benefits programs out there.

Do You Have the Passion to Excel?

Positions open in New York, Connecticut, and New Jersey.

Call 1-888-841-8733, or email your resume to krooney@almstead.com

www.almstead.com

Please circle 2 on Reader Service Card
Plant Health Care/Sales Position
Dallas/Fort Worth Area

Highly reputable tree care company in the Dallas/Fort Worth area looking for the right person to help develop and implement our Plant Health Care program. The position would also include tree service sales, training of employees, and assisting in other management duties as needed.

Qualifications desired:
- Certified arborist
- Licensed applicator
- Bachelors degree in ornamental horticulture, urban forestry, or a related field
- Must be computer literate
- Must be highly knowledgeable of the trees common to northern Texas with 3 or more year of diagnostic and treatment experience.

Pay/Benefits:
- Generous salary/commission structure
- Seven paid holidays
- Paid vacation
- IRA retirement plan
- Health insurance benefits
- Ongoing education

Please send your resume to one of the following:
- E-mail address: alpinetreeservice@att.net; Fax # (817) 595-1970
- Mailing address: Alpine Tree Service, Inc., PO Box 821863, North Richland Hills, TX 76182; Or call (817) 656-8733 for more information.

Wanted ISA Cert. Arborist Climber

Strong removal & pruning skills. Needs CDL. Pay $21 per hour to start. Work in beautiful Southern Oregon. (541) 664-1614.

SALES ARBORISTS
For Leading Tree Care Company Philadelphia, PA & Naples, FL

Mcfarland Tree and Landscaping Services has been providing superior arboricultural and horticultural services for over four decades. Our client base is comprised of the best of the best, serving the Philadelphia, PA and Naples, FL metropolitan areas. Our salespersons earn the highest commissions in the industry, following McFarland’s time-tested programs. We are looking for people who want to earn at least $100K annually. You should have the requisite skill, passion and the energy to make this happen. All experience levels will be considered. If you feel that your talents have not been sufficiently rewarded and/or appreciated, contact us immediately.

YOU HAVE EVERYTHING TO GAIN!
Ed Shebert - Peter McFarland
MCFARLAND TREE & LANDSCAPE SERVICE, 255 W. Tulpehocken St., Philadelphia, PA 19144
Phone: 215-438-3970, Fax: 215-438-1879, Email: ed@mcfarlandtree.com

Cagwin & Dorward Career Opportunities, San Francisco Bay Area

We are accepting applications for experienced, highly motivated people for the following positions in our Tree Care Department:
- Managers
- Climbers
- Groundsmen
- Spray Technicians

Please call 800-891-7710 for applications or on-line at www.cagwin.com

REQUESTS FOR PROPOSALS
Request for Proposal for an Ash Tree Survey

The Michigan Department of Transportation (MDOT) is seeking professional services to conduct a survey of ash trees in the Department’s Metro Region, comprised of Wayne, Oakland, Macomb and St. Clair counties. Ash trees in this area of Southeast Michigan, which includes Detroit, have been devastated by the Emerald Ash Borer. The survey includes locating and recording information on the ash trees located within the MDOT rights-of-way on all Metro Region trunk lines; preparation of an electronic database for the ash trees; and estimates of costs for removal, preservation and/or replacement of trees.

Interested, qualified vendors are invited to submit a Proposal. The Request for Proposal can be found under Specialty Services on MDOT’s Web site at www.michigan.gov/mdot/ after April 3, 2006. Select the “doing business” line, then the “Vendor/Consultant Services” link and, finally, the “Requests for Proposals” link. All proposals must be received by noon on Friday, April 21, at the address listed in the Request for Proposal.

EQUIPMENT WANTED

Wanted to buy
842 Prentice bypass grapple in good condition. Call (516) 889-7534

EQUIPMENT FOR SALE

Allied Equipment of Wisconsin

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

Ropes, Ropes, Ropes
All types and brands of professional arborist climbing, lowering and rope accessories at warehouse prices. Call for current price list. Visa, MC, AX. Small Ad – Big Savings, since 1958. 1-800-873-3203.

Equipment for Sale

1998 Skyhook crane 115’, hydraulic outriggers mounted on a 1998 8500 Chevy, gas, 10 wheeler with air brakes. $55,000. Call Paul at Morse Tree & Crane (802) 436-2033.
New!
3rd Edition—Now in Color!

Chapters include:

- Tree Health and Sciences
- Safety
- Ropes and Knots
- Climbing
- Pruning
- Rigging
- Removal
- Cabling

Retail $49.95
Member $44.95
Catalog #P1230
To Order:
1-888-ISA-TREE
www.isa-arbor.com

- Written specifically for tree climbers
- More than 200 color illustrations
- Full glossary
- Step-by-step knot-tying illustrations
- Workbook section with each chapter to reinforce concepts
- Study guide for Certified Tree Worker exam
**Sales-Commercial Tree Care**

SE Florida seeks motivated & experienced sales rep(s) (ISA CA a +). Enjoy working in a flexible & professional environment in the most affluent communities in the country. Excellent salary + performance bonuses. NOVO ARBOR is a fast growing company that values what you have to offer as you will value what we have to offer! Find out more! Call (561) 330-9785. Fax resume to (561) 330-2392, or e-mail Admin@NovoArbor.com

**PRODUCTS & SERVICES**

**ArborGold Software** - Complete job management! Phone message center, proposals with built-in landscape CAD designer, scheduling, invoicing and more. Posts to QuickBooks. Print estimates on site with new hand-held PCs and download to office. Call Tree Management Systems - 1-800-933-1955, see demo at www.turf tree.com.

**ArborSoftWorx** is the industry's leading business management software and hardware that boosts sales with its DataSync Mobile Office feature; provides anytime-anywhere access to critical data; improves staff productivity; provides the highest level of depth and breadth in data capture and sound information for business decisions - all you demand in a management solution. Call today to learn more about the power and flexibility that ArborSoftWorx delivers. 1-800-49-ARBOR. www.ArborSoftWorx.com.

Hardware and software by an arborist for the arborist. For more information about the industry's best-selling package, call or write Arbor Computer Systems, PO Box 548, Westport, CT 06881-0548. Phone: (203) 226-4335; Web site: www.arborcomputer.com; e-mail: phannan@arborcomputer.com.

**BUSINESSES FOR SALE**

2 tree services for sale in northern New Jersey

Tree Service Business for Sale
Owner retiring. Estab over 30 yrs. 500K gross (15% spray/liq. fert). All est. clients, mostly Greenwich CT. Est. crew w/15 yrs exp. All equip f/sale, new owner 1st rights. Owner ready to aid w/trans. Call (203) 202-9000 or experttree@aol.com

**Southco Industries, Inc.**

New, From SOUTHCO INDUSTRIES, The Exclusive “LOGLIFT” Representative to the Tree Care Industry

“LOGLIFT” Model 75 ZT; 1,800 lb. cap. @ 28 ft. Max. reach...Top Seat Controls; Stows/Folds with grapple behind cab; SOUTHCO, Model: MP-12 or MP-14 Dump Body Package....

Southco Industries, Inc. 1840 E. Dixon Blvd. Shelby, NC 28152 www.SouthcoIndustries.com 1-800-331-7655

Please circle 43 on Reader Service Card
Join Us For A SUPERIOR Tour . . .

. . . to benefit the Tree RESEARCH and EDUCATION Endowment Fund!

