CONTROLLING WORKERS’ COMP COSTS
Power, Productivity, Efficiency & Reliability

With an excellent reputation for durability and reliability the high-performance Lamtrac will get the job done. With quality features such as exceptional maneuverability and low “PSI”, these multi-purpose vehicles can snake through your most challenging environments.

Once you’ve operated a Lamtrac you’ll see and feel the superior performance advantage.

Power where you want it. Control where you need it.

1 888 LAMTRAC www.lamtrac.com

Please circle 31 on Reader Service Card
No matter what the terrain or location, Vermeer has a brush chipper and stump grinder to meet your needs. Our equipment includes industry-leading features that help increase productivity and worker safety, and we back it up with a worldwide dealer network. When it comes to tree care, look to an industry leader – Vermeer. Call 1-888-VERMEER or visit Vermeer.com.

VERMEER and the VERMEER LOGO are trademarks of Vermeer Manufacturing Company in the United States and/or other countries. © 2007 Vermeer Manufacturing Company. All Rights Reserved.

Please circle 65 on Reader Service Card.
If Not You, Then Who…?

I don’t think any hands are going up. And so, my question two months in advance is, “Where are you?” I expect that question to be answered by one universal response from this industry July 15 to 17 – “Washington, D.C.!!!!!!!!!!!!!!!!!”

The tree care industry’s Legislative Conference will be in Washington, D.C., at that time. We are partnering with PLANET for a shorter and less expensive version of our 2005 conference. Therefore, there isn’t any reason you shouldn’t be there – and there is every reason that you should.

First of all, the more people, the louder our Voice will be. Second, the more people, the more Washington understands the power of your vote. Third, the more people, the more states are represented – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, you are telling TCIA that this is not important. If you are not present, you are telling TCIA that this is not important. If you are not present, you are telling TCIA that this is not important.

I believe those are questions that do not relate to the people that I have come to know over the last eight years. I know you to be people of action. I know you to be very strong. I know you to be strong and passionate about what you do for a living and what you believe. I know you to be very clear about your role in the community and your contribution to the economic power of this nation – $19 billion to be exact. I know you to be capable and articulate people about how you want to see your industry perceived. I know you to be proud professionals who love arboriculture and care deeply about what happens to trees. I know you to be very capable business people who have survived despite a lot of challenges thrown in your path over the years.

What I want you to experience is that you have the ability to harness all of this and be front-runners in the nation’s conversations that affect your businesses. You have everything to speak up for, and you have every right to contribute to how the next policies are created. We had an absolute sweep of power last November. Pulled together with a constant presence on The Hill, with your help, we can help deter – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, who do you expect can speak for you?

I don’t think any hands are going up. And so, my question two months in advance is, “Where are you?” I expect that question to be answered by one universal response from this industry July 15 to 17 – “Washington, D.C.!!!!!!!!!!!!!!!!!”

The tree care industry’s Legislative Conference will be in Washington, D.C., at that time. We are partnering with PLANET for a shorter and less expensive version of our 2005 conference. Therefore, there isn’t any reason you shouldn’t be there – and there is every reason that you should.

First of all, the more people, the louder our Voice will be. Second, the more people, the more Washington understands the power of your vote. Third, the more people, the more states are represented – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, who do you expect can speak for you?

I believe those are questions that do not relate to the people that I have come to know over the last eight years. I know you to be people of action. I know you to be very strong. I know you to be strong and passionate about what you do for a living and what you believe. I know you to be very clear about your role in the community and your contribution to the economic power of this nation – $19 billion to be exact. I know you to be capable and articulate people about how you want to see your industry perceived. I know you to be proud professionals who love arboriculture and care deeply about what happens to trees. I know you to be very capable business people who have survived despite a lot of challenges thrown in your path over the years.

What I want you to experience is that you have the ability to harness all of this and be front-runners in the nation’s conversations that affect your businesses. You have everything to speak up for, and you have every right to contribute to how the next policies are created. We had an absolute sweep of power last November. Pulled together with a constant presence on The Hill, with your help, we can help deter – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, who do you expect can speak for you?

I believe those are questions that do not relate to the people that I have come to know over the last eight years. I know you to be people of action. I know you to be very strong. I know you to be strong and passionate about what you do for a living and what you believe. I know you to be very clear about your role in the community and your contribution to the economic power of this nation – $19 billion to be exact. I know you to be capable and articulate people about how you want to see your industry perceived. I know you to be proud professionals who love arboriculture and care deeply about what happens to trees. I know you to be very capable business people who have survived despite a lot of challenges thrown in your path over the years.

What I want you to experience is that you have the ability to harness all of this and be front-runners in the nation’s conversations that affect your businesses. You have everything to speak up for, and you have every right to contribute to how the next policies are created. We had an absolute sweep of power last November. Pulled together with a constant presence on The Hill, with your help, we can help deter – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, who do you expect can speak for you?

I believe those are questions that do not relate to the people that I have come to know over the last eight years. I know you to be people of action. I know you to be very strong. I know you to be strong and passionate about what you do for a living and what you believe. I know you to be very clear about your role in the community and your contribution to the economic power of this nation – $19 billion to be exact. I know you to be capable and articulate people about how you want to see your industry perceived. I know you to be proud professionals who love arboriculture and care deeply about what happens to trees. I know you to be very capable business people who have survived despite a lot of challenges thrown in your path over the years.

What I want you to experience is that you have the ability to harness all of this and be front-runners in the nation’s conversations that affect your businesses. You have everything to speak up for, and you have every right to contribute to how the next policies are created. We had an absolute sweep of power last November. Pulled together with a constant presence on The Hill, with your help, we can help deter – i.e. the broader the force. Fourth, the more people, the more you are demonstrating you understand your power.

If you are not present, you have voted for someone else to decide how all of the things listed above affect your business. If you are not present, you have told Congress that you’re not worth paying attention to. If you are not present, you miss the opportunity to begin talking with Congress about how we are part of the global warming solution. If you are not present, other niches of the green industry will be telling your story. If you are not present, you are telling TCIA that this is not important. If you are not present, you are saying that you think someone else is doing this for you. If you are not present, who do you expect can speak for you?
MAY

Features

8 How Green Is Tree Waste Recycling?  
By David Rattigan

26 Controlling Workers’ Comp Costs  
By Dane Buell, CTSP

32 Lack of Resources Slows APHIS Programs on Invasive Insects  
By Sarah Magee

40 The Significance of Conks on Urban Trees  
By Dr. Christopher J. Luley

46 Brewing Up Your Own Profitable Compost Tea Party?  
Make sure you include the sprayer in your recipe  
By Rick Howland

76 When Tree Care and Common Sense Collide  
By David Schwartz

Departments

2 Outlook  
By Cynthia Mills  
The tree care industry’s Legislative Conference will be in Washington, D.C., July 15 to 17. Will you be there?

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

20 Letters & E-mails  
(Continued on page 6)
High Productivity  
More Standard Features  
+ Low Interest Rate Financing  
= The Best Value

0% for 12 months*  
3.9% for 24 months*  
5.9% for 36 months*  
6.9% for 48 months*  
7.9% for 60 months*

All the bells and whistles...standard. Rayco gives you more standard features that the competition charges extra for. And this spring, we’re offering one more standard feature, low interest rates. Whether you’re looking for a stump cutter, brush chipper, or forestry mower, these special rates make now the time to buy. This is your chance to take advantage of lower payments on the best built machines in the business. For more information, call 800-392-2686 or contact your local Authorized Rayco Dealer.

RAYCO...smart solutions for smart buyers  
800.392.2686

*Finance plans available through RAYCO Financial or its assigns on approved credit. Offers apply to select models when purchased through participating Rayco dealers. Down payment may be required. Insurance, documentation fees and applicable taxes extra. Requires dealer participation. Offer ends June 1, 2007. See dealer for details. Offer valid in the U.S. only.

Please circle 46 on Reader Service Card
MAY

Industry Almanac
Important regional and national meetings and activities.

Safety
By Rich Magargal
Palm Safety Part 2: Accessing tops of palms from outside the fronds.

Business of Tree Care
By Peter S. Beering and Judson R. Scott
Premises Liability: Although trees add tremendous value to the landscape, they can become a legal liability.

Washington in Review
The Labor Department has issued an advance notice of proposed rule-making soliciting comment on certain hazardous jobs for youth.

Accreditation Profile
The Care of Trees achieved TCIA Accreditation in January with all 23 of its offices having met the demanding requirements.

Classified Advertising

TCIA Reporter
Safety and training products, news, commentary and benefits of membership with the TCIA

Advertiser Listing

Tree News Digest
The latest news, stories and information on trees from around the world.

From the Field
By Joel Issert
Urban sprawl – encroachment is in the eye of the beholder.

ON THE COVER
A redbud pleached allee in March 2007 on the grounds of Bartlett Tree Research Laboratory in Charlotte, North Carolina. Courtesy of Tom Smiley, Ph. D.
Tree Gear Authority

Kiah Martin

ISA Women’s International Tree Climbing Champion
8-time ISAAC / VTIQ Australian Climbing Champion
7-time Victorian Tree Climbing Champion
Founder of Women of the Trees
ISA Australia Chapter Director

Active Arborist 16 years
Sr. Arborist, Royal Botanic Gardens, Melbourne, Australia

Passions:
“Nature photography, environmental conservation, exploring ecosystems and locating tall trees – especially Australia’s Mountain Ash.”

Recent Accomplishment:
“Finding and measuring tall trees in Tasmania, Australia with fellow Melbourne Arborists in an effort to protect the trees and their surrounding habitat from logging.”

Favorite SherrillTree Tools:
“The Big Shot of course, I use it all the time. I also recently acquired the new Grizzly spliced split tails, and these should prove quick and effective!”

Please circle 52 on Reader Service Card
By David Rattigan

An ongoing fight between a Pennsylvania tree waste processing operation and that state’s Department of Environmental Protection is just plain confounding on some fronts. But it also highlights the fact that the “green business” of grinding and composting tree waste can carry some environmental peril.

On March 26, the Pennsylvania DEP issued an administrative order to Emery Tree Service, Inc. of Pittsburgh, Pa., to stop “the unauthorized discharge of untreated wastewater” into nearby Deer Creek and to stop accepting all wood waste at its Indiana Township facility. The week before, company owner Benjamin “Howdy” Emery, announced that he was shutting down his operation, citing what he termed heavy-handed and unfair tactics by the local regulators. The impasse was such that one DEP official said that even when the two sides would be in agreement on a point, they would continue to argue.

The issues revolve around the runoff of wastewater that contains pollutants (BODs, fecal coliform, metals) released during the natural breakdown of wood. “We were trying to negotiate a consent order and agreement (a document that specifies a plan for remediation, with a fine schedule) that would have allowed him to continue to operate while he brought his facility into compliance,” says the DEP’s Mike Forbeck, regional program manager in the DEP’s Bureau of Waste Management. “He broke off the negotia-

S&S Tree and Horticultural Specialists, Inc. in South Saint Paul, Minnesota, has had a mulching operation for the past five years. Steve Sylvester, CEO and president, says that some mulch operations are best done on blacktop to prevent runoff from getting into the environment. Photo courtesy of S&S Tree.

tion and unilaterally decided to notify all his customers that he was closing.”

Emery has accused the DEP of overzealousness and of applying unfairly high standards to his operation while ignoring similar issues at other facilities. He says that the impasse has “embarrassed” the environmental regulators, and cites his own independent investigation of his own operation and his competitors – an investigation that included overhead photographs and environmental testing of other sites. Using the Freedom of Information Act, he also reviewed the DEP records of 11 other companies.

Emery is the holder of several patents and a very successful businessman who had sold most of his businesses (including his tree care company, now called Emery
Tree Service of Pennsylvania, but held onto the wood processing company, with the plan of turning it over to his son when the son was graduated from college in December 2006. The facility turns out about 80,000 yards of mulch per year.

“From 2002 until 2006, I didn’t pay any attention to the business,” says Emery, and the business suffered as a result. When he first learned of problems with the DEP, in August 2006, the company was already in hot water with the DEP.

“I went to great lengths to take action, on a proactive basis,” Emery says. “For eight weeks, that was our mantra, to fix everything.”

In a November 2006 meeting, the DEP representatives were not receptive to his plans, and since then things have been “acrimonious at best,” he says.

Emery doesn’t deny that pollutants released in the breakdown of wood were getting into the creek, but says the company received no credit for the many expensive steps it has taken to clean up the operation. He also feels that “we were not being treated consistently with regard to everyone else in the area.”

The DEP says that’s not the case.

“We treat everybody fairly, as we hold everybody to the same standard,” Forbeck says. “They might have different (types of) operations that you have to take into consideration.”

By early April 2007, Emery was planning to sell the mulching operation, and hoping to come to an agreement with the DEP as part of the sale.

“We felt we were close to reaching an agreement (before negotiations broke off),” says the DEP’s Fred DeNorscia, operations manager, waste management program.

Because of the benefits of recycling yard and other organic waste, mulching operations are encouraged in Pennsylvania, DeNorscia says, and the DEP tries to streamline the permitting process and to otherwise work with companies to encourage the practice.

One thing that was clear, based on Emery’s tests outside his site and others, is that pollutants released during the breakdown of wood do pose a threat to local waterways as either point source or non-point source pollution. Water tests of his sites showed high levels of various pollutants, he says, but so did the test readings from other sites. The fecal coliform bacteria level at his site was 110,000 parts per 100 millimeters, but at four of his competitors’ sites the level was in excess of 200,000, which “is the top of the scale,” he says.

How widespread is concern over mulching operations? Based on feedback from various sources in the federal Environmental Protection Agency, they aren’t very high on the radar screen. In fact, well-made mulch has great value as
healthy topsoil for new developments and in its other uses.

One might make the simple assumption that nobody goes into a “green business” without caring about the environment but, as those in the business will testify, that’s not always correct.

There are problems in two areas: One, as with the rest of the tree care industry, where environmentally conscious professionals share a field too often populated by cowboys and fast-buck operators, there are those who simply don’t care about quality control. Hence, the mulch itself might be an unhealthy product. Two, even those who run a clean, conscientious operation might be unaware of the safeguards needed to protect local waterways from the waste-water from the mulch operation. They may want to keep the need for best-management-practices in mind.

Steve Sylvester is CEO and president of S&S Tree and Horticultural Specialists, Inc., in South Saint Paul, Minnesota, which has had a mulching operation for the past five years and has been in business for 31 years. (He is also a TCIA member and new member of the TCIA Board of Directors.) Like many mulching operations, his began as a way to clean up the company’s wood-chips and other wood waste material. At that time, to clean up logs, brush material and woodchips, they would pay a tipping fee to a couple of companies.

“These guys were in it to make money off tipping fees,” he says. “And if they sold the byproduct, they sold the byproduct. They were mixing it with construction materials, they were mixing it with pallets. They were mixing it with anything and everything they could, and selling it. Some of them were coloring it, and that’s what the market was up here.

“I call them cowboys. They only care about today, they didn’t care about tomorrow. They didn’t care about the environment; they didn’t even care about what they were selling.” The mulch had nails and bits of other metal in it, and any pollutant that came off of a construction site, he says, and it would end up in somebody’s front yard.
There was nobody doing what Sylvester wanted, which was to produce environmentally sound mulch. When one of the large wholesalers in the area, Gino Patera, decided he disliked the product and wanted to sell something better, Sylvester stepped up.

Sylvester acquired a Vermeer tub grinder to reduce the large material and a Rotochopper processor that shreds, colors, and pulls out nails and other metal objects with magnets. He also uses brush chippers, depending on the size of the original material and the end product he is after. For instance, as part of the process of making a naturally-colored New England Mulch, a finer, shredded material made from log chips, the material goes through the tub grinder once, sits to decompose in a compost pile for nine months, and is then run through the shredder three times. His Playground Mulch goes through a brush chipper twice and the shredder twice, while regular Colored Mulch goes through a brush chipper twice and the shredder once.