The 15th annual Tour des Trees will hit the road Monday, July 24 in Thunder Bay, Ontario, Canada. Rolling along the shores of Lake Superior, cyclists will visit parts of the Ontario, Wisconsin and Minnesota Chapters of the ISA. The Tour will end 500 miles later in Minneapolis on Sunday, July 30, just as the annual ISA Conference begins.

Tour des Trees is the primary fund-raising and public education event for the Tree Research and Education Endowment Fund (TREE Fund). But the Tour has also become known for its fun-loving, supportive group of men and women of all ages, who enjoy road biking, great scenery and making a difference in the future health and beauty of community trees. We’d love to share a SUPERIOR Tour des Trees experience with you—as a rider or a sponsor—next July!

For more information and a registration form, please visit www.tourdestrees.org or contact the new TREE Fund office in Wheaton, Illinois at 630-221-8127. You may also e-mail the TREE Fund’s Special Events Manager Lynn Day at lday@treefund.org.

TREEx Fund
Mission Statement
To identify and fund projects and programs that advance knowledge in the field of arboriculture and urban forestry to benefit people, trees and the environment.

Please circle 52 on Reader Service Card
Crabapple (Malus spp. Family-Rosaceae) is an ornamental tree with beautiful blossoms and fruits that add intrigue and visual impact to a landscape. Grown all over the country, its shapes consist of weeping (pendulous), rounded, spreading (horizontal), upright (columnar), vase-shaped, and pyramidal. Some cultivars are about 8 feet while others are 40 feet tall. Most cultivars when mature are about 15 to 25 feet. The versatile, crabapples make excellent choices as ornamental trees in homes, schools, parks, public and commercial buildings, and in highway plantings.

Healthy trees bear colorful single (five petals), semi-double (six to 10 petals), or double (more than 10 petals) flowers during spring. Double flowers last longer than single flowers. Depending on the cultivar, flowers come in different colors, white, yellow, pink, red, coral, etc. Foliage is equally beautiful.

Crabapples, unlike apples, produce small fruits (under 2 inches in diameter) in the summer and fall. However, healthy smaller fruits are beautiful with a wide range of colors – dark-reddish purples, red, orange, golden yellow and green. In some cultivars, fruits remain attractive even in the late winter, attracting birds. The larger fruited cultivars bear fruits that are used as spice or in jelly.

Crabapples offer greater visual impact during all four seasons than the any other fruit or flowering tree. As autumn arrives the vibrant colors of crabapple foliage and fruit transform a landscape to match an artist’s palette. The color of the fruit after the leaf fall is a feast to any sore eye. The snow of winter accents fruit, branches and tree shape. It is no wonder crabapples are considered “jewels of the landscape.”

Crabapples, unfortunately, are susceptible to insect damage and diseases. Crabapple scab is one of the deadly fungal diseases that defoliate trees and blemish fruits to a point where they lose their landscape value.

**Causative organism**

The fungus Venturia inaequalis causes scab on Crabapples and apples. Heavy rainfalls and high humidity are conducive to fungal infections during spring.

**Symptoms**

The fungus overwinters on infected leaves and fruits on the ground. When favorable conditions such as heavy rainfalls and high humidity occur, the fungus can infect leaves, petals, blossoms, fruits, pedicels and, less frequently, young shoots and bud scales. However, the most serious infection occurs on leaves and fruits. Moisture on leaves encourages the germination of spores (ascospores). As leaves unfold in spring, lesions first appear on the lower surface of infected leaves. Later lesions appear on the upper surface of infected leaves. The resulting leaf spots produce spores (conidia) that cycle and...
cause repeat infections (secondary scab).

Initially, velvety olive-green spots with feathery, indistinct margins appear on infected leaves. As an infected leaf ages, tissue-thickening, and leaf deformation may result. Under severe infections, young leaves may curl. Lesions may remain on the upper and lower leaf surfaces for the entire growing season; occasionally, the underlying cells turn brown and die, so that brown lesions are visible on both surfaces. The number of lesions per leaf may range from one or two to more than a hundred. The lesions enlarge, turn brown and become scabby. Enlarging lesions coalesce to cover the entire leaf surface to form a “sheet scab.” Sheet scab results in premature leaf fall. Infections of petioles and pedicels also result in premature abscission of leaves and fruit, respectively. Due to growth of a secondary fungus on the lesion in late summer or early fall, lesions may appear whitish.

Fruit infection may occur during any stage of fruit development. Mature fruit is less susceptible to fungal infection. Blossom blight and fruit drop result when infection occurs early in fruit development. Olive-green or brownish warty lesions or cracks appear on fruits when infected early in development. Malformed fruits are not uncommon. Fruit infections that occur in late summer or early fall are visible only when the fruits are in storage. Small rough circular black spots, “pinpoint” scabs, appear on the stored fruit.

**Disease cycle**

During the disease cycle, the fungus reproduces sexually as well as asexually. The male sex organs are antheridia and female sex organs are ascogonia. Asexual fruiting bodies, pseudothecium or perithecium, produce ascosporangia, and conidiophores produce conidia.

The fungus overwinters on leaves as pseudothecium or perithecium within which the fungus produces millions of microscopic infective ascosporangia. When rains arrive in winter, ascospores land on emerging leaves, blossoms and fruits. When temperatures are warm enough [70 F (20 C)] for spore germination, initial infection takes place on the wet surfaces within eight hours of spore germination, resulting in primary scab. The vegetative body of the fungus, mycelium composed of filamentous hyphae, penetrates the leaf or fruit tissues. The mycelium grow within the infected leaf or fruit tissues and produce secondary infective spores, conidia, on leaf surfaces. Splashing rain and wind disseminate the conidia on developing leaves and fruits. Conidia reinfest leaves or fruits to produce secondary lesions. Several secondary cycles of conidial infection may occur during a growing season, depending upon the frequency of infection periods and the susceptibility of host tissue. Severe infections, as mentioned earlier, result in defoliation. Within the infected tissues, the fungus reproduces sexually when male and female reproductive cells fuse together (fertilization) and the resulting zygote develops into a pseudothecium.

**Monitoring**

Orchard growers should work with Cooperative Extension Offices in their area to assess the situation with reference to the onset of ascospore maturity, and scab inoculum status during the previous year and in adjacent abandoned or commercial orchards, to make early-season scab control decisions. As the ascospore germination, primary infection, disease establishment within the tissues, development of conidia, etc. depend on wetness on leaf surfaces, and air temperatures during rainy seasons, a knowledge of infection period under various climatic conditions during wet springs would help to monitor the infection and assess the situation.

Examine leaf clusters all around the tree, and record the total number of clusters with scab lesions. More than one infected leaf cluster per tree means potentially damaging levels of crabapple scab for those planning to market the fresh fruits. One to 10 infected clusters represents a moderate risk, and more than 10 infected clusters represents a high risk for processing crabapples.

During mid season, continue monitoring for lesions on leaves of vegetative terminal shoots and on fruits. Examine a few shoots (about 8) and not less than 25 fruits/tree.
More than one infected fruit per tree is a potentially damaging level for marketing fresh fruits. After harvest, determine the percent of leaves infected and number of lesions per infected leaf on six terminal shoots from each sample tree after harvest and before natural defoliation begins. Greater than 0.5 percent leaves infected with an average of one lesion per leaf represents significant risk of early scab infection next season.

**Control: cultural controls**


When growing susceptible cultivars, rake and destroy infected leaves as the fungus survives winter on these. Do not put the infected leaves in compost. Prune to open the canopy for good air circulation and light penetration. When growing any of these susceptible crabapples, you have to use chemical controls. Apply a registered fungicide at pre-bloom (pre-pink to pink stage), petal fall, and then every seven to 10 days until dry weather. (Details are given under chemical controls.)