Once he’d made the investment in equipment, Sylvester set up a facility to run the operation. Setting up the facility in the right way creates a method to contain the mulch product as well as the water that runs off in the mulching and dying process. “If you’re going to run a clean, environmentally friendly mulch operation, it needs to be on blacktop. When the dye drains, it has to be able to drain to a rainwater ponding area, not into the sewer to go back into the environment,” he explains. Because the wood is picked up from the surface and placed back in the processor, “you can’t...
NEW!

INTRODUCING

007 XP SERIES

CHIPPERS

FROM BANDIT.

EXTRA PERFORMANCE.
EXTRA PRODUCTION.
EXTRA PROFIT!

New! Model 255XP.
This brand new model from Bandit is a 15" capacity machine and replaces the Model 254 brush chipper.

Larger chipper openings.
MODEL 1290XP—The Model 1290XP is now a 15" capacity machine with a throat opening of 20.5" wide by 17.25" high.
MODEL 1990XP—The Model 1990XP is now a 17" capacity machine with a throat opening of 20.5" wide by 19.75" high.
MODEL 1880XP—The Model 1880XP is now a 18" capacity machine with a throat opening of 20.5" wide by 26" high.
MODEL 1990XP—The Model 1990XP is now a 18" capacity machine with a throat opening of 24.5" wide by 26" high.

Durable drum construction.
The baffled construction is key to the construction of our drum chippers. Because of the large volumes and larger diameters that these chippers will process, having a strong drum is essential. The drum in your Bandit 007XP chipper will not fail.

THERE ARE OVER 28 IMPROVEMENTS
TO THE NEW 007XP SERIES BRUSH CHIPPERS

LOG ON TO THE WEB FOR A COMPLETE LISTING!
WWW.BANDITCHIPPERS.COM

CALL YOUR LOCAL BANDIT DEALER
TO ARRANGE FOR A DEMONSTRATION
OF THE NEW 007XP CHIPPERS!

FROM BANDIT INDUSTRIES, INC. « NEW! FROM BANDIT INDUSTRIES, INC. « NEW! £
have it on gravel and grass, because then you’re picking up the gravel and grass and putting that in, and not selling them a clean product."

Sylvester estimates that the company runs about 50,000 to 60,000 yards of mulch each year, plus another 12,000 to 15,000 of New England Mulch. "Both are premium products, and in great demand," he says.

S&S is situated 200 feet from the Mississippi River, so containing the water that runs off the mulch – "the pollutants that nature provides to the environment" – is part of an environmentally sound operation, Sylvester says.

So what are the best management practices to keep the water from a mulching facility controlled? The DEP recommends a few, including taking measures to trap rainwater and runoff before it reaches the mulch pile.

**Other suggested practices:**
- Placing berms or other barriers around the mulch pile or compost operation can reduce the amount of storm water that will run into a mulch pile, and therefore run out of it.
- Re-circulating the water back to the mulch pile, an operation can re-use the water without worrying about needing to filter it.
- If a facility has the space, maintaining a lawn or some other "vegetative filter" can protect the water source because as the water discharge runs through it, it soaks up the nutrients (i.e. pollutants) in the water.

While Sylvester has long had concerns about the quality of other mulch products, it doesn’t seem to be a priority concern for environmentalists.

"Until somebody dies from it or gets sick from it, it’s not going to be an issue," he says.

As far as the future of Emery Tree Service and its battle with the Pennsylvania DEP is concerned, we’ll have to update you in a future issue of TCI as to how issues there are resolved. In the meantime, businesses operating grinding and tree waste handling operations would do well to familiarize themselves with related environmental regulations in their own states to avoid potentially costly remediation and or fines down the road.
“Perfect In One Pass”™

Wood chip disposal problems driving you NUTS?
Tired of making ten calls and driving all over town only to pay someone else so you can dump those chips?

STOP!
• Colored mulch is HOT!
• Why not let consumers pay you for every load of chips you generate?

The Rotochopper CP-118 will re-grind and color those chips making perfect colored mulch in one pass.
It’s completely mobile
• Pulls with a pickup
• Loads with a skid steer

Don’t believe it? Call today for a FREE video or onsite demo and we’ll prove it!

608-452-3651

217 West Street
St. Martin, MN 56376
320-548-3586 P
320-548-3372 F
http://www.rotochopper.com
info@rotochopper.com
Davey acquires Bergquist Tree, opens four new offices

The Davey Tree Expert Company has purchased Bergquist Tree Experts, a family-owned provider of tree surgery and related services in Chicago since 1965. It has also recently opened new residential/commercial services operations in Houston, Chicago, Los Angeles and Canton, Ohio. The moves should involve new jobs, as well as expanded opportunities for current employees, said Karl J. Warnke, president and chief executive officer.

The Bergquist Tree Experts acquisition expands a Davey team that serves the region from four locations. The acquired Bergquist clients will be served primarily from Davey’s South Chicago office. Fourteen Bergquist employees have joined Davey as part of the acquisition, including John Peters, one of three brothers from whom the company was purchased. He has joined Davey as a sales representative. The acquisition is Davey’s ninth in three years.

Davey’s new North Houston office is the second in the city and the company’s fifth in Texas, while the new Canton office brings the number of northeast Ohio locations to nine. The new southern California office represents Davey’s sixth in the state. The Los Angeles office, located in the Van Nuys area, began operations in March.

Bob Mullane scholarship recipients named

University of Massachusetts Arboriculture and Community Forestry program students Brad Boredwieck and Mike Santoro are this year’s recipients of the 2007 Bob Mullane Scholarship from The Care of Trees. The $1,000 scholarships are awarded annually to two UMass students who are passionate about arboriculture, are highly committed to serving others and who exemplify solid academic performances. The scholarship is open to students in the UMass Arboriculture and Community Forestry program. Each year, The Care of Trees donates $5,000 to the program for continuing education, safety equipment and arborist supplies. The Care of Trees has donated $42,000 to the program over the last six years.

Mullane, for whom the scholarship is named, was a 1963 UMass graduate and a pioneer in the arboriculture field. The endowment was created in 2002 by The Care of Trees to memorialize Mullane’s contributions to the field of urban forestry and preserve his legacy of civic service. The scholarships are awarded each year in conjunction with the Massachusetts Tree Warden’s conference held in February.

In other news, The Care of Trees donated a day of service in March to help with the upkeep of Mosholu Golf Course in the Bronx to benefit The First Tee program of Metropolitan New York. The First Tee program provides young people of all backgrounds an opportunity to develop life-enhancing values such as confidence, perseverance and judgment through golf and character education. Visit www.thefirsttee.org for more info.

Dow names leader for ornamental products

Dow AgroSciences LLC’s David A. Morris, current commercial leader for the company’s Pest Management business, will add the Turf and Ornamental and Technical Products business to his responsibilities. In his expanded role, Morris will manage both pest management and turf and ornamental sales and marketing activities nationwide. Morris brings almost 25 years of industry experience to his new position, having worked for the company since the early 1980s. A native of Wilmington, Del., he holds a bachelor’s degree in entomology/plant pathology from the University of Delaware and a master’s degree in entomology from Virginia Tech.
Husqvarna SG13H Stump Grinder

Husqvarna's SG13H stump grinder features a powerful 13 hp Honda engine and carbide-tooth grinder to ensure efficient performance and superior results. The cutting head, 14 inches in diameter, reaches cutting depths of up to 12 inches. The ergonomic handle adjusts to different height settings for comfortable operation even when the grinder is below ground. Four lifting handles for loading and unloading make it easy to transport. With its compact design, the SG13H allows for removal of stumps even in tight spaces. The heavy-duty construction features a welded 7-gauge steel frame for tough professional applications and years of reliable use. To find the nearest Husqvarna dealer, visit www.usa.husqvarna.com or call 1-800-HUSKY 62.

AnBo grapple rake

The AnBo manufacturing hydraulic grapple rake, a versatile loader/tractor/skid steer attachment, can be hydraulically raised and lowered, rolled forward and backward, and opened and closed. It can be custom fitted to adapt to any loader. AnBo uses a steel that has twice the yield strength (resistance to bending) and a much higher Brinell hardness rating (resistance to wear) than T1 steel. The added strength preserves more lift and payload capacity than similar products, and makes the grapple rake light enough for mini or compact skid steers or tractors. The AnBo grapple rake offers 6-inch tine spacing. Contact AnBo Manufacturing at 1-866-684-3330 or via www.anbomanufacturing.com

Tajfun three-point hitch firewood processors

The Model RCA 380 three point hitch firewood processor from Tajfun handles logs up to 15 inches in diameter. The Tajfun RCA 320-2 processor handles logs up to 13 inches in diameter. Both split wood in lengths of 8 to 20 inches. Logs are cut to length and split with a two- or four-way splitting wedge, with six- and eight-way wedges optional. Splitting wedges are adjustable to suit the size of the log. Firewood is then discharged onto a conveyor and into a vehicle or bin. Contact OESCO, Inc., Tajfun northeast distributor to 17 states, at 1-800-634-5557 or via www.oescoinc.com or info@oescoinc.com.

Vermeer TG5000 Tub Grinder

Vermeer Manufacturing Company’s new TG5000 tub grinder packages innovation and technology for large land-clearing projects and organic wood/waste processing applications. The TG5000 uses a CAT six-cylinder turbo-charged Tier 3 diesel engine to provide exceptional power and fuel economy. Two engine options are available. An extra large cooling system with a high capacity radiator allows the TG5000 to work longer on demanding job-sites in tough conditions. Loading large volumes of material is simplified with a 60-inch (152cm) deep and 12-foot (374-cm) wide tub opening. The bottom of the tub flares outward from the tub wall, allowing the hammermill to cut under the vertical wall of the tub, helping to reduce bridging and permitting steady feeding of material. Tub rotation is driven by a low-speed, high-torque, hydraulic motor and positive chain drive for greater durability. The Vermeer Duplex Drum is equipped with eight angled hammers cutting 16 radial paths and provides full-face cutting coverage up against the vertical tub wall. A patented Thrown Object Restraint System (TORS) combines a tub cover and rotor deflector, reducing the quantity and distance of thrown objects. A single, continuous-flow, 36-inch (91-cm) V-cleat discharge belt is designed to eliminate the typical transition area between the load-out belt and under-mill conveyor, reducing the chance of material bridging. The cab and loader can rotate 370 degrees with a full reach of 27 feet (823 cm), and has a maximum lift capacity of 3,500 pounds (1588 kg) at full reach. For much more on this unit, contact Vermeer via www.vermeer.com or salesinfo@vermeer.com.
Morbark introduces 6-inch capacity chipper

Morbark, Inc.’s new Clipper 6 chipper is compact in size, but strong on the job. This 6-inch capacity drum-style unit, complete with a 2-inch ball towing hitch and a tubular steel frame that makes transporting a breeze, is a perfect fit for landscape companies, nurseries and others with jobs requiring a compact unit. Offered standard with an auto-feed system, a 30-inch x 20-inch infeed chute and 10½-inch x 7-inch throat opening, the Clipper 6 provides exceptional chipping abilities for a machine of this size. A hydraulic drum brake, which brings the drum from full RPMs to a complete stop in eight seconds, allows the Clipper 6 to provide maximum production while saving wear and tear on the machine. The direct-drive coupling system protects the hydraulic components and the mechanical top feed wheel comes with spring assisted down pressure. It is equipped with perforated drum slides for increased discharge flow and a fixed discharge system with an adjustable chip deflector. Contact Morbark at 1-800-831-0042 or via www.morbark.com.

Please circle 194 on Reader Service Card

Retriever transport bed moves equipment

Up-N-A tom, Inc. of Waukesha, Wis., designed its new Retriever transport bed to replace rollback trucks and trailers for moving off-road equipment. Retriever’s low weight allows non-CDL drivers to safely haul equipment from job site to job site, and its gentle ramp, with the industry’s shallowest loading angle and relatively level parking deck, lets operators load and chain tractors in 15 minutes. If a tractor is broken, Retriever’s winch pulls it up. Retriever draws power from the truck’s own air system making everything lighter, cleaner and safer. Hydraulics are not involved so neither are fluid spills, high maintenance costs or cold weather operating problems. The weight saved allows for 13,000-pound loads to be hauled by a non-CDL driver. With fewer moving parts and little to maintain, they’re easy to mount on any medium-duty chassis. Retrievers range from 7.5 to 15 tons and 20- to 28-foot lengths. Contact U p-N-A tom, Inc. at (866) 798-8882 or via www.upnatominc.com.

Please circle 195 on Reader Service Card
Carrying compact loader on chipper could be unsafe

The first part of the compact and mini loader article (“Compact and Mini Loaders Pack A Lot of M uscle,” TCI March 2007) is great with good information. On page 40, it quotes a user as saying, “Carrying a mini on my chipper saves a pickup truck, trailer and driver over a loader.” I am unaware of any chipper manufacturer that currently offers a package to do that. The person quoted does not say if his chipper has been modified to do this.

I would question the capacity of the chipper tires, axles, and in-feed chute strength. The pictures shown on page 38 and page 40 have tandem axle chippers that appear to have heavy enough running gear. Because both of these chippers shown are just under 10,000 pounds operating weight by themselves, adding the mini loader you have just created a Class A CDL situation. Any towed trailer that is over 10,000 pounds requires a Class A CDL no matter what is pulling it. Again, not sure both people doing this are aware of this.

I do not want to squash the creative ideas; necessity is the mother of invention, but it must be safe. I do think mini loaders are a way of improving safety from personal injury, but the attractive short cut of using the chipper is not acceptable. As the leading industry trade magazine you should set the standard for all to follow.

Larry Tessier
Mid-Atlantic fleet manager,
Aerial Equipment, LLC

Dave Nordgaard, who provided the pictures in question and discussed this practice in the article, responds:

“You have brought up vary valid safety questions and concerns. I am glad to talk a little more about my chipper, which is pictured on the bottom of page 40. The mini-loader carrying chipper is not something any arborist should attempt without the help of a qualified engineer. The folks at Woodsman were up for the challenge of building my custom chipper. Woodsman came up with a very innovative folding rack to carry a machine weighing close to a ton. Two 8,000 pound axles were used and set back farther than ordinary to accommodate the additional weight.

This 250 hp chipper has been in daily service since December 2003 and has had only one minimal reinforcement repair on the rack. I crawled under the frame a couple months back and visually inspected the frame and all its welds and found no problems. The chipper weighs about 13,800 pounds with our mini and grapple on it. The mini pins into a custom receiver at the rear and is chained down in the front. It definitely is a class A Chipper. It is unfortunate that I did not bring these facts up with the writer. I also would have rephrased that line to read, “Carrying a mini on my chipper saves my company the costs of a pickup truck and trailer to chase that crew with a machine.”

I understand (Larry) did not have all the information, but I disagree with his assumption that “the attractive short cut of using the chipper is not acceptable.” On the contrary, I believe if a large chipper, small forwarding machines, and Class A drivers fit into your operation, this practice will provide a huge cost savings to your tree company, as it has mine. It also helps us minimize our company’s carbon footprint on this planet.”

Dave Nordgaard
President, Top Notch TreeCare,
Plymouth, Minnesota

Technical editor’s note: Larry has very valid concerns. However, I respectfully disagree with his comment, “Any towed trailer that is over 10,000 pounds requires a Class A CDL no matter what is pulling it.” According to the Federal Motor Carrier Safety Administration (FMCSA) Web site, a Class A CDL is required for any combination of vehicles with a GVWR of 26,001 or more pounds, or when the GVWR of the vehicle(s) being towed is in excess of 10,000 pounds. In other words, if the trailer weighed 13,800 pounds, the towing vehicle would have to weigh at least 12,201 pounds to trigger the Class A CDL requirement, at least according to federal regulation.

Peter Gerstenberger, Senior advisor for safety, compliance & standards,
Tree Care Industry Association

The African Blackwood lives

We were quite delighted when we received the February 2006 issue of Tree Care Industry magazine and read Denis Gathangu’s article (“Cry for the M usic Tree – Saving the African Ebony”) about the work that we are doing along with Sebastian Chuwa in replanting Dalbergia melanoxylon in Northern Tanzania. This tree is indeed one of the world’s most exquisite and prized species, and we thank you for your focus on it in your magazine. It will help inform an ever wider circle of people about the problems of survival it is facing. Many people who utilize products made with the wood have little idea that it is being so over-exploited.

We returned last fall from a five-week stay in Tanzania and were able to view first-hand the challenges faced by the species. We visited game parks in which the feeding habits of elephants pose a constant problem for mpingo growth. We saw areas devastated by fire – another factor in its decline.

On the other hand, we were also quite heartened to see that our projects have been well received and many people have joined together in helping to insure a viable future for the tree. Young people are being educated about mpingo conservation and wood carvers and community groups are helping in replanting programs. The citizens of Tanzania are very proud of their cultural heritage (including mpingo – their national tree) and are determined to protect and maintain it for future generations.

Thank you for doing your part in spreading the word about mpingo and including such an informative article in your publication.

Sebastian Chuwa, James Harris, and Bette Stockbauer, African Blackwood Conservation Project,
Red Rock, Texas
150+ Specialized Trucks at www.OpdykeTrucks.com

21 Ton National

79,500

94 Mack RD688S: 350 hp, 8 spd +lo, +lo/lo, A/C, 21 ton NATIONAL 800C Crane, 133 ft hook ht, 2A2, capacity alert / overload shutdown, 2 spd winch, 22 ft steel flatbed.

$79,500

Opdyke Inc. Truck & Equipment Sales 866-250-8262

3123 Bethlehem Pike • Hatfield, PA 19440 • Phone: 215-721-4444 • Fax: 215-721-4350 • tcsales@opdykestrucks.com
## Events & Seminars

**May 8, 2007**
Chainsaw Safety Course  
Committee for the Advancement of Arboriculture  
NJ Forest Resource Education Center, Jackson Township, Ocean County, NJ  
Contact: (732) 833-0325, www.caanj.org

**May 10-11, 2007**
Oak Wilt Workshop  
ISA Texas/Texas Forest Service  
Texas Extension Office, Dallas, TX  
Contact: www.isatexas.com

**May 18, 2007**
The Art of Livable Landscapes symposium  
New England Wild Flower Society’s Garden in the Woods  
Crowne Plaza Hotel, Natick, MA, and Garden in the Woods, Framingham, MA  
Contact: registrar@newfs.org; www.newfs.org

**May 18-19, 2007**
SAWLEX Sawmill & Logging Expo  
Columbia, SC  
Contact: (207) 799–1356; www.sawlex.com

**May 22, 2007**
Electrical Hazard Awareness Program (EHAP)  
Committee for the Advancement of Arboriculture  
NJ Forest Resource Education Center, Jackson Township, Ocean County, NJ  
Contact: (732) 833-0325, www.caanj.org

**June 5-7, 2007**
National Oak Wilt Symposium – Texas Chapter ISA  
Austin Hilton, Austin, Texas  
Contact: Mike Walterscheid, (512) 587-7515, mbwalter@totalaccess.net; www.trees-is.org/events; www.isatexas.com

**June 9, 2007**
NJSA State Tree Climbing Championships, Thompson Park, Lincroft, Monmouth County, NJ  
Contact: www.NJArboristsISA.com

**June 9-12, 2007**
Trees Florida 2007  
Innisbrook Resort, Palm Harbor, FL  
Contact: floridadisa.org

**June 15-17, 2007**
Green Industry Legislative Conference  
Sponsored by TCIA and PLANET  
Washington, D.C.  
Contact: TCIA (603) 314-5380; www.tcia.org

**June 20, 2007**
ISA Certified Arborist Examination  
South Plainfield, NJ  
Contact: www.NJArboristsISA.com, (609) 625-6021.

**July 21-24, 2007**
BOMA North American Real Estate Congress & The Office Bldg Show (Bldg Owners & Mgrs Assn)  
New York, NY  
Contact: www.boma.org

**July 28-August 1, 2007**
ISA Conference & Trade Show  
Sheraton Waikiki, Honolulu, HI  

**August 22-23, 2007**
Certified Treecare Safety Professional (CTSP) workshop & certification exam  
San Jose, CA  
Contact 1-800-733-2622, or www.TCIA.org

**September 19-20, 2007**
Certified Treecare Safety Professional (CTSP) workshop and certification exam  
Baltimore, MD  
Contact 1-800-733-2622, or www.TCIA.org

**October 10-12, 2007**
Texas Tree Conference  
Waco Convention Center, Waco Texas  
Contact: www.isatexas.com

**October 16-17, 2007**
Landscape Ontario Garden Expo  
Toronto Congress Centre, Toronto, Canada  
www.gardenexpo.ca

**November 6-7, 2007**
Certified Treecare Safety Professional (CTSP) workshop and certification exam  
Hartford, CT  
Contact 1-800-733-2622, or www.TCIA.org

**November 8-10, 2007**
TCI EXPO 2007  
Connecticut Convention Center, Hartford, CT  
Contact: Deb Cyr 1-800-733-2622; cyr@treecareindustry.org; www.tcia.org

**February 8-12, 2008**
U.S. Composting Council Annual Conf. & Trade Show  
Oakland Marriott City Center, Oakland, CA  
Contact: www.compostingcouncil.org; (631) 737-4931

**February 10-14, 2008**
Winter Management Conference  
Tree Care Industry Association  
Westin Aruba Resort, Aruba  
Contact: Deb Cyr 1-800-733-2622; cyr@tcia.org; www.tcia.org

---

**More almanac online!**  
For the most up to date calendar information, visit www.treecareindustry.org ⇒ news ⇒ industry calendar
Helping Crews Work
SAFER and SMARTER®
For Over 75 Years.

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 LRV68-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.

Altec Safety Technology
Altec 156-Grip, with Interlock Guard • Altec SENTRY, Program • Standard five-Function HOP
Altec Electronic Side Load Protection • Standard Outrigger Interlocks • Altec Rota-Float®
Altec Opti-View, Control Seat • Altec LMAP • Automatic Boom Slow • Fleet Management

For more information, call 1.800.958.2555 or visit www.altec.com
In part one of this series on palm safety ("Beware the Hidden Dangers of Palms," TCI, April 2007), I endeavored to describe, in as vivid detail as possible, the hidden and unpredictable dangers involved in the trimming and removing of palms. The specific palm species discussed have been the Mexican fan palm and the California fan palm. This article focuses completely on a description of an innovative technique that could completely eliminate the dangers posed by the skirt of fronds.

Whenever possible I recommended the use of tower (bucket) trucks or, if practical, mobile cranes. When the use of this type of equipment is not practical, economically feasible, or the location of the tree does not allow access with large equipment, I recommend the techniques described below.

Using newer equipment creatively, arborists in the San Diego and Los Angeles areas have developed a procedure that positions the climber at the top of a palm without the need of working under the skirt of fronds (SOF). A local climber, Martin Morales, as well as arborists in the Los Angeles area, have demonstrated the technique with excellent success.

The tools and procedures needed for a safe ascent are listed below, but first be advised that all ropes, tools and any other devices you may use must be approved for use by arborists, and meet all existing safety requirements. If you have the necessary tools and skills, proceed as follows.

Your first step is to position a throw line through the top of the palm. This is best accomplished by the use of a tool known as "The Big Shot." This device will allow you to shoot the throw line through the center of the tree with enough force to get the throw line weight back to the ground with both ends of the throw line accessible.

Standard throw-line technique can also be used. Choose a half-inch line with sufficient length so both ends of the half-inch line are on the ground after being pulled through the top of the palm by use of the installed throw line. The half inch line should be near the center (heart) of the tree for safety reasons. It may appear that the rope running through the fronds could injure the tree, yet this is not the case. Therefore, make your throw-line shot near the center of the fronds.

Attach an approved arborist’s block to one end of the half-inch line installed in the tree. Into the block, install a climbing line long enough that both ends of the climbing line will reach the ground. Pull the climbing line half way through the block so when the block and climbing line are pulled to the top of the tree, you will have both ends of the climbing line accessible at the base of the tree. At this stage, after pulling the block up the tree, the block should be near the lowest green fronds.

Terminate the rope used to pull the block and climbing line up the tree. In as much as the climber will likely be using a chain saw, terminate the pull rope away from the base of the tree. A friction hitch should be tied to the climbing line before ascending. Then the climber may make his or her ascent to the top of the tree. One or two ground workers assisting the climber will likely be appreciated.

Be sure to keep two points of tie-in at all times as the climber will be moving around the tree to gain access to all the fronds. A wire core flip line will work well as the second point of tie-in. If the tree is to be trimmed with a chain saw only, this can be accomplished quickly from the top down. If you intend to peel (skin) the tree, this can be done after the fronds have been removed. If the tree is a “full” (fronds from top to bottom), you may experience some sloughing (a skirt of dead fronds sliding) along the trunk. The possibility of sloughing is reason enough to remove the fronds from outside-rather than from under-the fronds.

Absolutely no one should attempt the techniques described here other than a trained experienced climber.

I would like to see those of us in the tree care industry take safety more seriously. I believe our success as an industry can only be measured by the amount of respect we exhibit for the men and women who perform the work. Work safely, be humble, seek advice and live.

Rich Magargal is a certified arborist, certified tree worker and Certified Treecare Safety Professional (CTSP) candidate.
174 companies and 284 individuals have enrolled in TCIA's Safety Certification Program.
Join the ranks of leaders in safety.

HOW THE CTSP PROGRAM BENEFITS YOU:

- Reduces work-related fatalities, injuries and illnesses as well as their associated costs
- Gain client recognition as a company with one or more CTSPs on staff
- Promotes your company's safe working environment for employee recruitment and retention
- Provides insurance companies with a means of evaluating your company favorably
- Prepares your company for TCIA Accreditation
- Provides your employees with a rewarding career path
- Tap into the network of Certified Treecare Safety Professionals

Workplace SAFETY is closer than you think.

SCHEDULED WORKSHOPS

NEW West Coast Workshop!
AUG 22 & 23
Target Specialty Products
1155 Mabury Rd., San Jose, CA 95133

SEPT 19 & 20
Wingate Inn BWI Airport
1510 Aero Drive, Linthicum, MD 21090

NOV 6 & 7
Connecticut Convention Center in conjunction with the TCI EXPO
Hartford, CT 06103

Become a LEADER in tree care safety.
Call now to enroll at 1-800-733-2622 or online at www.tcia.org

Please circle 57 on Reader Service Card
By Dane Buell, CTSP

Before we get into ways of controlling workers’ comp costs, I would like to examine the moral and ethical side of safety. Commercial arboriculture is an industry that—even though its inherent risks are well known—still has too many people getting hurt. We have a moral obligation to get our arms around safety issues in our industry.

Recently I read an article in Tree Care Industry magazine (October 2006, page 2) by Cynthia Mills, TCIA president and CEO, who wrote about receiving e-mails from companies every three days or so reporting that somebody had been hurt or killed. That is absolutely unacceptable.

Everyone in our industry needs to be intolerant of any situation that doesn’t protect and uphold safety. You might see pictures in a magazine that show unsafe practices, or you might drive by someone else’s crew working without appropriate PPE, or you might talk to arborists who feel that they don’t have to follow the rules. Be intolerant of unsafe practices everywhere!

What drives your workers’ comp costs?
Some of your costs are determined by industry actuarial data, so injury statistics for the entire industry are an important part of your costs. If the companies down the street have lots of accidents, your rates will be higher, too.

Company owners know about experience modification. Insurance companies go back three years, looking at your business and your costs to judge you as a potential risk. You have to manage this aggressively.

Make sure that the information they look at is accurate. Audit this information before you go for your renewal; sit down and find out what claims are open and what the reserves are on those claims. If a claim is open but no costs are anticipated, work with your carrier to close this out. Open claim adjustments will impact your losses, even though no costs were incurred.

What do they look at? Important items are claim reserves, expenses paid, anticipated expenses, legal expenses and late reporting.

First, let’s consider accident reporting, because it can be as important as your experience modification and it is an aspect of risk management you can control. Insurance companies are looking for a return on their investment. If you have a trend of reporting claims very late, then experience shows you will have a higher rate of litigation and other costs. Your insurance company knows that late reporting is a sign that claims are not being managed well and their costs will grow over time. This trend isn’t limited to workers’ compensation but holds true for general liability, auto or any sort of accident claim.

When do you report and what do you report? What is an accident and what is not an accident? What is an incident and when do you give it to the insurance company? Talk to your insurance company about these things before you go in to discuss renewal.

Loss prevention
The trick to profitable business is to maximize your avoidance of loss. One of the best ways is through training programs and better skills development. Correct behaviors with correct attitudes are the goals.

Nobody wants to work for a company where people are getting hurt. We know how hard it is to attract people, retain them, and develop them. What is your reputation for safety and do you need to change it? Any program that you build in your company needs measurement. One area that you can measure is productivity. An employee out of work due to an injury is a productivity loss that you can measure eas-
ily. Start tracking how many hours people are out of work per year in your company due to major injuries or minor injuries. This sets a goal. You could say, for example, that you had 800 lost man hours this year and next year your goal is 400.

Whatever goals you establish for your company should involve the employees. They won’t be inspired if you say you spent $10,000 in insurance last year and this year you want to spend $5,000. This type of goal is not going encourage employees to run out the door and do something different.

Try this instead. If you have multiple crews, establish some areas for improvement. Maybe it is report timing or the number of injuries that you have as a company. Establish a benchmark for your crews so they know where they are compared to others.

**Structured training program**

Sending your people to TCI EXPO and holding weekly tailgate sessions are a start, but those alone aren’t a structured training program. On-the-job training is the best way to develop people in the tree care industry. Employees need time and training under an experienced mentor who has the ability to cultivate skills, knowledge and attitudes. If we do that well as an industry, we can significantly reduce the number of people who get hurt – and improve you client’s experience.

To develop a structured training program, establish levels for your team. Here are some suggestions: apprentice ground person, ground person, apprentice climber, climber. Have a tiered progression and determine what you want that person to do and what you want that person to know within each step to get to the next level. Attach salary guidelines to each.

Develop objective criteria to evaluate new employees. We use an audition. Have them work for a day. I have auditioned people with 15 years of experience who can’t climb at the level I need. Start indoctrinating a safety culture right away by not putting people in a position to hurt themselves. Once you determine their level you can integrate them into your structured training program.

We are a large company with our own training manuals. For smaller companies I

---

*Maximize your avoidance of loss through training programs and better skills development. Correct behaviors with correct attitudes are the goals.*
would recommend buying training manuals from outside sources. Many of these sources, including manuals from TCIA, make it easy for you to document training. Your insurance company might ask to see your loss prevention program, training program and documentation. You need a documentation trail, for them and for OSHA, to prove that your employees received training – and not just from a book. A video on chipper operation is a start, but our crew leaders go over chipper operation in the field from one end to the other. You have to verify that people can do what is expected by testing in the field.

You have to bring these programs to life. A stack of manuals sitting on a shelf in the shop isn’t a training program. Bring the program to life by letting people know where they are in the organization. We have a training board on the wall of each of our branches with everybody’s name on it. Everyone knows that John is a T1 and Jose is a T6, a competition of sorts that gets employees excited. In our weekly meetings we announce which employees are being promoted from a T1 to a T2. They celebrate their accomplishments, which has helped our organization dramatically.

Weekly documented safety meetings are an important component of a loss prevention program. Hold them on a regular basis, on a consistent day, at a set time. Every Wednesday morning at 7:30 guys should come in prepared for a company safety meeting. The meetings should be organized and allow for feedback on what employees might be seeing out in the field.

Risk assessments

A loss prevention specialist may want to document your risk assessment. We developed an easy way we call the Crew Visitation Checklist. When a member of management visits with a crew during the day they document certain things from a list. We then make sure that we address anything we see that compromises safety.