Grow disease-resistant cultivars such as ‘Adams’, ‘Baskatong’, ‘Callaway’, ‘David’, ‘Dolgo’, ‘Malus floribunda’, ‘Firebird’, etc. These scab resistant varieties may be susceptible to other fungal diseases.

Do not grow scab-susceptible crabapple cultivars or scab-susceptible apple trees in the vicinity of scab-resistant crabapple varieties. Check with local nurseries and cooperative extension offices for disease susceptibility or resistance in your area.

**Chemical controls: fungicides**

Several fungicides are available for the control of crabapple scab. These include fixed copper, Bordeaux mixtures, sulfur, liquid lime sulfur, soaps, and summer oil. When using a fungicide, take the following factors into consideration: weather conditions, period of infection (pre or post infection, primary or secondary infection, etc), time of application, fungicide effectiveness, potential hazards, etc.

Consult local cooperative extension services for the right choice of fungicides, and time of applications. Monitoring as mentioned earlier would help to determine the timing of a spray. Application timing is crucial in the control of scabs. Preventing early infection is the most important step toward successful control of later fruit infections. Once primary infections occur, it is difficult to prevent secondary fruit infections.

Follow a strict spray schedule – Protective or Post-infective (kickback or eradicant), or a combination of both types of programs. The protective schedule usually requires more applications. Spray as soon as spring arrives with emergence of blossoms and young shoots. Spray Captan or Dodine throughout the season until the overwintering spores on leaf surfaces are gone. The rate of growth of the host, weather conditions, and stability of the fungicide, etc. determine the interval between sprays.

Apply sprays as soon as susceptible tissue is exposed in the spring and every seven to 10 days throughout the season if scab is present on the leaves. Continue the spray schedule until all of the overwintering spores are gone. The rate of growth of the host, weather conditions, and stability of the fungicide are factors to be taken into consideration for spray applications. Fungicides such as Captan and Dodine (Dodine can also be used in a post-infective program) are examples of protective materials.

The post-infection approach to control requires accurate monitoring of orchard temperatures and length of time the leaves remain wet. It is imperative that the growers have access to accurate local weather information. When conditions are for scab development (when an infection period occurs), sprays are applied.

Fungicides that have post infection (kickback, reachback, or eradicant) activity indicate on their labels the maximum time
available to complete spraying after the beginning of the infection period. Fungicides that provide a short-term curative action on leaves that have already become infected are kickback or reachback fungicides. Consider the following when interpreting these times:

1. Maximum times available for eradicant fungicide activity are determined under optimal infection conditions. Extend the spraying under less favorable temperatures (the fungus requires longer wetness periods for infection at hotter or cooler extremes);

2. Times specified are given under the assumption that a high level of control is desired. In case you do not achieve complete control within the specified time, continue spraying beyond the specified time on the label.

Some of the newer systemic fungicides have excellent “kickback” activity but limited protective capabilities. Strictly follow label directions regarding spray intervals and information about tank mixtures of protectant and kickback-type fungicides.

When you use sulfur-containing compounds (Bordeaux, sulfur, liquid lime sulfur), apply within three weeks of an oil application or when temperatures are near or over 90 F. Use soaps or narrow range oil (superior or supreme) in a 1 percent to 2 percent solution with water.

Wear goggles, mask and protective clothing when using fungicides. Strictly follow label instruction for mixing, application and disposals. Store pesticides in their original containers. Keep them out of the reach of children, pets, and livestock. Prevent pesticide drift into neighbor’s property, stream, rivers, or creeks. Pesticide effluents will contaminate water, and enter the food chain, harm aquatic animals, livestock, animals and humans.

Keeping crabapple trees free of crabapple scab will help the trees keep their colorful blossoms and fruits, and help you keep your client.


Three great results from four new ingredients.

Doggett’s new tree fertilizer.

By adding humates, natural zeolites, a specialty dispersant and an anti-volatilization agent, Doggett has created a new and more powerful tree fertilizer. These new additions allow more nutrients to get into the tree system with little or no leaching from the soil. The result is a more highly utilized form of tree fertilizer that promotes good color, vigor and health for your trees, without pushing growth. It’s the latest addition from the company with the most widely used fertilizers on the market. For details on this product or any of our professional tree fertilizers and soil amendments, call 1-800-448-1862 today.

THE DOGGETT CORPORATION

1-800-448-1862
www.doggettcorp.com

Please circle 13 on Reader Service Card
They came to learn, network &

relax – St. Kitts style!

Educational seminars are the primary focus of Winter Management Conference. Here, Andrew Salvadore, safety compliance and training manager with Asplundh Tree Expert Company, kicks off safety day with a breakfast presentation on vehicle loss prevention programs.

A warm breeze and the smell of the sea greeted Winter Management Conference attendees as they arrived at the lobby of the St. Kitts Marriott Resort & Royal Beach Casino. The expectations generated by the best-attended conference in almost 20 years were high, and early reports confirm those expectations were exceeded.

A new all-inclusive format kept everyone busy for the week, from spouses to children to company owners. Another new twist was safety day, a full slate of sessions that started with a breakfast presentation, moved to a professional consultant’s advice on creating a safety culture, and ended with a panel discussion highlighting TCIA members who have built the type of programs others can admire. Other topics stressed examining the reasons some companies are successful while others struggle, pricing services, expanding profits, growing a small business, and achieving the bottom-line results everyone seeks.

TCIA also unveiled the new Certified Treecare Specialist Program (CTSP) to an eager audience that immediately grasped the need for a safety program that goes beyond training seminars, videos and manuals.

Individual highlights of the conference were as varied as the company owners and managers in attendance. For some, it was the chance to reflect on a successful year while searching for new ideas to drive sales in 2006. For some, it was recognition for a Safety Award or a congratulations for earning Accreditation. For some, it was the chance to bid on a round of golf in Hilton Head at the Voice for Trees political action committee dinner. For others, it was the opportunity to compare experiences with a company owner five years ahead in growing a business.

If you weren’t at WMC 2006, talk to someone who was. And, whether you were in St. Kitts or not, we hope to see you in Cancun in 2007!
State of the Association

State of the Association address given by Cynthia Mills, TCIA president and CEO, at the 2006 Winter Management Conference in St. Kitts in February.

It’s my favorite time of year, because I get to spend a week of quality time with you. Welcome and thank you for being here.

A few weeks ago, I veered from my personal habits quite by accident. I got up about 5:15 to exercise and have a daily devotion. I figure that I stand a much better chance of success each day working with you if I am physically and spiritually prepared for the day before the mental challenges start flying at me.

I arrived at work on this particular morning and realized I had steamrolled right past my quiet time and so I picked up a devotional that the Board at my last job had given me that I keep at my desk. And again, quite by accident – or maybe not so much – I turned to a page that gave me this:

“In the Far East, the people plant a tree called the Chinese bamboo. During the first four years, they water and fertilize the plant with seemingly little or no results. Then, the fifth year they again water and fertilize – and in five weeks’ time the tree grows 90 feet in height! The obvious question is: did the Chinese bamboo tree grow 90 feet in five weeks, or did it grow 90 feet in five years? The answer is: it grew 90 feet in five years. Because if at any time during those five years the people had stopped watering and fertilizing the tree, it would have died.”

When I read this, I knew I had been given the words to describe to you what has happened with TCIA since we last gathered at Los Cabos.