Our industry constantly is changing and new equipment and techniques are being steadily introduced. Some are good, but many require a certain level of skill and practice. People attempt to pick up techniques, technology and equipment they see at a seminar or in a book. They might think
they know how to use a split tail when they
don’t. Safety leaders in a company need a
system to monitor new things and train
employees in their proper use. I am all for
introducing new ways to make the job easi-
er, but we have to be able to control the
introduction of new equipment and meth-
ods so we can be assured they are used
safely. And while we focus on new things,
don’t forget that the programs you develop
in your company have to reaffirm the
basics in a repetitive way. People that excel
– in all professions – continue to train at the
basics.

There are some really great templates
out there for the policies and procedures
your company should have. You don’t have
to reinvent the wheel; you can use TCIA’s
Model Company Safety Program. Some of
the largest companies in the world shared
freely to create this resource for our indus-
try. This is a great program and there is
some great information in it.

If you have never had
loss prevention special-
ists from your insurance
company visit, you
should. It can be a very
positive experience if
managed well.

Model your risk
Create policies for your company and
follow them. Policies matter. If you are
having problems with people driving
trucks, for example, you have to see if your
policy truly reinforces your ability to man-
age. When you hire somebody, you should
be following model policies before you
give them the keys to a truck.

When you have a near miss, go back and
make sure that long-term employees are
going to learn from this. These are habits
that will look very good to underwriters,
because these are the things that they look
into.

Loss prevention
If you have never had loss prevention
specialists from your insurance company
visit, you should. It can be a very positive
experience if managed well. Your premium
dollars are paying for loss prevention serv-
ices, so there is no reason you shouldn’t
take advantage of these resources.

Before you invite them in, know what
they can help you with and what they can’t.
They just don’t understand the work we do,
so taking them into the field isn’t a good
idea. They can create tracking models or
build a safety management report for you.
And when it is time to renew, the compa-
ny’s underwriters will call loss prevention
and ask whether you are doing the right things and instituting the right programs to minimize their risk. A positive review will help with your renewal.

Today’s market
The insurance industry has been extremely profitable in the last few years. They are seeing good returns on their investments of your premium dollars in the stock market and their losses on workers’ compensation claims are falling. There are alternative programs out there that might be helpful. There are risk-sensitive programs, higher deductible programs, and flat-premium programs that might give you money back if you manage your losses well. Investigate, shop around and don’t just renew. The market moves, and right now things are more favorable for the business owner than they have been for a while.

Summary
Overall, to save on your workers’ comp costs you need to manage your losses through training, internal systems, and by working with your carrier. The time you spend getting your arms around reducing injuries will pay for itself in reduced costs. I encourage every company owner to develop programs and administrative policies that will help you manage your business. A great way to do this is through TCIA’s Accreditation program – the best thing that we have done in a long time as an industry. Accredited companies will see relationships grow with insurance companies, which will reduce costs, because they have the confidence to write insurance for companies that are independently audited by TCIA.

Our industry is inconsistent in its application of business and safety programs. Accreditation will help our entire industry become more consistent, to become a better industry. Raising the industry’s level of professionalism in business will help reduce your losses, which will help reduce the insurance costs associated with those losses.

Dane Buell is director of general tree care, safety and training at SavATree. He is also a Certified Treecare Safety Professional and participates on TCIA’s safety task forces. This article is excerpted from a presentation he made at TCI EXPO 2006 in Baltimore on the same topic.
The ArborMAX insurance program is truly designed for the green industry. ArborMAX offers the most comprehensive coverages available at competitive premiums, coverages that are specifically tailored for the green industry professional. In addition, ArborMAX agents have years of tree care industry experience behind them and offer a knowledgeable and passion that other agents can’t match. For quality insurance programs, designed for the green industry, trust ArborMAX.

ArborMAX - insurance for the arborist professional.

call an agent in your area today

**CALIFORNIA**
Ogilvy & Hill Insurance
Santa Barbara, CA
800-566-6464

**CONNECTICUT**
DiMatteo Insurance Service Center
Seytont, CT
203-924-4811

**FLORIDA**
Sid Banack Insurance
Vero Beach, FL
772-552-3369

**MICHIGAN**
Larson's Insurance Solutions Agency, Inc.
Coleon, MI
248-939-2224

**NEW JERSEY**
Hal Rose Agency, Inc.
Elizabeth, NJ
908-354-1000

**WASHINGTON**
Degginger McIntosh & Assoc.
Mukilteo, WA
425-743-5206

**NEW YORK**
Huguenot-National, Inc.
Larchmont, NY
914-922-9230

Carbone & Molloy Inc.
Westbury, NY
516-333-2340

**PENNSYLVANIA**
CBIS Benefits & Insurance Services of PA
Plymouth Meeting, PA
610-852-2306

Please circle 4 on Reader Service Card
I imagine the blank spaces in the landscapes and forests if most of the maple, box elder, horse chestnut, buckeye, elm, London plane, birch, willow, and all ash trees, were dying or already dead. If it were people, it would be called a pandemic.

This may seem a somewhat melodramatic picture of the damage that might be done by two Asian insects only recently introduced into the United States — but it’s not far off in terms of a factual description of what could occur if these pests are not contained. Will sufficient resources be applied to prevent the potential destruction? And less dramatically, what will be the cost in terms of increased spread and damage due to lack of sufficient resources to move more aggressively to eradicate the menace?

As most readers are doubtless aware, the insects attacking are the emerald ash borer (EAB) and the Asian long-horned beetle (ALB). Both are native to China and other areas of Asia and were almost certainly introduced into North America most likely during the 1990s in wood pallets or packaging. EAB kills all species of true ash trees (*Fraxinus spp*). ALB isn’t nearly as particular about its diet. It will feast on and destroy a wide variety of hardwoods.

The U.S. Department of Agriculture is devoting millions of dollars to control and eradication, and appears to be on the verge of declaring a stunning success in eradicating ALB from the Chicago area.

At the same time, however, the department’s Animal and Plant Health Inspection Service (APHIS) has found and is dealing with the spread of ALB to yet another New York county and the threatened spread of EAB is taking in an increasingly large area. Late last year, APHIS announced that it was doubling the quarantine area decreed to try to control EAB.

Lack of sufficient funding holds back more aggressive efforts and impedes progress, according to Vic Mastro, director of the APHIS PPQ Pest Survey, Detection and Exclusion Laboratory in Otis, Mass. “Resources have limited what we can do and how rapidly we can do it,” Mastro says. “The first operational plan and timetable we put together targeted [achieving eradication of ALB] in 2009. As things are delayed and we are unable to do various things, the plan keeps getting adjusted.”

APHIS spokesperson Suzanne Boyd confirms the current projected date for total eradication of ALB in New York, the hardest hit state, is 2034, “if the current budget remains the same.”

The amount budgeted and spent for ALB in 2006 was $20 million, Boyd reports, and another $20 million is budgeted for 2007. Mastro expresses concern that even the amounts budgeted for ALB — which are already less than optimal — could be diverted to other programs should another pest problem arise that USDA deems to be of an economic threat.

“I don’t think that’s happened,” Boyd says, responding to a question about possi-
ble diversion. “This is a serious issue for the U.S. Everybody involved believes this insect will be eradicated.”

Mastro concurs on that. “From when I first learned of it, because of this insect’s biology and behavior, even though we had crude technology, I was convinced we could eradicate it – given the resources and will to do it.”

Eradicating the ALB menace
The beetle’s indiscriminate diet – it eats many hardwood trees including several maple species (Norway, sugar, silver, and red), box elder, horse chestnut, buckeye, elm, London plane, birch and willow – makes its destructive potential almost unimaginable.

“The ALB is an extremely dangerous pest,” confirm Arnold Farran with pesticide products manufacturer J.J. Mauget in Arcadia, Calif. “It has the potential to jump to many different varieties of trees. The USDA saw it as getting into forests and just devastating them, without any natural predator.”

After it was first identified in 1996 on some trees in Brooklyn, N.Y., the secretary of agriculture declared an extraordinary emergency in order to combat the infestation with regulatory and control actions. The beetle infestation in New York spread to Long Island, Queens and Manhattan. In 1998, a separate introduction was discovered on trees in the suburbs of Chicago. Beetles were also detected in two separate New Jersey locations – Jersey City in 2002 and in Middlesex/Union counties in 2004.

ALB was detected on Pralls Island in March 2007. Pralls Island is an uninhabited, 88-acre island about a half-mile from an infested area of New Jersey and half a mile from Staten Island. It’s in Richmond County, thus adding another county to the areas where ALB has been found.

The apparent success of the eradication program in the Chicago area shows ALB can be defeated, Mastro and Bond stress.

“The ALB is an extremely dangerous pest,” confirm Arnold Farran with pesticide products manufacturer J.J. Mauget in Arcadia, Calif. “It has the potential to jump to many different varieties of trees. The USDA saw it as getting into forests and just devastating them, without any natural predator.”

After it was first identified in 1996 on some trees in Brooklyn, N.Y., the secretary of agriculture declared an extraordinary emergency in order to combat the infestation with regulatory and control actions. The beetle infestation in New York spread to Long Island, Queens and Manhattan. In 1998, a separate introduction was discovered on trees in the suburbs of Chicago. Beetles were also detected in two separate New Jersey locations – Jersey City in 2002 and in Middlesex/Union counties in 2004.

ALB was detected on Pralls Island in March 2007. Pralls Island is an uninhabited, 88-acre island about a half-mile from an infested area of New Jersey and half a mile from Staten Island. It’s in Richmond County, thus adding another county to the areas where ALB has been found.

The apparent success of the eradication program in the Chicago area shows ALB can be defeated, Mastro and Bond stress.

“The ALB is an extremely dangerous pest,” confirm Arnold Farran with pesticide products manufacturer J.J. Mauget in Arcadia, Calif. “It has the potential to jump to many different varieties of trees. The USDA saw it as getting into forests and just devastating them, without any natural predator.”

After it was first identified in 1996 on some trees in Brooklyn, N.Y., the secretary of agriculture declared an extraordinary emergency in order to combat the infestation with regulatory and control actions. The beetle infestation in New York spread to Long Island, Queens and Manhattan. In 1998, a separate introduction was discovered on trees in the suburbs of Chicago. Beetles were also detected in two separate New Jersey locations – Jersey City in 2002 and in Middlesex/Union counties in 2004.

ALB was detected on Pralls Island in March 2007. Pralls Island is an uninhabited, 88-acre island about a half-mile from an infested area of New Jersey and half a mile from Staten Island. It’s in Richmond County, thus adding another county to the areas where ALB has been found.

The apparent success of the eradication program in the Chicago area shows ALB can be defeated, Mastro and Bond stress.

As with ALB, the effective insecticide for EAB is imidacloprid. Unlike treatment for ALB, which is done exclusively under APHIS supervision, anybody can purchase and use imidacloprid to control EAB. ArborSystems manufactures a version of imidacloprid called Pointer to work with its own proprietary tree injection system shown here.

Controlling EAB
As mentioned above, APHIS has a plan to eradicate ALB, although the projected date keeps getting pushed further and further out due to resource deficits. With EAB, however, “It’s too early to speculate,” admits APHIS spokesperson Shawn Lucik. APHIS’s EAB budget for 2007 is $9.9 million.

Tens of millions of ash trees in a 20-
of spring 2005, it should have spread to cover about 113 square miles. But surveys showed it covered about 13,000 square miles! The reason is human activity.

The movement of any ash tree products — firewood, nursery stock, logs, woodchips, etc. — spreads the insect. APHIS’s first line of defense against the spread has been the imposition of quarantines that prohibit movement of ash tree products, including the recent doubling of the previous quarantine area.

“We have a pretty good handle controlling the artificial spread in nursery stock,” Mastro says. “In fact, people in the nursery industry would say they can’t sell ash trees because people are afraid to plant them. But there are a lot of other pathways. For example, firewood gets moved all over the place. We’re looking at different ways of tracing firewood and trying to educate the public about the dangers of moving firewood.”

“Although USDA has been very proactive on the ALB, on EAB I think it was blindsided. EAB got out of hand so fast,” says Chip Doolittle, president of ArborSystems, Inc., Omaha, Neb.

“I remember in 2003 listening to a plan that there was going to be a fire break and EAB wouldn’t get more than three miles further,” he says. “But the next thing you saw were outbreaks outside of Michigan, due to people pulling firewood to campsites.”

Doolittle notes that there are a lot of ash trees for EAB to dine on. “In Michigan, Ohio, Indiana, the dominant tree is ash.”

As with ALB, the effective insecticide for EAB is imidacloprid. ArborSystems manufactures a version of imidacloprid called Pointer to work with its own proprietary tree injection system. Unlike treatment for ALB, which is done exclusively under APHIS supervision, anybody can purchase and use imidacloprid to control EAB.

Is the strategy working?

Shawn Bernick, research and development director for Rainbow Scientific Tree Care in Minneapolis believes that the agency is “removing trees in certain eradication zones that are healthy and could be treated and preserved.”

Rainbow markets three imidacloprid-based products under the name Xytect that arborists are using to control EAB, and it is seeking government approval for use of its...
ASIAN LONGHORNED BEETLE
EMERALD ASH BORER
The complete picture

ASIAN LONGHORNED BEETLE U.S.D.A. QUARANTINE PROGRAM
MAUGET’S IMICIDE & IMICIDE HP ... ARE THE ONLY MICRO-INJECTION PRODUCTS CHOSEN AND USED FROM ALL THE MATERIALS TESTED IN THE UNITED STATES DEPT. OF AGRICULTURE (U.S.D.A.) QUARANTINE PROGRAM

EMERALD ASH BORER STUDY

IMIDACLOPRID
Peak Residue Levels

55 P.P.B.
37 P.P.B.

IMICIDE POINTERS
IMICIDE POINTERS

ADULT BEETLES
100 % Control

INJECT-A-CIDE B
23 Days Post Treatment

E.A.B. LARVAE
Average Control Percent

60 - 96 % Control
35 % Control

Michigan State University Emerald Ash Borer Study:

IMICIDE (trunk-injection with Mauget capsules) reduced EAB density by roughly 60-96% in all sites. Injections in mid-July and early September provided 82 and 77% control, respectively.

INJECT-A-CIDE B (Mauget) was highly effective for adult EAB control for more than 4 weeks after injection. For example, in the June 25 bioassay (23 days post-injection), 100% of the beetles that consumed foliage from Inject-a-cide B (bidrin) treated trees died after 5 days.

NO OTHER TREATMENTS WERE FOUND TO BE SUPERIOR BY M.S.U. RESEARCH FOR THE CONTROL AND PREVENTION OF THE EMERALD ASH BORER

-Since 1998

-Mauget
THE ORIGINAL MICRO-INJECTION SYSTEM

Main: 800-TREES Rx (800-873-3779) ...

-Technical Line: 877-TREE HLP (877-873-3457)

Please circle 27 on Reader Service Card
products against A L B.

"M anagement of E A B has to occur at the
large scale population level," B ernick con-
cedes. Nevertheless, he says, "We are
interested in managing and trying to pre-
serve individual high-value trees."

B ernick thinks limits on funding for
A PHIS could actually work to the benefit
of arborists. "There is data coming out that
shows we do have the tools to save ash
trees," he says. "If the ash population is
reduced [due to government eradication
programs], there are fewer trees for
arborists to treat."

A nother player in the market, T ree T ech
Microinjection Systems, has teamed up
with Bayer E nvironmental S cience to offer
M erit Injectable, its version of Bayer's new
M erit T ree I njection insecticide in a
microinjection application. T ree T ech has a
subregistration agreement to sell through
its distribution network, says Roger Webb,

"By er registered the product for the
macroinjection market as M erit T ree
I njection. The registration and directions
for use were then modified to allow
microinjection, and to keep it separate the
new product is called M erit I njectable
Capsules," says Webb. T he product is
going to be offered in either 3 ml per unit
or 6 ml per unit dosages. F or E A B, only the
6 ml rate is recommended as Bayer has
found the higher rate more effective on
larger diameter trees, he says.

T his product is T ree T ech's foot in the
doors for federal funding, says Webb.
"W ith the introduction of M erit I njectable,
this is the first time that we've been able to
compete for any of these federal monies.
W e will now be able to compete in the fed-
eral market."

W hat A PHIS needs to do

"W hat we need to do is find enough
resources so we can survey the areas we
know are at risk and when we find it, we
remove the infested trees and treat those
we know are at risk," M astro explains. In
fact, that is the plan and the procedure, just
on a much slower timetable than would
eradicate the problem sooner.

W ith E A B, more money might mean
the search for means of control and eradication
could go faster.

"W e are desperately looking for control
agents," M astro says, including an imported
wasp. "I t's in the country now being studied
for possible impacts on non-targets. W e
don't want it to hurt anything else."

"B ut what would it eat once it consumed
all the emerald ash borers? T hat possible
problem seems very far away to M astro. "I t
would have a long way to go, because there
have to be trillions of E A B's. T he last esti-
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.
mate was that there are between 15 and 20 million affected trees and each tree has between 10 and 10,000 insects."

There is a lot of research being done on applying imidacloprid with sprays. Also, "we are trying to find a way to let industry move logs, firewood, green lumber, and other products safely – fumigate, treat with heat, pressure, and novel techniques," Mastro explains. "There is a study coming in another month or so on trying radio frequency and microwaves."

Work is also underway on a proposal for a national standard for pallets. "Because they are constructed out of green lumber, they can move pests around internationally," Mastro says. "There is a standard for wood pallets moving internationally. We’re coming up with standard for internal movement of that material that is regulated now, but we need better ways of treating it and allowing it to move safely."

That all this will take longer than it might due to lack of funding leads to two major worries for Mastro. "The longer you take to eradicate, the more natural spread you get, so the population gets bigger geographically and in numbers. And the risk of artificially transporting it in nursery trimmings, firewood or other material and starting an infestation in some other state, county or city. The long-term risks are increased."

Sarah Magee is a freelance writer living in rural Kentucky. She may be reached at sarahmwrites@yahoo.com.
Tree Injection Solutions

Shepherd™ Fungicide prevents Oak Wilt
Fast, proven-effective, no hassles

A single application of Shepherd Fungicide provides season-long protection against the devastation of Oak Wilt as well as Dutch Elm disease, leaf disease in Crabapple, and Anthracnose in Sycamores. Application in late summer/early fall provides protection for the following year. Each Shepherd Direct-Inject application delivers proven results with far less chemical, so you’ll save time, money, and delight your customers with this effective, no-mess approach.

Pointer™ Insecticide protects trees

One application of Pointer provides season-long control of adelgids, borers, aphids, beetles and other destructive pests. Recent research shows higher imidacloprid concentrations in trees treated with Pointer as compared to Imiclo. Backed by years of proven field results, Pointer provides dependable tree pest control. Visit our website for research details and user testimonials.

Mastiff™ PGR manages tree growth

Mastiff PGR is a new, easier way to achieve desirable growth reduction in trees—letting you extend trim cycles, often by several years. Mastiff condenses shoot elongation while boosting root development and stress tolerance. Reducing tree growth 40 to 70% over three years, Mastiff is ideal for trees near utility lines or where growth will block scenic views, retail signs, or traffic visibility.

Choose from ArborSystems broad line of Direct-Inject chemicals

- Insecticides
- Fungicides
- PGRs
- Nutrients

How spend days when minutes will do the job? ArborSystems Direct-Inject™ tree injection system lets you treat trees quickly, without drilling, turf damage, heavy equipment, or waiting for uptake.

Now labeled for 2-year control

Pointer delivers more control

Why spend days when minutes will do the job? ArborSystems Direct-Inject™ tree injection system lets you treat trees quickly, without drilling, turf damage, heavy equipment, or waiting for uptake.

So don’t drill. Direct-Inject!
By Dr. Christopher J. Luley

When conks appear on urban trees arborists should take notice. Conks indicate that a wood decay fungus has decayed enough wood to use some of that energy to reproduce and disseminate its spores. But conks or mushrooms on or attached to the tree or to woody roots do not necessarily mean the tree should be removed, just as we do not always remove trees with other indicators of decay. (Photo 1)

Conks are considered positive indicators of decay, meaning that the tree has some degree of decay. Potential indicators of decay, such as old wounds, unusual swelling or bulges in the tree base, suggest that the tree might have decay. When either potential or positive indicators of decay are present, additional evaluation or testing might be warranted (Photo 2). Clearly, when deciding to test for decay one must consider the many factors that we typically consider when assessing trees for risk.

Most arborists are well aware that conks and mushrooms are the sexual fruiting structures of wood decay fungi. Conks are attached to the vegetative hyphae or growth of the fungus that is inside the tree attacking the woody cell walls. With time, these wood decay fungi destroy enough of the wood that they can lead to failure of the roots, trunk or branches.

We can sometimes obtain valuable information from conks by identifying the type of conk and, if possible, species of fungus.

Individual, large single conks

Large, single conks are typically formed by the “heart rot” fungi that decay the...
“center” of a tree. Heart rot is somewhat of a misnomer, as many of these fungi also decay sapwood when the decay spreads within a tree (Photo 3).

Numerous small, conks or fruiting structures
When multiple small, leathery conks or fruiting structures appear on the bark of trees they are an indicator of sap rot (Photo 4). Sap rot fungi quickly become established in living trees when the bark and cambium die. The presence of sap rot fruiting structures mean that decay is progressing from the outside (bark side) of the stem toward the center. These fungi can fruit relatively quickly once they become established.

Sap rot is very important to arborists. Arborists should not rely on branches or trunks of trees with sap rot fungi fruiting structures for support unless they have verified that there is adequate un-decayed wood present to conduct what work they want to do.

Structures for support unless they have verified that there is adequate un-decayed wood present to conduct what work they want to do. Sap rot fungi can decay the entire cross-section of a stem, yet there may be little indication of the amount of decay other than the fruiting bodies. Some sap rot fungi also can kill living bark and cambium when they are established in areas of dead wood. For example, Cerrena unicolor and the ubiquitous Trametes versicolor (turkey tails), are known to expand dead areas after their initial colonization. In general, sanitation pruning of dead branches with sap rot fruiting bodies is a sound recommendation.

Decay location
Conks that appear on the butt or lower trunk usually mean the tree has both butt and root rot (Photo 5). Butt rot is usually found in the lower four feet of the main trunk. The same can be said for the fungi that decay the woody roots. These fungi may decay the butt of a tree along with woody roots. An arborist should consider that the presence of conks at the base or on large woody roots may mean that both root and butt decay are present.

Extent of decay
Relatively few conk types are strong indicators of extensive internal decay. When conks of most of the wood decay fungi appear, the tree usually has to be tested or evaluated more closely for decay to determine if removal is needed. However, one fungus, the artist’s conk (Ganoderma applanatum), is known as an indicator of large amounts of decay when it appears (Photo 3). Its presence often means that the tree will have to be
removed, or at least that there is extensive decay around where the conk appears.

**Type of attack**
Some wood decay fungi have more than one mode of attack (Photo 5). For example, the well-known fungi *Ganoderma lucidum* and *Armillaria sp.* are woody root killers because they attack the cambium of roots. But they also decay woody roots and cause butt rot. Many trees affected by these fungi show symptoms of decline because of the death of roots.

**Host specificity**
Most of the wood decay fungi are relatively non-host specific in that they may be found on many, often unrelated species and genera of trees. However, a few are relatively host specific, such as the *Phellinus robineae* the common heart fungus and conk often seen on black locust (Photo 6). One can almost identify the tree and conk, or vice-versa, based on the fruiting of this fungus.

**Conclusion**
Professional arborists should be aware of the common wood decay fungi in the area that they work. Since arborists often remove trees with conks, they are in a good position to make observations on how these fungi interact with their host tree. This is valuable information that we need more of so that we can make better judgments on the prognosis of urban trees with known infections of wood decay fungi.

Christopher J. Luley, Ph.D. is a pathologist and urban forester with Urban Forestry LLC (urbanforestryllc.com) in Naples, N.Y., and is the author of *Wood Decay Fungi Common to Urban Living Trees in the Northeast and Central United States*. His book can be purchased through TCIA. This article was excerpted from a presentation he made on the subject at TCI EXPO.
Freedom of movement

FAE’s FORESTRY equipment is a clear leader in its field. It offers a perfect combination of power, technology and safety in a range designed for land reclamation and maintenance, as well as the reclamation of dirt roads, forestry trails and firebreaks.

FAE USA Inc. - P.O. Box 400 - 90 Grayson Ind. Pkwy - Suite 400 - Grayson, CA 90317
Tel: 877-FAE USA (623-8721) • Fax: 770-407-2014 • Fax: 770-338-4508
info@fauusa.com • www.fauusa.com
Have we got a deal for you!

Purchase a pair of machines and qualify for an introductory rate of 5.9% or up to $3500 off the equipment package.

What can a pair of ACES do for you?

Smaller Applications

Twister 12
- Lightweight & economical
- Designed for ease of maintenance
- 12” capacity
- 60-115 horsepower
- Fully boxed & extended frames
- Light duty winch available

D52SP Stump Grinder
- 34 horsepower liquid cooled diesel
- 52” boom arc swing
- Available wireless remote
- 8.1 cubic feet of chip retention
- Independent drive motors
- Hydraulic equalization valves
- Stationary engine design

Larger Applications

Hurricane 18
- High capacity, high production
- 18” capacity
- 125-250 horsepower
- 2” x 6” x 3/8” heavy duty tubular framing
- Replaceable knife holders
- Available with a loader

D86 Track Stump Grinder
- 86 horsepower liquid cooled diesel
- 86” boom arc swing
- Piloted flange bearings
- Expandable tracks
- Remote Control
- 98% power transfer from engine to head
Call your local dealer for more information.

**Southeast Region:**
- Highland Tractor Co. Central Florida
  - (352) 732-8820
  - www.highlandtractor.com
  - www.highlandtn.com
- RW Moore Equipment Eastern NC
  - 919-772-2121
  - www.rwmoore.com
- RZ Zimmerman, Inc. Atlanta & Northern GA
  - 770-590-1815
- Smith Bros. Contracting Equipment Southeast FL
  - 561-689-9880
  - www.smithb.com
- Wilder Motor & Equipment Co. Tennessee
  - 615-329-2365
  - www.wildermotor.com
- Wilder Motor & Equipment Co. Kentucky
  - 502-966-5141
  - www.wildermotor.com

**East Region:**
- Able Tractor & Equipment Eastern New York
  - (518) 438-4444
  - www.abletractor.com
- Deacon Equipment SE/Central Western PA & NJ
  - 888-233-2206 • 570-784-1206
  - www.deaconequipment.com

**Midwest Region:**
- Ditch Witch of New York
  - Southern New York (800) 603-3888 • (845) 567-4868
  - www.foxny.com
- Escos Distributors, Inc.
  - Long Island
  - (800) 842-1914 • (631) 665-1370
  - www.escosdist.com
- The LC Whiford Equipment Co.
  - Western NY & Northern PA
  - 585-593-2741
  - www.wiford.com/EQHome.htm
- Marshall Machinery, Inc.
  - Northeastern PA
  - 717-729-7117
  - www.marshallmachinery.com
- New England Equipment
  - MA, RI, CT
  - 413-284-9933
  - www.newenglandequipment.com
- Newtown Power Equipment
  - Northwestern Connecticut (203) 270-0699
  - www.newtownpowerequipment.com
- Norrax Northeast, LLC
  - ME & NH
  - 207-773-3777
  - www.norraxnortheast.com
- Standard Equipment Company
  - MD, DE, DC, Northern VA
  - (800) 423-5099 • (410) 687-1700
  - www.standardequipment.com

**West Region:**
- A-OK Mower Shop Eastern Central CA
  - 805-963-3736
- DDH Equipment
  - AZ, UT, NM, Western CO
  - 970-243-3422
  - 602-477-0110
  - www.ddhquip.com
- Enviro "Chipper" Industries
  - OR
  - 541-855-2048
  - www.envirochipper.com
- Fresno Equipment
  - Central CA
  - 559-486-8020
  - www.fresnoequipment.com
- Garvey Equipment
  - Greater Los Angeles
  - 626-285-4150
- Great West Equipment
  - Greater San Francisco Bay
  - 408-578-0885
  - www.greatwestequipment.com
- Hawthorne Pacific
  - HI
  - 808-677-9111
  - www.hawthornecat.com
- Holt of California Northern CA
  - 877-373-4100
  - www.holcat.com
- L & M Power Equipment
  - Southern CA
  - 949-676-2990
  - www.landmowerpower.com
- Nichols Bobcat
  - Texas
  - (669) 586-2900
  - www.bobcat-northtexas.com
- Southside Total Power
  - Greater Denver
  - 303-789-4339
- Txsoma Utility Equipment
  - OK
  - 800-844-9412
  - www.texasutilty.com

*Offer good at participating dealerships only. Offer valid April 1, 2007 - June 30, 2007. Financing must be approved by June 30, 2007. Qualifying pairs: Hurricane 18 and D76 or D86 Track (eligible for $3500 discount). Twister 12 and D52SP or G52SP (eligible for $2000).
By Rick Howland

You don’t have to be old to remember the TV show “Beverly Hillbillies” and the theme song that tells the story of Jed Clampett discovering oil, also known as “black gold ... Texas tea.”

So, come and listen to a story of another tea that’s growing in value – just like oil. It’s called “compost tea,” and there are about as many recipes in the world of commercial arboriculture for this nutrient-rich spray as there are chili recipes in Texas. And the sprayer can be just as critical as the brew recipe itself.

Compost tea is more than an organic enhancer; it has proved to be highly beneficial for relieving stress when transplanting or pruning trees. It’s also helpful when applied directly to roots that have been cut during construction or by accident.

The concept of compost tea has been around a hundred years or more, depending who you talk to, and it is a cousin of manure tea. The last time these two brews showed up on the agricultural radar was more than 30 years ago when the “Boomer” generation was first beginning to experiment with its own version of organic gardening.

“As a modern method of fertilization, (compost tea) became mainstream about five years ago. The hippie generation’s all-natural approach is finally becoming accepted as sound, scientifically based smart business practice.”

James Sottilo

“We need to get back to a natural cycle to provide a biological balance,” says James Sottilo, TCIA member and vice president of New York-based TreeWise, an organic tree and plant care company. “People are always asking for simplicity. What could be simpler than the way nature intended?”

But even advocates of natural cycles such as Sottilo recognize that it’s impractical for people to completely neglect their yards, golf courses, parks and trees while Mother Nature takes her time to break down materials and work her organic wonders. The solution? A rapidly evolving way of providing organic materials for trees, plants and grasses.

“People may not have known it, but they’ve been using compost tea for centuries by using organic materials and water to create ‘brews’ for use as fertilizers,” Sottilo says. “As a modern method of fertilization, it became mainstream about five
years ago. The hippie generation’s all-natural approach is finally becoming accepted as sound, scientifically based smart business practice.”

Just what exactly is compost tea? The basic brew is a slurry of compost (or manure) and water. When the mix has had a chance to brew, it is then applied as a nutrient rich supplement either to the roots or the greenery of a plant.

As the science of arboriculture has gotten more sophisticated, so too has our knowledge of what constitutes a good and appropriate compost tea. One brew won’t fit all. By adjusting the ingredients of the slurry, the makeup of the spray can be tailored for specific applications. The broad definition of compost tea is that of being a natural liquid bio-stimulant and soil additive made by carefully brewing compost and other components in water in appropriate proportions.

Within the compost are four naturally occurring live microorganisms - bacteria, fungi, nematodes and protozoa - each with its own nutritive function. Together, they result in a perfect storm of a natural cycle of ingredients that form the foundation for proper plant nutrition.

Bacteria, for example, are a great source of nitrogen. Fungi hold micro-nutrients. Nematodes feed and release nutrients, as well as feed on plant-damaging insects. Protozoa eat the bacteria and release nitrogen for plant use.

“The key to a proper brew of compost tea is to have the soil tested to identify what nutrients and biological microorganisms are missing and what needs to be amended,” Sottilo says. “Test results guide the creation of the right compost tea brewing formula. You’re looking for what’s missing but, more importantly, you’re looking for what to add to enhance the soil.”