If you recall, I said to you then, “I want to remind you that being the Voice of the Tree Care Industry is not a one-time investment or accomplishment. It’s a slogging, hard, continuous, in-your-face investment of repetition, presence, and time – some regular watering and fertilizing.”

I also said, “This dream is not an easy dream; nor is it short-lived. It will be different in five years. It will be significantly different in 10. It will be stunningly different in 20 – and it’s not going to be different due to the normal rate of change. We’re making it different.”

Well, you couldn’t have proved me more right! The watering and fertilization that you have given in the last five years as an industry has really made it different – we grew 90 feet in 2005.

We all know that this didn’t just happen in 2005. When I first spoke to you from this podium seven years ago, I didn’t have a clue what lay in front of us to tackle as a team. But tackle it we have, and we have emerged from what was a very chaotic time in our trade association’s history into one of the most focused, productive, credible and giant leaps forward that we could ever have predicted.

In the first three to four years of my tenure, you really watered, fertilized and lovingly tended the dream of a different future. Most importantly, you believed and you kept the faith with it. During the last three years, while the maintenance care continued, the bamboo was definitely preparing for its growth spurt that led us to the 90 feet leap this past year.

When I wrote the year-end report for the Board, frankly, it made me tired. Let’s hit the highlights of our growth spurt.

Our first Outcome of the Transformation of the Industry resulted in the creation of our Accreditation program. Its purpose is to give consumers a way to identify qualified tree care companies and to put best business practices in place to aid development of all companies.

In just the first year, we have had more than 800 companies expressing interest in the program. In the last five weeks alone, Bob Rouse has completed 10 site visits. We have 46 accredited and another 65 companies working toward their site visits – 111 companies are now in the program.

The Society of Municipal Arborists is so supportive of our work that they gave us a grant they had received to revise our own Accreditation program. They plan to include in their standard that accredited municipalities should hire accredited tree care companies. Our marketing has now been blended, and their Accreditation logo plays off of ours.

Accreditation only begins to have leverage when the consumers start acting on it. The Better Business Bureau recognized our program and created a joint consumer brochure with us. Just recently, one of the BBB Branches called TCIA to purchase their copies of the brochure. In addition, the launch of our Internet-based consumer marketing campaign created over 2 million consumer impressions in eight months, and 20,000 consumer interactions.

Success is breeding success. We will recognize companies who are driving our industry to increased credibility later this week at the Awards Breakfast.

Our second Outcome is measurably improving Safety for the tree care industry.

You will hear during our first Safety Day, and at the Awards Breakfast later this week, how some companies who have led safety initiatives internally have achieved tremendous success. These companies, and many others, have generously contributed the time of their safety professionals to TCIA’s Safety Committee and the development of products and services over the years.

And while, the industry could never thank them enough – what is key to their companies is actually THEM. The fact that these companies have dedicated resources solely to safety personnel and to driving a safety culture throughout their companies – that is the key. And while they may not yet have their accident rates at that elusive zero level, they are making significant progress.

It’s the key we have been missing as an industry for so long. This has led us to the launch of the tree care industry’s Certified Treecare Safety Professional program. It’s the magic that we have been looking for. Regulation, citations, videos, workbooks – none of those things are going to change the safety record in our industry until we join the ranks of other industries that have safety certifications and help develop safety cultures in each company. It is the environment that is created by trained professionals who coach – not police, but coach – a safety culture development throughout their organizations every day, with the all-important support of management for the investment in this new environment.

What I am so very, very proud of is the way that this industry has acknowledged its challenges and is stepping up to the plate to tackle them head on. There is going to come a day when we are no longer in the top 5 list of OSHA’s headlines, because we did something different – not because regulation changed.

And then, there is going to come a day when we aren’t in the top 10, or the top 15, or even on their radar. You see, you’ve already proved to me that if we state a dream, you can make...
it happen. Look at what you’ve done the last seven years – and don’t tell me that it’s not possible.

You see, I have no interest whatsoever in us being called on the carpet like the attorney general is doing in the state of Connecticut with another industry. He has decided, and I quote from the Associated Press on Feb. 4, “If conscience and good business practices are not enough to make Connecticut trucking companies comply with safety regulations, Attorney General Richard Blumenthal hopes the threat of public humiliation will do the trick. Blumenthal called yesterday for state officials to create a ‘Hall of Shame,’ a list to be posted online along with all safety violations logged against every commercial truck and trucking company in Connecticut.”

Many times when I first arrived, I had people telling me that we needed more media coverage. I blanched at the idea and said that Connie Chung was the last person I wanted in my office. Remember what she did to the Girl Scouts a few years ago over their cookie sales? And nobody needs to be reminded of what has happened with the mining industry recently. We needed a way to clean up our own backyard before we went after more media coverage.

And with the progress you are making on credibility through Accreditation and the Certified Treecare Safety Professional, we now have a way to respond to inquiries about our industry. Yes, we have challenges, and yes, the industry has stood up, taken responsibility for those challenges and is making tremendous changes for the better. The people in this room are leading the way.

My dream is to see this industry held up as the example of what a credible industry can do to change the public’s perception, to change the government’s perception, and most importantly, to change the reality of people who are employed in this industry.

Accreditation wraps our best business practices together and gives every tree care company the structure it needs to run a legal, well-operated business. The Certified Treecare Safety Professional provides you with the training to help you put the culture in place to run a legal, well-operated business. The Certified Treecare Safety Professional provides you with the tools needed to engage in the state of Connecticut.

Along with CTSP this year, we tackled safety on a number of other fronts. With a Susan Harwood Grant from OSHA, we trained over 2,300 arborists in electrical hazards awareness. We developed a safety alert template and began distributing important information digitally and much faster to our members, including the ability to share “lessons learned” on recent accidents and fatalities.

We recognized that our structure of the past needed revamping in order to crank out more safety materials, more quickly to support the CTSP program. So instead of one safety committee meeting three times per year, we now have seven task forces focused on specific deliverables that will be working with us throughout the year on everything from crane best practices to updating existing materials to doing research and development on the next iteration of safety products and services that need to be created.

We finally launched the joint TCIA and OSHA Web site completing our first two-year alliance with them and have begun negotiations on our second alliance. New products were released and Treeworker went back in print as a member service to every company.

Most importantly, our Industry Illness and Injury survey was improved and is available online. Now, in order to stay accredited, all tree care companies must participate in our compilation of industry data so that the industry has its own reliable internal information to rely upon as we track our progress; not just government data from companies with 40 or more employees, which we know is not the majority of the universe of tree care companies.

We are going to keep people whole and alive. Thank you for your commitment to keep working with us.

In our 3rd Outcome, the tree care industry desired that government come to us, to seek our advice and counsel, as a source of industry standards and as a partner in legislation and regulation.

First, we had to prove that we were serious about our own issues to build credibility - establishing best business practices and instilling a safety culture in every tree care company is our commitment to our industry and to the public. We are well on the road in these two areas, and we will continue to raise the bar for this industry with diligence.

Now, government can begin to come to us with confidence that we are a responsible industry of professionals to whom they can entrust themselves to receive credible information in the work that they have to do. Remember that while our experience of them in the past may be from what felt like a negative regulatory environment, they also had a job to do, and we weren’t doing our job well. Now, they see the effort.

With the first OSHA Alliance, Peter Gerstenberger was inundated with calls from across the nation after attending the Compliance Assistance Conferences. The compliance assistance officers were in dire need of accurate information and were hungry to get it from a source they perceived to be credible. This has enabled us to educate government personnel around the country and has been of great help when incorrect citations have been made.