After that, according to Vicki H. Bess, director of BBC Laboratories Inc., in Tempe, Ariz., the performance of compost tea “depends on its preparation, compost quality, microbiology storage and application.” In an article she published several years ago, Bess wrote that “when making a tea to supplement plant nutrients, many producers are fortifying the tea with supplements either during production or as a post-production additive.”

Experts agree that the compost tea (literally a liquid version of compost) will impact a plant quicker than if compost is mixed into the soil, therefore, the tea formula becomes important. But the starter compost also has to be good - you make a good tea from a good compost. To a good compost, additives such as molasses, soluble kelp (seaweed), fish materials, humic acid, rock dust all can go into a tea - depending on the “brew master.”

There are some dangers for the do-it-yourselfer, which includes promoting the growth of dangerous pathogens (dangerous to both plants and humans) such as E. coli and salmonella. Do your research and investigate appropriate safety gear!

Without getting into the nuances of compost tea brewing, some critical elements are oxygen, storage, agitation, ventilation and application - either foliar or soil.

“You have to get the formula right for compost tea to work at its best. The same formula for trees doesn’t work for grass and other plants,” says SherrillTree’s Tom Duffy. SherrillTree provides corrosion resistant all aluminum bodies with stainless steel fully balanced diaphragm pumps for contamination free compost tea applications.

“The goal is to assure a consistent, quality product to achieve success when using compost tea.”

Tom Duffy
soil or into the foliage, all sprayer units are not appropriate. There are two problems. First, you can actually filter out or destroy the beneficial products of compost tea before they get to the plant. Secondly, because the slurry is a bit more syrupy than an agricultural chemical mix, you run the risk of overworking the machine and damaging the sprayer.

Rhett Clark, owner of Gregson-Clark Spraying Equipment out of Le Roy, N.Y., makes 50- to 1,500-gallon sprayers for skidding on and off a truck, plus custom, complete spray trucks. (You supply the truck, they supply components.)

"There's definitely a growing interest in organic products," he says. "A lot of research has been done, but a lot more needs to be done. The challenge in my opinion is that the [commercial tree care] industry is used to predictable results from conventional products such as pesticides and synthetic fertilizers. Organic products are not standardized but are extremely promising."

From Clark's point of view, the future is a matter of quality as well as cost and materials handling. "There has to be consistency of product -- microorganisms to keep alive, temperatures and aeration of the solution and the pumping equipment needs to be easy on the microbes. Some pump systems may work great for many standard applications, but you need to use special equipment to minimize the detrimental effects on the microbial solution. Some existing spray equipment can work, sometimes requiring modifications, but knowledge is important, even if just to keep the compost tea properly aerated."

He and other manufacturers agree that filtration can be a big issue, since a sprayer unit is limited to what one can use for a spray nozzle. Therefore, the delivery method has to be more specific to the material being sprayed. Compost tea is made of pulpy materials, so the tea itself can be thicker, and that generally leads to going with a lower pressure and higher volume system. Other things, such as a coarser screen and or nozzle and a different, slower pump also differentiate a compost tea sprayer from a general purpose unit.

At Green Pro Services in Hempstead, N.Y., Gary Maurer, vice president of sales, says his company specializes in compost tea applications with units up to 1,000 gallons. The company, he says, can build sprayers of virtually any size, and, while the majority of the units they build are in the 200-300-gallon range, typical in the arborist industry are the 600-to 1,000-gal-
Experience the Spraying Power of John Bean

Nothing’s more dependable and powerful than a John Bean sprayer. In fact, we’ve set the worldwide standard for sprayers since 1884 offering the perfect spraying choice for tree care, grounds-care, nurseries, pest control and golf courses. Simple, but superior design, quality construction, performance enhancing options and accessories. John Bean sprayers have always been at the top of the spraying game. Nothing’s changed. We still believe in tough, rugged construction. And we’re still turning out the broadest and most impressive lineup of sprayers in the industry.

To experience the spraying power of John Bean for yourself, call us at 800-241-2308 or visit us online at johnbeansprayers.com.
He agrees that chemical treatment applications (pesticides, herbicides and fertilizers) have almost the same viscosity as water, and, while most compost teas can be close to the consistency of water, they can get syrupy and contain particulate matter requiring different pumps and filters.

“You don’t want to end up with the microbes and not all of the food sources (in the compost tea), like molasses and kelps and various other materials. Microbes need the food source when they get to their destination,” he explains.

Maurer reiterates that the application needs to be consistent, not changing as a filter or screen gets clogged. “Compost tea sprayers require appropriately sized components with very different specifications for compost tea applications,” Maurer stresses.

Just to prove that there is a difference in sprayers, the tea tank return and agitation need to be matched to keep heavier viscosity components in solution. “It’s not only about what goes out the gun but also the amount of material available for return to the tank to keep all components in proper solution,” he notes.

Because aeration helps keep microbes alive, it is important to take into consideration different aeration equipment for different dilutions of compost tea. Paddles and jet aeration are two sources.

“There’s a lot to take into consideration,” Maurer says, “so everything we work with is custom, hand-in-hand with the client.” This includes getting information on the recipe and application rates to ensure that all tea components are held in solution and that aeration is appropriately sized.

One novel feature is the company’s ability to supply equipment that makes the solution right on the sprayer truck. “Building a combination brewer-sprayer for the truck makes the process extremely efficient. Brew over night and use the same equipment to apply the next day. There’s little to no transfer cost or labor cost to support it,” Maurer says.

Tom Wanner of Minnesota Wanner Company in Minneapolis has been manufacturing pump equipment since the early 1960s when his father invented a couple of different pumps. Tom now has the sprayer side of the business, which evolved to include tanks and related pumping equipment with units of 25 to 1,000 gallons, largely for the green industry. Wanner custom builds to suit the end user, but he also distributes other brands, so they can sell off-the-shelf fits.

“There aren’t a lot of hard and fast compost tea theories that work yet. There is no industry standard. Freshness is a big issue with materials needing to be mixed in timely fashion, plus biological controls with live organisms added to organic fertilizer. That has an impact on the equipment. Compost tea is still in its developmental stages and many of today’s cutting edge techniques won’t be used in 10 years.”

As a custom builder, he plans to listen to the customer and use those ideas and grow with the concept.

Ric Cordero is director of sales for Durand Wayland/John Bean Sprayers in LaGrange, Ga., probably the oldest maker of sprayers for the tree care industry, dating
**100 FEET**

The **NEW aerial lift height standard for the tree industry**

**LEO 15G: 50 ft wk ht, 31” wide, 13’ length #4,100 lbs weight**

**LEO 23G: 76 ft wk ht, 39” wide, 20.6” length #6,800 lbs weight**

**LEO 30T: 100ft wk ht, 62” wide 24’ length #9,240 lbs weight**

**LEO 26T: 86 ft wk ht, 62” wide, 20.6” length #7,600 lbs weight**

**LEO 36T: 120 ft wk ht, 62” wide 27” length #10,540 lbs weight**

**Other models from 40 ft to 165 ft also available**

- Vertically height adjustable tracks
- Aircraft proportional hydraulics
- Non marking rubber tracks
- Non insulated unit
- Drive and set outriggers from basket
- Four travel speeds
- Climbs steps
- Optional 207 colors

**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 up to 400% Faster:** Tree climbing is an honorable occupation of last resort for less than 10% of trees. For the other 90%-94% 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 CDL'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.

Teupen…Bringing tomorrow's technology to you today

Special Financing Provided By:

**Liberty Financial Group Inc.**

1-800-422-1844

Contact Philip McCluggage at ext. 11 or pmclin@libertyfi.com

800-944-5898 • www.spiderlifts.com • info@spiderlifts.com • info@teupenamerica.com

In the Portland, Oregon area, call 888-656-5401
to 1884. The company makes a diverse line of sprayers from 50 to 1,500 gallons. The mainstay for commercial tree care is the 50-300 gallon class. Cordero concurs that every sprayer can’t be used for applying a compost tea. For mechanical agitation, his company uses a series of paddles to keep slurry homogenous and aerated. Because the compost tea era is still in its infancy, according to Cordero, there are those who maintain that such mechanical agitation beats up microbes. So, for those inclined and who prefer the alternative for their recipes, all John Bean compost tea sprayers are convertible to jet agitation.

**Uses for compost tea**

Julian Durant, director of soil for the Hendrikus Group, a landscape and soil consulting/design/contracting company in Washington state, warns that compost tea has limits and should not be viewed as a silver bullet.

“When you spray good compost tea made properly and at the right time, it works fabulously,” Durant confirms. “In fact, several of our clients have asked us to cut back on the application because it was making their lawns and plants grow too fast.”

But while compost tea can increase plant vigor and pest resistance, it should not be expected to serve as a weed deterrent, at least not on its own. “The main reason to use it is to increase plant vigor, and pest and disease resistance,” Durant adds. “But while weed control is not the intended benefit of compost tea, a positive side effect is that the increased plant vitality makes it more successful and, consequently, better able to combat weeds, which are basically opportunists.”

Durant says that one of compost teas’s best attributes is that it is flexible and can be mixed easily with vitamins or minerals as needed to create a tailor-made soil enhancer. It must be brewed, however, in a highly controlled process to maximize its benefits. Advocates of compost tea have cautioned that there have been numerous examples of golf courses, lawns and parks across the United States that have been burned by a wrongly formulated application. As more and more companies learn about brewing requirements, those stories should fade over time.
Please circle 6 on Reader Service Card
Many property owners don’t realize that part of their legal duty to maintain their premises in a hazard-free condition includes their trees. A properly performed inspection of trees and implementation of a maintenance program can lessen the property owner’s exposure to expensive negligence lawsuits, reduce hazardous conditions and preserve the landscape’s value.

This article outlines the responsibilities for professionals and property owners. Professional is a broad category that includes almost anyone associated with managing a property in a “professional” capacity, such as property management firms, construction superintendents, developers, certain municipal and state agencies, parks departments, and farm and landscape management firms.

Construction & development projects
It is hard to imagine a home, municipality, community park, school campus or a construction project that doesn’t include trees, shrubs and other plants. These “softscapes” add significant aesthetic and financial value to a project. Although trees add tremendous value to the landscape, if they are not monitored and cared for properly, they can become a legal liability.

When property is under development, most of the focus is on infrastructure. The roads, utilities and amenities must be built. Often overlooked, however, are the existing trees and other plants. To the untrained eye, a tree may appear to be fine. Yet, many trees have suffered damage from lightning, wind, construction activity, insects, disease and even vandalism.

It is not uncommon for a healthy-looking tree to be a hazardous tree – one waiting for the right combination of wind, rain, ice or other circumstance to cause a tragedy. It is imperative to protect these existing trees and plants during development to ensure their health and vigor so that they do not become a liability due to damages sustained during construction. A potential, long-term problem can be lessened by spending time drawing up a tree protection plan during construction projects.
As a development progresses, hazardous trees are sometimes left standing. Trees are retained for various reasons, such as a call by zoning officials to preserve trees, a public outcry to keep the beautiful tree, a desire of an owner to keep the budget down, or out of ignorance regarding tree structure, biology and the law. The result is that far too often project managers and property owners keep trees that present a potential for harm without realizing the possible consequences.

Rulings from across the country

- **Pennsylvania**: In Barker v. Brown, 340 A2d. 566 (PA. 1975), the court ruled that a landowner has a duty to make a visual inspection of trees and would be liable if he knew or should have known of the dangers.
- **North Carolina**: In Rowe v. Mc Gee, 168 S.E.2d 77 (Ct. App. N.C. 1969), the court directed that a landowner be held responsible for a private nuisance if he knew of a tree’s condition.
- **Iowa**: In Meyers v. Delaney, 529 N.W.2d 288 1995, the court stated that one who maintains their trees owes a duty to avoid injuring persons on adjoining properties, but there is no duty to constantly and consistently check all trees for non-visible decay. Further, the tree owner had to have actual or constructive notice of the defect.
- **Kansas**: In Pierce v. Casady, 11K an.A pp.2d 23 (Ct. App. Kan. 1985), the court ruled that a landowner may force a tree owner to abate a nuisance if the tree branches do harm or create imminent dangers.
- **District of Columbia**: In Dudley v. Meadowbrook Inc., 166A.2d 743 (Muni. Ct. A pp. D.C. 1961), the court stated that a landowner has a duty to have his trees inspected by an expert because trees do not ordinarily fall of their own weight without some external force.
- **Louisiana**: In Caskey v. Merrick Construction Co., 502d WL 163206 (L.A. App. Cir.) 41,622 (L.A. App. Cir. 1/24/07), a verdict was upheld that the duty of inspection by a superintendent on a construction site does not require inspection for all trees that have a potential to fall, even if they might have been damaged; only dead trees.
- **Indiana**: Valinet v. Eskew, 574 N.E.2d 283 (Ind. 1991). The Indiana Supreme Court found that a “possessor of land in an urban area was subject to liability, to persons ... for physical harm resulting from his failure to exercise reasonable care to prevent an unreasonable risk of harm arising from the condition of trees on the land near the highway.” The court further held that a landowner had a “duty ... to perform periodic inspections to be sure that the premises do not endanger those using the highway.”

Property owners, developers and managers should know what the law says about trees and liability in their state. A lack of knowledge is not a defense in many states in a lawsuit.

Trees and negligence

Who is considered negligent?

A property owner may be considered negligent if he or she has a tree that falls and harms a person or damages property. Generally, the tree has to cause injury or damage for negligence to be claimed. Often, courts take into consideration whether the property owner was acting as a “reasonable man” in the care of his trees. That “reasonable man” standard of care may be different for different people and jurisdictions. Inspection and maintenance of trees might be considered reasonable for a property owner. However, professionals may be held to a higher standard of knowledge if a hazardous tree goes undetected.

Whose duty is it?

Many states have recognized that, indeed, property owners have an expressed duty to inspect and maintain their trees.

A property owner drove by this tree for years without recognizing the large horizontal crack that presented a risk of harm to passersby.

Trees that lean and those too close to the road must be inspected.

Attorneys have extended that responsibility to developers, builders, property managers and other professionals who have agreed to “act in a property owner’s stead,” as they have included professionals in lawsuits. Although some management development and construction agreements
cover these matters, many do not. If you are acting as an agent for the property owner, make sure your contract defines responsibilities regarding tree inspections. Without a contract, professionals and others acting in the property owner’s stead may take on this “duty to inspect” responsibility unknowingly or inadvertently and open themselves up to exposure to liability lawsuits.

Property owners and professionals should work with a consulting arborist to develop an annual inspection and maintenance plan for the trees that will alert the property owner to structurally unstable trees and set forth how they will be dealt with. This forward-looking planning can avoid weeks of delays after a disaster.

In many states, property owners and sometimes those acting in their stead have a legal duty to protect visitors, workers and passersby, including pedestrians and motorists, from hazardous conditions. Out of recognition of this duty, property owners and managers remove snow and ice, repair fences, fix sidewalks and make sure there are no line-of-sight conflicts that impede the safe flow of automotive and pedestrian traffic. Professionals should know this duty may extend to trees and their care.

What the laws say about trees & negligence
Trees have caused legal problems for centuries. Every budding lawyer studies the 1466 “Thorns Case” concerning property damage caused by trimming procedures. In the past when a tree fell and caused harm, it was considered an act of God. As the law has evolved, property owners have been found to be liable for injuries and damage caused by their trees. Courts across the nation have found that property owners have a duty to inspect, maintain and, in some cases, remove limbs or trees if they are hazardous or impede line-of-sight. This has been a natural pro-

This tree looked healthy to the untrained eye; however it had a cavity in the trunk and was toppled in a wind storm.
Is Your Insurance Carrier’s Knowledge of Your Business Here?

Or Here?

From coverages such as pesticide and herbicide application to workmanship errors, our experience and knowledge of the arborist industry enables us to offer you the tailored, comprehensive coverage you need. To find out more, contact your local Hartford Agent or visit mb.thehartford.com/treecare.
gression of cases and state statutes that deal with premises liability and the duties owed to invitees, guests and the public regarding any foreseeable problems from trees.

Routine inspection

Who will perform the “routine inspection” the law requires? Theoretically, the required inspection can be performed by anyone. However, there are many problems more difficult than those highlighted in this article that only a specifically trained arborist can identify.

A professional should be knowledgeable about municipal ordinances and state case law as they relate to responsibility for trees on private and public properties. As property owners perform their duty, they must ensure the inspector with whom they contract has knowledge of visual tree assessment, structural analysis of trees, tree biology, and habits of particular species. The trees must be evaluated for their location, condition, size, likelihood of failure target and risk of harm.

Among those sites requiring special attention are:

- Adjacent residences
- Public parks
- Schools and playgrounds
- Roadways and parking lots
- College campuses
- Utility right of ways
- Golf courses
- Mature trees near a shelter
- Athletic fields
- Trail systems and walkways

Manage the risks

So what should a community, developer, planner, parks director or other property owner or professional do? The following steps will help manage risk from hazardous trees:

- Develop a tree inspection and management policy.
- Put the plan in writing and document efforts to alleviate known hazards.
- Work with your attorney to understand the legal requirements in your state.
- Ask your insurance agent about your tree coverage. Request a discount when you develop and implement your tree plan, which lessens the carrier’s exposure.
- Work with a consulting arborist. This professional should be trained in visual tree assessment and hazard tree recognition and be a member of one or more of the national arboricultural associations.

Inspect all cavities and holes!

A professional arborist may be required to remove hazardous limbs.
Get it in writing

Your contract with the property owner should set out what your duties are regarding tree inspections and the notification process. Clients may not realize the danger a tree may present. Many people believe that if a tree has foliage, it is healthy. Arborists have a responsibility to educate their clients about the frequently unseen
interior decay in trees, and how they can stand in a weakened state, ready to be felled by wind, rain or ice storms.

Sometimes, property owners say “don’t tell me about it” because they think that if a hazard is not identified, then they are not liable. However, courts repeatedly have found property owners have a duty to inspect and maintain their premises, and “not knowing” is not an adequate defense. Regardless of whether a problem is documented, in many states, the duty still exists to inspect and to maintain the trees. Once identified, the potentially hazardous trees should be documented in writing and the client should sign the report in acknowledgment of its receipt. Both parties should keep copies of the contract and reports on file.

**Conclusion**

Although property owners and the professionals acting in their stead may not know about visual tree inspection, tree structure, botany, effects of construction on trees, laws on negligence, risk or duty, their ignorance is not an arguable defense. It is the opening to a nightmare! Insurance files and court dockets are full of catastrophes that were either preventable or could have been mitigated. Among them are claims that involve damaged, distressed, diseased or improperly maintained trees. Property owners and possibly those acting in their stead have a duty to maintain their trees and to manage foreseeable risks.

---

1 Thank you to Lew Bloch for court cases cited from “Tree Law Cases in the USA” 2000 – revision in process 2007.

Tough Trucks That
Work As Hard As You Do

New Truck Image At A Used Truck Price!

For over 25 years, Royal Truck & Equipment has been one of the nation’s premier custom builders of extreme duty chip trucks for the arborist industry. We’ve got the toughest bodies around mounted on clean, fleet & government maintained used chassis. Huge selection of ready to work trucks in stock, or custom built to your specs with easy financing and nationwide delivery available. No matter what your budget or vehicle requirements, we have the truck you are looking for! Drop by or give us a call today to find the perfect truck for YOUR business at a price you can actually afford!

Royal
TRUCK & EQUIPMENT INC.

Toll Free: 800.283.4090
www.royaltruckequip.com

Please circle 49 on Reader Service Card
The Labor Department has issued an advance notice of proposed rulemaking soliciting comment on certain hazardous jobs for youth. It responds to a 2004 congressional amendment to the Fair Labor Standards Act, which authorized under certain conditions the employment of workers 14 to 18 years old in businesses that use machinery to process wood products.

The advance notice discusses prohibitions on the use of certain machines by workers under 18. DOL is soliciting the views of workers, advocates, and employers on which machines pose “particular risks” for teenage workers and whether some could be used safely.

More generally, the department is trying to adopt a more functional approach, examining the actual risk associated with particular tasks rather than making wholesale judgment on a particular occupation or task.

Specifically, the proposal would revise several Hazardous Occupations Orders, the regulations contained in Subpart E of 29 CFR Part 570 that prohibit or curtail employment of teenagers under 18 in occupations that DOL deems unsafe for minors. Seventeen Hazardous Occupations Orders were adopted by the Labor Department between 1939 and 1963, and some contain limited exemptions that permit employment of 16- and 17-year-olds as student learners or apprentices.

Consistent with NIOSH recommendations, DOL would expand current limits on workers under 18 in the logging and timber industries. It would extend the prohibition on teenage employment to forest firefighting and fire prevention. DOL seeks public comment, however, on whether there are jobs within the timber tract, tree farm, and forestry industries in which 16- and 17-year-olds could safely perform. It added that since the FLSA does not cover volunteer employment, older teenagers could still donate their firefighting services to state and local governments.

Comments sought on hazardous jobs

In its separate advance notice of proposed rulemaking, DOL noted that a NIOSH report contained 35 recommendations regarding existing Hazardous Occupations Orders. In its 2004 final rule, DOL addressed six of those recommendations and its current proposed rule covers 25 of the 29 remaining NIOSH recommendations. The advance notice solicits public comment on the other four NIOSH recommendations plus some hazardous occupation issues not explored by NIOSH. Among other topics, the department seeks input on student-learner and apprentice exemptions to hazardous occupation rules.

Comments on the advance notice of proposed rulemaking, which should refer to RIN 1215-AB44, should be mailed to: Wage and Hour Division, Employment Standards Administration, U.S. Department of Labor, Room S-3502, 200 Constitution Ave. NW, Washington, DC 20210. Comments also may be submitted electronically at www.regulations.gov.

For further information, contact Andrew M. Kerschner Jr., Office of Enforcement Policy, Child Labor and Special Employment Team, Wage and Hour Division, U.S. Department of Labor, Room S-3510, 200 Constitution Ave. NW, Washington, DC 20210. Comments also may be submitted electronically at www.regulations.gov.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.
We don’t like to brag, our accredited tree care companies do that for us.

“Accreditation taught us how to work as a team. As a small company, everyone pulled together to help us get accredited.”
August Hoppe, Owner, Hoppe Tree Service

Our employees were absolutely pumped about being recognized as working for a leading company by their local newspaper. Their friends and family saw the article and told them things like, ‘I didn’t realize you worked for such a great company!’
Rolf Briggs, Owner, Tree Specialists

Begin the journey today. 1-800-733-2622 www.tcia.org
The Care of Trees achieved company-wide TCIA Accreditation in January and, with all 23 of its offices having met the demanding requirements, can now boast being the largest TCIA accredited company in the country.

“We’re hoisting that banner for as long as we can,” says Scott Jamieson, president and CEO.

Originally called Hendricksen Tree Experts, the organization began as a partnership between John and Bob Hendricksen in 1964. Since then, it has expanded from its headquarters in Wheeling, Ill., to 23 branches in five metropolitan areas: Chicago, New York, Philadelphia, San Francisco and Washington, D.C. Jamieson describes The Care of Trees as a “regional company that has national exposure. We’re in the prime metro areas of the United States.”

The company’s history, in a sense, goes back even further. “We’re a family of mergers and acquisitions. We have companies that are part of our family that have roots back to the early 1900s,” says Jamieson.

The company touts the fact that it is employee owned. John Hendricksen put in place an employee owned stock plan, or ESOP, in the 1970s. “The ESOP has since grown to a little over one-third of the ownership,” says Jamieson. “The main theme is that our organization actually allows people to have equity ownership in the organization. Even before the ESOP, we had an employee-owned mentality. The organization has always been run with this strategy of having the employees have a culture of involvement and empowerment. It’s not a top down company; everybody’s not sitting there waiting, watching for upper management to make a decision. They’re making decisions closer to the client – all in the bounds of our values and goals and vision of where we’re headed. The biggest advantage is instead of two or three people leading the company you’ve got an entire organization filled with leaders who are driving the organization forward. You’ve got some real depth in the company.”

The Care of Trees strives to meet high standards, but they are always working to make things better. This creates an interesting tension between celebrating success and refusing to be satisfied. “We use a term called constructive discontent in the organization, so that we stay discontented with where we’re at, but it’s got to be in a constructive manner,” explains Jamieson. “We keep striving for excellence and try to figure out a better way to do things. Accreditation is part of that. It was challenging, it was thorough, and it really pushed the organization. Even for a company like ours that has been...
around a while and has some systems and sophistication, Accreditation really got us to a different place."

Jamieson describes continuous learning - employee development and organizational development - as another value of the company. "The status quo doesn’t last very long around here. That can drive people nuts to be quite honest, because we’re always mixing it up, always trying to change to become better."

Jamieson was a TCIA board member during the time Accreditation was being developed, so he was already very familiar with its potential benefits. Getting on board with his company was just a matter of timing.

"I was a big advocate and proponent of Accreditation. I thought it was what the industry needed," he says. "The Tree Care Industry Association is our trade association, and getting accredited is the right thing to do. The other reason to do it is simply to get better. We knew the auditing process was going to be pretty rigorous and that it was going to find some things to make us better. It did. It was a pretty good process."

Jamieson reports that it took a full year to do internal audits, with a couple of people dedicated to doing them. They took the Accreditation templates and went around from office to office. Of course, they had branch businesses to run at the same time, so Jamieson likens the process to "fixing a flat tire while the car is still moving."

Most of the issues of concern were paperwork and documentation gaps that needed to be brought to a higher level before they were able to call in the TCIA auditors. They already had an ongoing internal audit process and going through Accreditation only improved it, Jamieson says.

"A accreditation added a number of things to our own processes, so it was very helpful. We’ve melded our internal audits with the TCIA Accreditation audit process. Now we have a template and we will continue doing these audits ourselves, so that when the TCIA auditor comes back in we know we have a good shot at being ready."

TCIA’s auditors found items beyond paperwork that needed fixing, which Jamieson wasn’t happy about.

"I think the most frustrating part was that we had a couple of what are called ‘critical violations.’ In both cases they were safety issues where somebody made a cut without chaps. A safe as we are and as much as we train our people, when we see those things happen or hear about them it infuriates us because we know we have to keep working at it."

[See "Taking Your Safety Program from Good to Great," Apr 2007 TCI magazine.]

Jamieson notes that the company has tried to create a culture that encourages employees to speak up when they see something that needs correcting. It’s called “approaching others,” which encourages employees to approach others on a crew about safety issues.

"We have a safety vision of ‘No one in our family gets hurt’ that works toward a zero-injury culture,” he explains. "It doesn’t mean no accidents – it means a belief that we can get to a place where there’s no one getting hurt in the company. That goal extends to when people go home. We see people getting hurt at home. In fact, Allan McMillan from the National Safety Council, who spoke at Winter Management Conference, said there are fewer injuries happening at the office or workplace but more and more injuries happening at home. We’re trying to extend our safety philosophy to people all the time no matter what they’re doing."

As much as The Care of Trees is proud of what they’re doing around safety, it will remain the No. 1 focus in the organization, says Jamieson. "For our company as with the industry, we have so far to go. I look forward to the day when we can say, ‘Remember back five or 10 years ago it seemed like somebody got hurt a lot more often, and now we’ve got all these processes in place and behaviors and understandings so people just don’t get hurt in our family anymore."

It was the people who work for the company that achieved Accreditation, and the designation gave employees a lot of internal pride, says Jamieson. He predicts it will also help as the company continues to grow, which helps with retention, since the company’s biggest challenge is finding and developing talent.

"As an organization grows and develops, you need different talent. We work really hard at trying to educate, train and develop the people who are in the company. It’s a constant pressure to keep your existing talent happy so they stay. We struggle like everyone else with that 90-day employee. Once people are with us a year, we see retention go through the roof."

The Care of Trees has also grown through acquisitions. As they look at other companies to buy, they will be a lot more interested in talking if the other company is accredited. "We know they’ve met a certain standard,” says Jamieson. "The most valuable acquisition to us is someone who is going to make us better. It’s just not a client list, it’s certainly not equipment. It’s about bringing better people on board."

An early proponent as a board member and now an early adopter of the program, Jamieson recommends the program for others.

"No question," he says, "for a couple of reasons: it increases your market position and it will sharpen your internal processes. You should be more profitable, you should be able to attract quality employees, and it makes your company more attractive on the market."

Jamieson is impressed with seeing a younger group of employees and companies in the industry who are coming into the association. "It’s pretty cool to see this new generation that values safety and increased professionalism. I think that’s why you’re seeing so much movement, because there is a changing of the generations with a different focus."

"TCIA is really notching up the industry," says Jamieson, with Accreditation and the new Certified Treecare Safety Professional (CTSP) program. "We certainly feel proud to be part of the association and the direction of the entire industry. It seems like every year is the most exciting year for the industry, and I think 2007 is going to show that to be the same as well."
HELP WANTED

Foreman/Supervisors/Managers
Lucas Tree Experts, a leader in the tree care industry on the east coast, in South Carolina and in Canada, seeks qualified Utility Foreman, Supervisors and Managers for Utility Line Clearance Operations. College degree or minimum 3 years’ related experience. We offer competitive pay and a comprehensive benefits package. Send resume to: Lucas Tree, PO Box 958, Portland, ME 04104. Fax: (207) 797-0752, e-mail: employment@lucastree.com visit our Web site: www.lucastree.com “Growing naturally…since 1926”

Ready for a Change?
www.GreenIndustry-Jobs.com

Custom Tree Care, Inc., Topeka, KS
Topeka’s leading tree care company is currently accepting applications for the full-time positions of: Tree Trimmer/Climber. Custom Tree Care, Inc. has been in business since 1999 and continues to grow each year. Applicant must be self motivated, knowledgeable and personable individual. Pay depending on experience and job knowledge. Applicant must be at least 18 years old, valid driver’s license required, CDL preferred. ISA certification a plus. Benefits: Paid Holidays & Vacation, Health/Dental Life Insurance, IRA Please contact Greg Gathers at (785) 221-7550 or at customtreecare@hotmail.com for any questions or an application.

Tree Climbers/Sales Reps/Crane + Loader Operator

Kramer Tree Specialists, West Chicago, IL
Has full-time positions open for Plant Health Care Technicians. Training & continuing education provided, valid driver’s license required, CDL a plus. Company benefits include Health Insurance, Profit Sharing, 401(k) & Production Bonus weekly! Contact Lor@Kramertree.com or phone (630) 562-0160. Fax (630) 562-0871.

Bartlett Tree Experts
Continues to grow in the Western U.S. & Canada. Immediate openings for Experienced Foremen, Tree Climbers, IPM Monitors & Arborist Reps in San Francisco Bay area, Phoenix, Tucson and British Columbia, Canada, offices. Paid vacation, holidays, medical, dental, 401(k), training and continuing education. Applicant must be safe, reliable, customer-service & career oriented. CDL & ISA certifications are a plus. Fax or e-mail your resume to (415) 472-8651 or pandreucci@bartlett.com.
Great Opportunities in SE Florida! All positions!
High-end commercial tree work year-round in the most affluent communities in the country. Professional environment. New equipment/latest technology. Ongoing training. Room for advancement. NOVO ARBOR is a fast growing company that values what you have to offer as you will value what we have to offer! Relocation assist. Tel: (561) 330-9785 Fax: (561) 330-2392 E-mail Admin@NovoArbor.com

Rainbow Treecare looking for Arborist in Minnesota who is committed to protecting the Urban Forest
This unique opening for an Arborist Sales person in the Twin Cities area of Minnesota will provide diagnosis and treatment recommendations to our clients. We are passionate about advancing our knowledge and maintaining the highest standards of care in the industry. Requirements include a degree in forestry or similar with 3 or more years in a sales consulting role and ISA certification is a plus. If you would like to make a difference, and work in an excellent environment that rewards you for your expertise, contact Kristina Strain, HR Manager, at (952) 252-0533 or E-mail your resume to jobs@rainbowtreecare.com.