In addition, we are now on a first name basis with the head of OSHA, Jonathan Snare. He responded personally to my e-mail announcing our CTSP launch and congratulated us on this step forward.

We also have a similar relationship with Ed Foulk, who will most likely be confirmed as the new head of OSHA later this spring. Our Washington lobbyist, Josh Ulman, whom many of you met at the Legislative Conference in July, will be with us for the VFT-PAC event on Wednesday night. He is a personal friend of Ed’s, and we were able to communicate with him regarding our willingness to consider a separate arboriculture standard in time for him to consider including that as a positive part of his hearing testimony.

In December, we met with Mr. Snare and Richard Fairfax’s team to give direct insight into their work to issue a new arbor occupations directive, which is attempting to tackle some of the logging and arboriculture issues that have haunted us for years.

And that’s just OSHA. As I mentioned, TCIA held our first Legislative Conference and partnered with ANLA and PLANET to increase the voice of the green industry on The Hill. For the first time, our industry made a concerted effort to represent itself from across the nation as a credible multi-million dollar industry that was due respect and consideration by the nation’s law-makers.

With the launch of our Political Action Committee, we raised over $70,000 last year to begin controlling our own destiny; of which $30,000 was just approved for distribution in a key election year. Now, you may wonder what this all means in light of the Abramoff world. Yes, there is posturing, great sputtering and
Since 1938,
TCIA Has Been Watching Out For You!

JOIN FOR $270
AND RECEIVE A NEW MEMBER KIT VALUED AT $500

JOIN TODAY

MEMBER BENEFITS:
• Increase Your Customer Base and Profits
• Access Industry Trends, Rules, and Regulations
• Lower the Cost of Training Employees
• Influence Lawmakers and Protect Your Business
• Expert Arborist Advice and Consultation
• Business Distinction with TCIA Accreditation
• Brand Name Supplier Discounts
• 24-Hour Accident Injury Line

Over 60 years of tree care business and safety education is only a phone call away! Throughout the evolution of TCIA (formerly known as National Arborist Association), we have compiled a vast number of Business Management and Safety resources to help your company grow and keep your employees safe.

Your TCI Magazine subscription is not an indication of TCIA membership. In fact, you might be missing out on all the other great benefits that TCIA has to offer our members.

For a $270 investment, your company will receive a comprehensive package of business management and safety resources (valued at over $500). Your colleagues have been part of TCIA’s past – now is the time to become part of TCIA’s future.

To learn more, call TCIA today at 1-800-733-2622 or visit www.tcia.org.
fainting spells, but if you think Washington is not going to be run by money within our life times; that’s a bet I’m happy to make with you.

TCIA is also being recognized as a player by other industries and is being invited to the table. Through our alliance with EEI, the tree care industry received an exemption on the Hours of Service. EEI then invited us back to the table to be part of their working groups, as we explored our options on submitting comments on the revision to 29CFR 269 (OSHA line clearance tree-trimming standard). With direct access to the standard’s author, David Wallis, we were able to understand from the inside what OSHA was looking to accomplish, and to have dialogue with the utility companies and the unions to understand what positions they may take in opposition to us, which allowed us to frame our remarks appropriately and most effectively.

To give you an idea of everything else I don’t have time to talk to you about this morning, aside from Congress, OSHA, and DOT, TCIA was involved in some way, shape or form with 21 States, D.C., and Canada in 2005. Is that an increase in TCIA’s voice? You bet it is.

I’m going to abbreviate Outcome 4, which has to do with increasing our measurable brand. From a Day of Service at Old Congressional Cemetery in conjunction with the Legislative Conference to a new Web site to enhanced marketing to enhanced meeting experiences to over 2 million readers tracking to TCIA press releases in only four months to receiving two national awards for marketing and business management pieces and the innumerable road trip miles of TCIA’s staff, our brand is exploding across the country. We don’t get many questions about who TCIA is.

And on to Outcome 5 – Partnering with Associate members to build stronger markets between consumers, credentialed tree care companies, and Associate Members.

TCIA’s associate members are our backbone. They are also a great part of the legacy that has enabled TCIA, particularly in the last 16 years, to create a nationally-respected trade association for this industry.

They were there when TCI magazine was launched, which still gives us a platform to reach and influence more than 27,500 readers every month. They stepped up to the plate again when TCI EXPO was created. And today, they have given us record-breaking EXPOS in the last two years as we’ve tested new locations and expanded the attendee experience, as we did in Columbus. We were sold out for Baltimore in January and are taking a waiting list for yet another hall, as we did in Columbus.

To honor the full partnership that our associate members have given this industry and to take full advantage of the business acumen that they have to offer, TCIA’s Board of Directors did something quite extraordinary in the association world. They proposed a bylaw to fully integrate our associate members into the leadership of the trade association, allowing the associate director to be eligible to become chair of the Board. What I want you to know about this in particular is that this is unheard of in the trade association world. In most associations, this would cause a chaotic upheaval and rejection in no uncertain terms.

This is one of the evolutions that I am most proud of about this industry. As a membership, you voted for that change. Once again, you are leading the nation in cutting edge courage and risk-taking to take this industry where others are afraid to go. You see the wisdom of bringing your partners fully to the table and recognize what they have to offer as the tree care industry continues to shape its destiny. I am so proud of all of you.

TCIA also took another step to ensure that our associate members have the same sense of full membership that the rest of our members do by hiring a staff person dedicated to seeking meaningful partnerships with them every day. Together, Kim Anastasiou and our associate members communicate regularly and work to develop creative solutions that make membership in TCIA a unique experience. In addition, we have created a Partnership Committee that includes TCIA active members to work with Kim and associate members to maintain a sensitivity to their needs and to fully engage everyone in seeking a fruitful relationship.

One of the first things that Kim did upon her arrival at TCIA was to totally revamp the Partners Advancing Commercial Tree Care program. She moved it from, as she would say it, “sponsoring eggs” to becoming a foundational partner for our Transformation of the Industry.

We no longer manage a sponsorship program, where we ask our associate members every few months to support an activity. We are partnering with our associate members in the future of the tree care industry in such a way that their recognition for that encouragement and vote of confidence is something that is fully integrated into TCIA.

We are also pleased to say that a number of tree care companies that have annually provided activity sponsorship have also decided to be a part of our new PACT partnership program.

While we are continuing to build ongoing relationships with any and every associate and active member that wishes to be a part of this program, today we are proud to announce our Founding Partners in this new venture to support the Transformation of the Industry. The best part of my job today is surprising our associate members, and a few active members, by saluting them and celebrating their vote of confidence in the future of the tree care industry. They have committed to helping us grow 90 feet every year.

Would you please come forward when I call your name, and remain here at the podium until all of our PACT Partners have come forward? I’d like to ask the audience to hold the applause until everyone has been recognized.

Beginning with our Seed Level Partners:

Buckingham Manufacturing represented by Jim Pennefeather

J.J. Maugt Company represented by Nate Dodds

Wright Tree Care represented by Scott Packard

The F.A. Bartlett Tree Experts represented by Robert A. Bartlett Jr.

Unable to be with us today but both longtime supporters:

Fanno Saw Works, thank you to Rob Fanno, and,

SawTree, thank you to Dane Buell and Daniel Van Starrenburg

At the Root Level:

Bandit Industries represented by long-time NAA/TCIA supporter and friend, Jerry Morey

And at the Crown Level, contributing $20,000 or more to the Transformation:

Vermeer Manufacturing, the very first associate member to commit to a new partnership, represented by Chris Nichols, this year’s Associate Member Committee chair

Altec Industries represented by Tony Gann, TCIA Board member

Husqvarna represented by David and Barbara Zerfoss and John Marchionda

Before we thank our partners, I also want to make you aware of a personal contribution that Dave made to TCIA, which is directly related to our present Transformation journey.

Back in the mid-'90s, Dave shared the ben-

Beginning with our Seed Level Partners:

Buckingham Manufacturing represented by Jim Pennefeather

J.J. Maugt Company represented by Nate Dodds

Wright Tree Care represented by Scott Packard

The F.A. Bartlett Tree Experts represented by Robert A. Bartlett Jr.

Unable to be with us today but both longtime supporters:

Fanno Saw Works, thank you to Rob Fanno, and,

SawTree, thank you to Dane Buell and Daniel Van Starrenburg

At the Root Level:

Bandit Industries represented by long-time NAA/TCIA supporter and friend, Jerry Morey

And at the Crown Level, contributing $20,000 or more to the Transformation:

Vermeer Manufacturing, the very first associate member to commit to a new partnership, represented by Chris Nichols, this year’s Associate Member Committee chair

Altec Industries represented by Tony Gann, TCIA Board member

Husqvarna represented by David and Barbara Zerfoss and John Marchionda

Before we thank our partners, I also want to make you aware of a personal contribution that Dave made to TCIA, which is directly related to our present Transformation journey.

Back in the mid-'90s, Dave shared the benefits of strategic planning as a process at a Board meeting. It was this meeting that was the first turning point for then NAA’s Board in evolving into its present strategic policy-setting Board governance style. I have personally thanked Dave before for his leadership and the impact that he made on this industry. I have never had the opportunity to do so publicly. So Dave, thank you for being personally instrumental in setting TCIA on the path that has led us to Transforming the Industry.
What does the TCIA logo symbolize when it is displayed on your trucks, equipment, business cards, yellow page ads, brochures, Web sites and other materials? It means that:

1. You are part of TCIA’s commitment to transform the industry, which includes educating consumers, improving safety, being the voice for the industry for the government and other stakeholders, and building stronger markets between industry suppliers and commercial tree care companies – our Associate Members and Affinity Partners help you do that.

2. Your company is making an investment to stay informed about the latest trends, regulations and industry happenings – through the Reporter newsletter and Tree Care Industry magazine.

3. You are working to build a culture of safety within your company – with the Certified Tree-care Safety Professional (CTSP) program, TreeWorker newsletter, Tailgate Safety, EHAP training, TCIA safety training products, etc.

4. You believe there is value in networking and learning from your colleagues and peers – through the membership directory, mentors, TCI EXPO and Winter Management Conference.

And now, I’d like to ask you to please honor the commitments of these Founding Partners in our new PACT program to forward the Transformation of the Industry. I’d like to end by sharing something with you. When I came to you seven years ago, I was clear with the search committee that it was probably for three to five years – about the average of most association projects; which was why I viewed this opportunity.

Most not-for-profit CEO’s dream about the professional opportunity that speaks to their hearts; provides tremendous job satisfaction; and becomes a professional home. The criteria for that usually includes a Board of Directors that is courageous and risk-taking; Board members that leave their egos at the door and work for the greater good of their profession/industry/cause; a staff of tremendously competent professionals who keep growing professionally and keep surprising you with their talent – not to mention their fortitude; members who buy into a vision of exceeding their own expectations of a different future; and enough money to make it all happen. Note I mentioned “dream” – rarely does this even begin to approach reality.

Never in my wildest dreams when I dragged my husband John away from our swimming pool in Georgia to the ice skating rinks of New Hampshire did either of us ever imagine that I would find a professional home with the tree care industry and that we would call New Hampshire home.

What I want you to know is that you have spoiled me. I have had other job offers come my way – the big high-faluting D.C. job – a couple of them actually – and somehow I just can’t seem to tear myself away from the most progressive, interesting, job-satisfying experience of my career.

You may not know it, but you are looked to as a model organization in governance, reinvention, cutting-edge leadership, and bold initiatives.

I have believed in you, and in return, you’ve made my career by engaging so eagerly in your desire to Transform the Industry. It’s an honor to partner with this Board. It’s a privilege to work with my staff team. It’s a pleasure to walk toward the Transformation with you.

Thank you for your courage; thank you for your support; and thank you for growing 90 feet in 2005.

TCIA gets serious about logo violators

W

You believe that TCIA offers valuable business content to help your company grow and be successful – TCIA’s Online Business Management Guides and monthly Tree Care Manager e-newsletter.

We are making huge strides in the industry and hopefully you are taking advantage of every benefit that is offered through your association. Everything we do is designed to keep you and your employees safe, help your company move to the next level, and educate the public on the value of the services you provide to communities and the environment.

Because we know the value of membership and what the TCIA logo symbolizes, we are committed to cracking down on companies that are illegally displaying the member logo. TCIA has worked closely with our attorney to create a detailed process for handling non-member logo violators. The basic process will include the following actions:

1. TCIA receives notification from members and/or consumers that a company is illegally displaying the membership logo (membership can be verified on TCIA’s online consumer search).
2. TCIA receives physical proof that the company is illegally displaying the logo (yellow page ad, Web site link, letterhead, etc.).
3. TCIA notifies the company via telephone and in writing (certified mail) that they have 30 business days to remove the logo from all materials – or to join TCIA. They will be given detailed instructions on the actions we will take if they do not comply.
4. If the company complies with our request and provides proof that all logos have been removed or joins TCIA, the case is closed.
5. If the company does not comply with TCIA’s request and continues to illegally advertise membership with TCIA:
   a. The company’s name will be displayed in a listing on the home page of www.treecareindustry.org as a logo violator who is falsely advertising their membership with TCIA.
   b. TCIA will file an official written complaint with the Better Business Bureau.

A detailed outline of the logo violator reporting process and procedures can be found at www.treecareindustry.org/logoviolators.htm.

If you would like to report a logo violator, please fax or e-mail the information to grant@treecareindustry.org.

If you have any questions regarding the logo violator reporting process, please contact Joe Grant, CAE, vice president of Membership Experience at 1-800-733-2622.

We are confident that this will be one more step in the transformation and that together we are raising the bar for the industry. It’s time for companies to step up to the plate.
Some trees worth more dead than alive - mate!

Reuters reported in March that perpetrators are killing trees, using poison and other means, in the dead of night in the suburbs around Sydney, Australia, presumably to improve nearby real estate values.

"Homeowners (are) seeking to increase the value of their land by adding or improving views of the city’s world-famous harbor and beaches," according to the Reuters report.

"In some of the worst cases entire groves of mature trees have been poisoned to give uninterrupted views to nearby waterways," Bob Debus, state environment minister, wrote in a letter to the head of a local government association, according to Reuters. The government of New South Wales wants to strengthen laws against the tree vandalism, including increasing fines to $1 million Australian (about USD $741,000).

"The vandals most commonly bore large holes into the trunks of trees and fill them with herbicide and other poisons, chop them down with axes or ‘ring-bark’ them by cutting away strips of bark around the tree stem, ensuring a slow death," the report said. Targets in one community included “more than 75 native banksia, melaleucas, eucalyptus and other introduced species.” In other areas, “dozens of huge mature fig trees, casuarinas and peppercorn trees have been destroyed.” In some cases, after destroyed trees have been replaced, the new saplings were then ripped from the ground.

Because Green Matters scholarships available

Two deserving students in a green industry related field will each be awarded $2,500 scholarships from Project EverGreen’s new Because Green Matters Scholarship Program. The scholarships are open to undergraduate college students pursuing a career in the green industry and will be given in 2006.

To qualify, students must major or minor in a green industry related field such as horticulture, arboriculture, urban forestry, plant sciences, botany, agronomy, plant pathology, water management, etc.

Eligibility, as determined by a committee made up of members of the Project EverGreen Board of Directors, extends to two- and four-year program students attending institutions that offer turf, landscape, arboriculture, urban forestry and golf management curriculums. Applications are due June 1, 2006, and may be downloaded from www.projectevergreen.com.

Green industry has big impact on U.S. economy

A fairly new publication, “Economic Impacts of the Green Industry in the United States” (published June 3, 2005, out of the University of Tennessee and University of Florida), summarizes the economic impact of various green industry businesses.

The publication was pointed out to TCI by Phillip Rodbell, program manager of the National Urban and Community Forestry Advisory Council. The report can be accessed at http://edis.ifas.ufl.edu/FE566.

The report discusses the urban forestry sector within the green industry. Value of landscape tree care services was $9.92 billion in 2002; nursery and greenhouse including Christmas trees, $4.6 billion; and jobs totaling 259,224 nationally.

Other summary excerpts include:

- Economic impacts for the U.S. environmental horticulture industry in 2002 were estimated at $147.8 billion (Bn) in output, 1,964,339 jobs, $95.1 Bn in value added, $64.3 Bn in labor income, and $6.9 Bn in indirect business taxes (Table 1).
- For the production and manufacturing sectors, including nurseries/greenhouses, lawn and garden equipment manufacturers, and greenhouse manufacturers, total output impacts were $34.6 Bn, employment impacts were 300,677 jobs, and value added impacts were $20.8 Bn.
- For the horticultural services sectors of landscape services and landscape architects, total output impacts were $57.8 Bn, employment impacts were 753,557 jobs, and value added impacts were $39.0 Bn.
- The largest individual sectors in terms of employment and value added impacts were landscaping services (704,875 jobs, $35.6 Bn), lawn and garden stores (347,916 jobs, $14.8 Bn), nursery and greenhouses (261,408 jobs, $18.1 Bn), florists (200,451 jobs, $4.0 Bn), and building material supply stores (123,591 jobs, $6.5 Bn).

In addition to these monetary and employment impacts of commercial activity in the environmental horticulture industry, the report says, various studies have shown that well-landscaped homes, with appropriate tree canopy, may have a 7 to 11 percent premium in value compared to similar properties without such landscaping. Furthermore, urban forests have other non-monetary or non-market economic and environmental impacts, including energy savings for building heating and cooling, reduction of atmospheric carbon dioxide, improved air quality, and reduction of stormwater runoff.
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Air Spade/Concept Engineering</td>
<td>26</td>
<td>29. Northeastern Logger’s Association</td>
<td>22</td>
</tr>
<tr>
<td>2. Almstead Tree &amp; Shrub Care Co.</td>
<td>63</td>
<td>30. Opdyke, Inc.</td>
<td>21</td>
</tr>
<tr>
<td>3. Alteco Industries Inc.</td>
<td>11</td>
<td>31. Payeur Distributions, Inc.</td>
<td>53</td>
</tr>
<tr>
<td>4. Altmanats, Inc.</td>
<td>10</td>
<td>32. Petro-Canada</td>
<td>Inside front cover</td>
</tr>
<tr>
<td>5. Arborjet Inc.</td>
<td>39</td>
<td>33. Plant Health Care, Inc.</td>
<td>36</td>
</tr>
<tr>
<td>6. Arborwear, LLC</td>
<td>31</td>
<td>34. Pro Tool Industries, Inc.</td>
<td>49</td>
</tr>
<tr>
<td>7. Autumn Tree Care Experts, Inc.</td>
<td>62</td>
<td>35. Rainbow Treecare Scientific</td>
<td>tipped to 17</td>
</tr>
<tr>
<td>8. Bailey’s</td>
<td>46</td>
<td>36. Rapco Industries, Inc.</td>
<td>54</td>
</tr>
<tr>
<td>10. The F. A. Bartlett Tree Expert Company</td>
<td>60</td>
<td>38. Red Wing Shoe Company</td>
<td>12</td>
</tr>
<tr>
<td>11. Beaver Squeezer Grapple, LLC</td>
<td>60</td>
<td>39. Royal Truck &amp; Equipment, Inc.</td>
<td>27</td>
</tr>
<tr>
<td>12. Bishop Company</td>
<td>42</td>
<td>40. SavATree</td>
<td>61</td>
</tr>
<tr>
<td>13. Border City Tool &amp; Manufacturing Co.</td>
<td>61</td>
<td>41. Schodorf Truck Body &amp; Equipment Co.</td>
<td>62</td>
</tr>
<tr>
<td>14. J. P. Carlton Company</td>
<td>1</td>
<td>42. The Silky Store, LLC</td>
<td>20</td>
</tr>
<tr>
<td>15. Central Boiler</td>
<td>53</td>
<td>43. Southco Industries, Inc.</td>
<td>66</td>
</tr>
<tr>
<td>16. Doggett Corporation</td>
<td>71</td>
<td>44. T. H. Glennon Co., Inc.</td>
<td>34</td>
</tr>
<tr>
<td>17. Fanno Saw Works</td>
<td>48</td>
<td>45. TCI EXPO</td>
<td>17</td>
</tr>
<tr>
<td>18. Fecon, Inc.</td>
<td>7</td>
<td>46. TCI PACT</td>
<td>55</td>
</tr>
<tr>
<td>19. G &amp; A Equipment, Inc.</td>
<td>59</td>
<td>47. TCI Accreditation</td>
<td>45</td>
</tr>
<tr>
<td>20. Giuffre Brothers Cranes</td>
<td>14</td>
<td>48. TCI Membership</td>
<td>75</td>
</tr>
<tr>
<td>21. Husqvarna Forest &amp; Garden Co.</td>
<td>43</td>
<td>49. Terex Utilities</td>
<td>Inside back cover</td>
</tr>
<tr>
<td>22. I.M.L.-Instrument Mechanic Labor, Inc.</td>
<td>28</td>
<td>50. Teupen America</td>
<td>13</td>
</tr>
<tr>
<td>23. Jameson, LLC</td>
<td>49</td>
<td>51. Tree Care Industry Association – Tailgate</td>
<td>47</td>
</tr>
<tr>
<td>24. Land Restoration Services</td>
<td>79</td>
<td>52. TREE Fund</td>
<td>67</td>
</tr>
<tr>
<td>25. Loftness/US Attachments</td>
<td>63</td>
<td>53. Tree Tech Microinjection</td>
<td>34</td>
</tr>
<tr>
<td>26. Mainka Enterprises, LLC</td>
<td>19</td>
<td>54. Trees, Inc.</td>
<td>64</td>
</tr>
<tr>
<td>27. J.J. Mauget Company</td>
<td>35</td>
<td>55. Versalift, Time Manufacturing Co.</td>
<td>15</td>
</tr>
<tr>
<td>28. Morbark, Inc.</td>
<td>3</td>
<td>56. Vitamin Institute</td>
<td>Back cover</td>
</tr>
<tr>
<td>29. Nelson Tree Service, Inc.</td>
<td>58</td>
<td>57. West Coast Shoe Co.</td>
<td>44</td>
</tr>
<tr>
<td>30. NESCO Sales &amp; Rentals</td>
<td>38</td>
<td>58. Western Tree Equipment &amp; Repairs</td>
<td>54</td>
</tr>
</tbody>
</table>

* Please circle this number on the Reader’s Service Card for more information.

---

**Please tell these advertisers where you saw their ad. They appreciate your patronage.**

---

**J.P. Carlton SP7015TRX Stump Grinder.**

Wireless remote control.

60HP Deutz Turbo Diesel.

68 hours, like new.

Will fit through a 36’ gate.

[Private Sale]

![Image of J.P. Carlton SP7015TRX Stump Grinder]

**$36,500**

678-431-3900

Please circle 60 on Reader Service Card
City Forester Meets Cat Woman

By Brian Colter

A city forester goes to school to obtain the tools needed to become effective at his job. Thus, the curriculum includes dendrology, urban forestry, arboriculture, etc. Once in the real world, however, it becomes apparent that skills in other disciplines are needed.

For example, I was trained to be able to diagnose Dutch elm disease, but failed to take any psychology course that could help me “comfort” the grieving homeowner when I inform her that the 80 year old American elm in front of her house must be cut down.

Roles such as educator, administrator, politician, historian, as well as the above-mentioned psychologist are involved in a city forester’s daily routine. However, one day last year I played my most peculiar role: that of an animal rescuer.

It was a hot August afternoon. The phones were ringing all day with resident requests, comments and questions. It was shaping up to be a bad year with the emerald ash borer sweeping through our community. The annual elm casualties were starting to mount, too. Then a phone call got through to me at my desk. The woman was crying, “Please, you have to save my kitten. It went up our tree 4 hours ago and is getting weak.” A cat, in a private tree, on a very hectic day? I said, “No” immediately and quite frankly, wasn’t very sympathetic either. She continued to plead saying that she’d called private contractors and was willing to pay, but the tree was in a remote corner of the yard and a bucket truck couldn’t get close to it. I gave her the phone numbers of a few climbers I knew and answered another call.

The work day ended and I gave out a sigh of relief as I kicked my feet up on my desk. I began to discuss the day’s events with my friend the building inspector when my cell phone went off. It was the cat lady. A sympathetic coworker committed the cardinal sin and gave her my cell phone number. I’d deal with that later. “Want to help me save a cat?” I asked the inspector. Off to the cat mobile we went.

When I got to the scene it was obvious why other’s had balked at the job. A tall, skinny tree, over fences, wires – and a screeching kitten to corral. I strapped on my gear and climbed. When I got to the cat, it was very weak and wedged in branches. While I was skeptical at first (assuming the cat would climb down on its own volition eventually) I do think it would’ve died. I slowly reached for it, let it smell my hand, then gently grabbed her and put it in my rope bag which I lowered to my friend. The homeowner gratefully offered me money, which I refused, but she did send me a very, very nice thank you card later.

Call Back on Spider Sniffing Tale

I just reread the spider sniffing article (“The Fine Art of Spider Sniffing,” From the Field, TCI March 2006) and saw that you edited out a critical part, that being the sentence instructing the sniffer to hold his flashlight on the side of his head at eye/ear level. The drawing shows him holding the flashlight out in front of his body. You’ll never see the (spider) eye reflections at this angle. The light must come directly “out of your eyes” to be reflected back into your eyes, thus the flashlight must be up against your temple.

If you could make a correction I would appreciate it greatly.

Steve Sandfort
Hamilton County, Ohio

TCI will pay $100 for published “From the Field” articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 3 Perimeter Road, Unit 1, Manchester, NH 03101, or staruk@treecareindustry.org.
What does it take to bring you equipment that works where you do? Equipment with superior design? Equipment that does the job for you again and again?

It takes a team of people that reach higher to find ways to make your job easier and your life better. It takes people who stand behind your equipment long after the sale. It takes the team from Terex Utilities.

Please circle 49 on Reader Service Card

Get more information on Terex Utilities’ hard-working line of commercial equipment. Call 1.800.982.6975, or visit online at www.TEREXUTILITIES.com
24 GROWERS ADDED SUPERTHRIVE™ TO (Not instead of) 24 FERTILIZERS
UNIQUE EXTRA LIFE — EXTRA GROWTH: "IMPOSSIBLES" MADE EASY.

EXTRA LIFE for YOUR:
1. INDOOR PLANTS: To See MORE NEW FLOWERS and LEAVES, HEALTHIER, STRONGER — MORE BEAUTIFUL
2. OUTDOOR PLANTS: To START NEW ROOT and FOLIAGE ACTION, SHOOTING DOWN, UP and HILARIOUS, INCREASE
3. BARE ROOTS: To ROOTING, MORE FLOWERS, LONGER and MORE BEAUTIFUL
4. FLOWERING: To PLANT THEM ALL SAFELY, UNICORNLY — and GROWING MORE STRONGLY
5. SEEDLINGS: To GET TWICE THE MORE YEARS' GROWTH IN ONE
6. TREES: To START THEM VIGOROUSLY, BEAUTIFUL, FLOWERING BLOOMING
7. FRUITING: To GET FRUITING earlier, HEAVIER, BEARING
8. BULBS: To Help GERMINATION Percentage and SPEED EARLIER, BETTER YIELDS, including Vegetables
9. SEEDS: To Make QUICKER, deeper, Tougher TURF from SEED, SOIL, Steels, Springs, HYBRID seeding
10. LAWNs: To Make QUICKER, deeper, TOUGHER TURF from SEED, SOIL, Steels, SPRINGS, HYBRID seeding
11. HYDROPONICS: To START EARLIER and HARDIER, Dịch vụ BLOODING
12. PROPAGATION: To PROGRESSIVE, COMPETITIONS
13. HYDROPONICS: To PROPAGATION, HARDIER, HIGHER
14. FIELD CROPS: To PROGRESSIVE, COMPETITIONS
15. FUNDS: To ENVIRONMENTAL, HYDROTHERMAL
16. TISSUE CULTURE: To IMPROVEMENT, WATER GARDENS

THE UNIVERSAL PLANT ACHIEVEMENT OF ALL TIME

UNCHALLENGED 65 YEARS; Greatest Guarantee-Offer PROOF ever! $5,000. GUARANTEE to be World CHAMPION

BILLIONS-PROVEN EXTRA-LIFE-MAKER
WORLD'S FAIR HORMS #4 Gold Medal TMs SUPERTHRIVE

LONG KNOWN BY EXPERTS ON EVERY CONTINENT AS WORLD'S #1 TOP PLANT SUPPLY 50 VITAMINS, HORMONES. Economically saves waiting for plants to make these bio-organic complexes of carbon, hydrogen and oxygen. NON-FERTILIZER. Dramatically healthier plants throughout the world, when SUPERTHRIVE™ ADDED to any fertilizing.

NOT AT ALL "LIKE" claimed-alike substitutes.

CELEBRATE WITH DR. JOHN A. THOMSON’S VITAMIN INSTITUTE — 65 YEARS OF GUARANTEED FAR BEST
SUPERTHRIVE’s creator, “great legendary genius” biochemist Dr. Thomson is in 6 different Who’s Who books, some with its unique efficacies unchallenged guarantee-proof

VITAMIN INSTITUTE Phone (800) 441-VITA (8482)
12610 Satinique Street South, FAX (818) 766-VITA (8482) North Hollywood, CA 91605, U.S.A. www.superthrive.com