Schneider Tree Care
Now hiring experienced PHC technicians with pesticide applicators license – Turf & Ornamental. Two years’ experience in tree and shrub identification and disease diagnosis; Certified Arborist and CDL-B a plus. Schneider Tree offers top wages, performance bonuses, continuing training, year-round work, health insurance, and matching retirement savings all in a very family friendly Drug-Free environment. Apply online: www.schneidertree.com or call 1-800-895-8002.

Sales Representative
Opportunity available for motivated, ambitious individual. McFarland Tree & Landscape Services is looking for someone to manage sales & services for existing clients while developing new clients in assigned territories. Green industry experience is ideal. Benefits include vacation, pension/401K, med/life insurance, vehicle allowance and excellent income potential. Call Jeanne at (215) 438-3970, fax resume to (215) 438-1879, e-mail mcfarland@onrampcom.com

TCI Magazine and Web Site Classified Rate Chart

<table>
<thead>
<tr>
<th></th>
<th>TCI Magazine Only</th>
<th>Web Site Only</th>
<th>Web Site &amp; Photo/Logo</th>
<th>TCI Magazine Only</th>
<th>TCI, Web Site &amp; Photo/Logo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>$55</td>
<td>$55</td>
<td>$65</td>
<td>$65</td>
<td>$75</td>
</tr>
<tr>
<td>Non-Members</td>
<td>$65</td>
<td>$65</td>
<td>$75</td>
<td>$75</td>
<td>$85</td>
</tr>
</tbody>
</table>

AD Size: Prices based on 250 characters (including spaces and punctuation)

Discount: Ads run for a consecutive 6 month period will receive $5 per month

DISCLAIMER - Under no circumstances will TCIA or its directors, officers, employees, or agents be liable to you or anyone else for any damages arising out of use of any product or service advertised or promoted in Tree Care Industry magazine.
Basic Training for Ground Operations in Tree Care

Five video set with contributions from Peter Gerstenberger and Bob Rouse of TCIA, and Ken Palmer of ArborMaster™ Training. Titles are:

- An Orientation to the Arboriculture Profession
- Vehicle Safety
- Job Planning & Preparation
- Working Safely & Efficiently
- Brush Chipper Operation & Maintenance.

5 ISA CEUs

Product code: BGW

Set of 5 videos & workbook.

Price: $199.95 (Members: $149.95)

For this and other safety and education products, call 1-800-733-2622 or shop online at www.tcia.org

Cevet Landscaping & Tree Service

12-year-old, growing, Mid-Missouri-based Tree Service Company seeking year-round crew foreman. CDL and experience a plus. Certified Arborist a plus. We are dedicated to safety, ongoing training and, above all, Customer Service. Benefits include insurance, 401(k), holidays and vacation. Pay commensurate with experience. Position could lead to branch manager status. Fax resumes to (573) 814-1767 or call (573) 814-1651. Web site: cevetservices.com. E-mail: info@cevetservices.com

Atlanta GA Arborist

Opportunity for an ISA certified arborist to join a growing tree care and removal company. Join the team and be part of our expanding services. We offer competitive salary, paid vacation, group insurance and retirement benefits/401(k). E-mail chrislane@cowarttreeexperts.com or phone (770) 921-8227; Fax (770) 932-5150.

Bartlett Tree Experts

Continues to grow in the south with immediate openings for experienced tree climbers in the Savannah, Atlanta, Hilton Head, Tallahassee, Charlotte, Raleigh and Charleston offices. Benefits include paid vacation, holidays, medical, dental, 401(k), training and continuing education. Applicant must be reliable, customer-service and career oriented. CDL a plus. Fax or e-mail your resume to (770) 414-9762; sjohnston@bartlett.com; www.bartlett.com

Lewis Tree Service

One of the largest vegetation management companies in the country, which works with utility companies & municipalities, is seeking a full-time Safety Supervisor in the FL/GA area. Duties: Educate & support employees in meeting the safety performance expectations of the company. Provide management & customers with presentations related to statistical data and overall safety performance. Qualifications: Associate Degree or minimum of 5 yrs. job related exp., 3 yrs. exp. in Utility Line Clearance Trimming, Willing & able to travel. Computer literate. Bilingual Spanish/English required. Excellent compensation/benefits EEO/AA Employer. If interested please fax or e-mail letter of interest and resume to: Karen Lichtenberger Fax: (585) 235-5864; E-Mail: Klichtenberger@LewisTree.com

Cevet Landscaping & Tree Service

Cevet Landscaping & Tree Service is a 12-year-old, growing, Mid-Missouri-based tree service company seeking a year-round crew foreman. CDL and experience a plus. Certified Arborist a plus. We are dedicated to safety, ongoing training and, above all, Customer Service. Benefits include insurance, 401(k), holidays and vacation. Pay commensurate with experience. Position could lead to branch manager status. Fax resumes to (573) 814-1767 or call (573) 814-1651. Web site: cevetservices.com. E-mail: info@cevetservices.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.

Aspen Tree Service, Inc.

We are seeking a qualified applicator & a qualified arborist with tree pruning skills to join our team in Western Colorado. We are also accepting applications for a person who is motivated to learn the skills of proper tree care. You qualify if you enjoy working outside, are physically fit and willing to learn. Previous experience operating equipment & climbing skills are helpful. You must have or obtain a CO driver’s license with no points. Please call (970) 963-3070.

Tree Work Climber Crew-Leader/Supervisor

Live/work year-round at the beach, Wilmington, NC. 7 yrs’ residential tree work, 5 yrs as climber, 3 yrs as crew leader. ISA cert arborist a +. Valid DL, CDL a +. Require expertise in modern climbing/rigging, bucket operation, proper pruning, & ability to manage crews to be highly productive. Salary + commission $55-60K+. We offer medical, dental, vacation, retirement & more. Fax/e-mail resume to: Blue Ox Tree Care (910) 792-1000 or bonnie@blueoxtree.com.

All Paradise Tree Service, Oahu, HI

Seeking experienced climber. Valid driver’s license a must, certification is a +. Medical, dental, vision & RX benefits offered. Pay is subsequent to experience. Call (808) 696-5323. Come join us in Paradise!

TREEDO Tree Service

San Francisco Bay Area – A successful 17-year-old business has dynamic opportunities for experienced arborists to join us as:

- Account Managers
- Foreperson

Call for info (510) 293-6966, or e-mail jobs@TREE-CO.com

Please circle 13 on Reader Service Card
# 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>$32.50</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>$19.25</td>
</tr>
<tr>
<td>BC1400</td>
<td>KCH20110</td>
<td>Double Edge 8&quot; x 5&quot; x 5/8&quot;</td>
<td>$37.25</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>$41.50</td>
</tr>
<tr>
<td>BC1800XL</td>
<td>KCH20112</td>
<td>Double Edge 10&quot; x 5&quot; x 5/8&quot;</td>
<td>$43.50</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>$20.25</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>$33.95</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 5-3/2&quot; x 4&quot; x 1/2&quot;</td>
<td>$23.95</td>
</tr>
<tr>
<td>100-250</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 1/2&quot;</td>
<td>$21.25</td>
</tr>
<tr>
<td>250, 254 after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$28.25</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>$41.50</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>$19.50</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>$21.50</td>
</tr>
</tbody>
</table>

To receive this special pricing, you must use this code: 05397  
Offer ends June 30, 2007

Visit Zenith Cutter's new Website with secure on-line ordering and request a 2007 Product Catalog. Use Promo Code WEB1106 and save 10% when ordering.
Arbor-Talk Radio
Seeks volunteer Plant Health Care correspondents from around the world to provide live on-air reports. Please fax resume to (631) 249-4910. Visit www.arbortalk.com, and Listen to Arbor-Talk live Weds. 1 pm-3 pm EST, 10 pm-12 pm PST.

South Central PA
Looking for people who are serious about tree climbing. Hands-on tree care & removal, up to $30/hour based on experience. Successful tree co. for 19 years. All modern equipment (3 years or newer). Call Brian (717) 566-2990.

Rainbow Treecare Scientific
Looking for an Arborist Representative Mid-Atlantic Region
Rainbow Treecare Scientific is committed to advancing the science of tree care through developing products and protocols that get predictable results for the Arborist Practitioner. We are looking for a representative in the mid-Atlantic region to work with our company in building relationships and serving the arborist community. This is a sales position that would involve selling our products. Qualified candidates must have a solid arboricultural background, have excellent communication skills, be self motivated, and be comfortable speaking publicly. We offer an excellent compensation package including: salary, commission, and full benefits with a 401(k) plan. If you are driven to make a difference in the Arborist industry with a company that values integrity, E-mail your resume to: KStrain@RainbowTreecare.com or call Kristina at (952) 252-0533.

Swingle Lawn, Tree and Landscape Care
Seeking professionals who are passionate about what they do. If you’re motivated, experienced and dedicated to service, you’re just the type of person we want. Swingle has been a leader in the Denver market since 1947, and we’ve since expanded to include the Northern Colorado/Ft. Collins area. We’re looking to add key members to our already outstanding team in both locations:

- Sales Representatives
- Trim Field Supervisor
- Certified Arborists with Removal Experience
- PHC Qualified Supervisors
- Other outdoor production positions also available

Swingle offers year-round employment plus top industry wages and benefits including 401(k) with company match. We also provide great opportunities for college graduates and student interns! If you are a results-oriented professional and looking for a career opportunity with a growing company, we want to talk to you! Visit our Web site at www.swingletree.com to submit an online application or send resume and salary history to Dave Vine at: Swingle Lawn, Tree and Landscape Care, 8585 E. Warren Ave., Denver, CO 80231; Phone: 1-888-266-6629, Fax (303) 337-0157; E-mail: dvine@swingletree.com. When it comes to your passion, choose Swingle.

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.

Is currently seeking a dynamic individual for our Sales Manager position. The successful candidate will participate in goal setting and implementing and monitoring systems of accountability, as well as encourage, coach, train and supervise the activities of our company sales representatives. Experience in arboriculture, including Plant Health Care, and horticulture is a requirement. Responsibilities also include interviewing, hiring and training additional sales staff. Great income potential and growth opportunity. Experience in arboriculture, including Plant Health Care, and horticulture is a requirement. Responsibilities also include interviewing, hiring and training additional sales staff. Great income potential and growth opportunity.

Benefits include vacation, personal days, auto allowance, 401(k) plan, employee medical & life. Contact Jeanne, (215) 438-3970, fax (215) 438-1379, e-mail mcfarland@onrampcom.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

Crew Foremen, Climbers, Groundspeople

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.

Tree Trimming General Foreman in N Florida & S Georgia Area

Duties include daily supervision of 6-8 tree trimming Right-of-Way Crews. Health Insurance & 401(k) available. Call Musgrove Construction, Inc. at (386) 362-7048 or fax resume to (386) 362-7465.

PRODUCTION MANAGERS/CLIMBERS/SALES PEOPLE

Min. 5 yrs’ exp. Climbers must prune w/o spikes. Year-round, salary, pd vacation/health, help moving, Virginia, near Williamsburg, Busch Gardens, VA Beach. (757) 595-8733, hendrontreecareinc@verizon.net

Tree Climber

North Baltimore-area company for over 20 years is looking for experienced climbers. Year-round work with o/t, medical benefits, paid holidays and vacation. Fax resume to (410) 584-9240 or call (410) 771-4896. (EOE)
Plant Health & Tree Care Salesperson
Duties will include: estimating & scheduling crews in an established branch office. Certified Arborist & computer literacy is a must. Compensation includes family medical, dental, retirement plan, commission, vehicle & salary of $750/wk. Relocation expenses provided to qualified candidate. Please contact Vince Winkler, Winkler’s Tree Service, or info@winklerstreeservice.com

Coastal Maine
Seeking a skilled climber to support our company’s dedication to excellence. Competitive benefits, ongoing training, and employment flexibility. Owned and staffed by ISA certified arborists. Please call Jeff at WellTree (207) 721-9210. Will aid in relocation.

Climber/Foreman
Long Island, NY-based co. with year-round work seeking experienced climber/foreman. Boom operator experience a must, CDL preferred. We are dedicated to safety, training & most importantly, customer satisfaction. Top pay based on experience. Relocation assistance for right candidate. Call (631) 474-8084.

Branch Manager and Selling Arborists
Almstead Tree and Shrub Care Co., the Northeast’s most trusted name in Tree and Shrub Care, is seeking 2 Branch Managers for our Northern NJ and New Rochelle, NY offices. Come work with premier clientele on beautiful residential, commercial and historic landscapes such as Central Park. The candidates will have strong leadership skills, sales management experience and can achieve sales & profit targets while ensuring superb customer service. Must have two/four-year degree in Arboriculture, Forestry, Horticulture, Plant Science, Plant Pathology, Floriculture, Environmental Science, Biological Science, Business/Marketing or related field. Minimum of 5 years’ industry experience would also qualify. Excellent compensation package, 401(k) with employer match, health plan, life insurance, profit sharing, extended disability, vacation, auto plan, continuing education/tuition reimbursement, training and advancement. We will relocate the right individual! We are also seeking top-notch Selling/Consulting Arborists to play key roles in our New Rochelle NY, Hawthorne NY, North Haleden/Northern NJ and Southern CT offices. Call 1-800-427-1900. Fax/e-mail resumes to (914) 576-5448 or jobs@almstead.com. Visit us at www.almstead.com

ValleyCrest Tree Care Services
Provides award-winning arborist services on a wide range of properties throughout the nation. Rather than focusing on isolated management techniques, our certified arborists approach the tree as an entire biological system. We have full-time opportunities available for our following positions: Account Manager; Operations Manager; Business Developer/Estimator; Crew Leader/Foreman; CDL Driver; Production Specialists; Spray Technicians. Branches Include: Livermore, Sacramento, Santa Ana, Gardena, Ventura, CA; Phoenix, AZ; Tampa, Sarasota, Venice, Orlando, FL; Atlanta, GA. For consideration, please e-mail resumes to: treecare-jobs@valleycrest.com or fax to (818) 225-6895.

Sales Position/Consulting Arborist

Longwood Gardens, Inc.
The world’s premier horticultural display garden, located in Kennett Square, PA, has an opening for a full-time arborist. We are looking for an arborist with the ability to handle pruning and removal operations. This individual must be capable of running aerial lift trucks, chippers, stump grinders and other small equipment used in arboriculture. Strong knowledge of plant health care preferable. We are looking for someone with a minimum of an Associate’s degree, or equivalent, in an agriculturally related field and 2 years climbing experience as an arborist. ISA Certification preferred. Must have, or be willing to obtain a Pennsylvania Pesticide Applicator License and CDL Class B driver’s license. We offer an excellent starting salary and an outstanding benefits package. Please mail your resume with salary requirements to: Longwood Gardens, Inc., Human Resources, P.O. Box 501, Kennett Square, PA 19348. Fax (610) 388-2079 or e-mail: jobs@longwoodgardens.org. To find out more about job opportunities at Longwood Gardens please refer to our Web site, www.longwoodgardens.org, EOE.

Work on Long Island’s “Gold Coast”
Work on our prestigious North Shore estates. Join Long Island’s first TCA accredited company. Wonderland Tree Care has an opening for a Salesperson/Arborist with 2-3 years’ experience in the arboriculture or horticulture field. This person would prospect & generate sales revenue in a prestigious territory by adding new clients & further developing existing residential clients. Some of the requirements are: • Assoc. Degree or equivalent from college or technical school • ISA Certified Arborist • Ability to write reports and communicate effectively while building rapport with clients • Possess a clean, valid driver’s license • Must be able to identify basic shrubs and trees • Knowledge of insect & disease management through the principles of Integrated Pest Management • Computer skills a plus Wonderland Tree Care is extremely well-positioned in our territory & well respected in the industry. Work in a supportive environment where your opinion counts. We place high value on our clients & employees, as well as in honesty, integrity & quality. Safety is paramount. We promise to deliver the best product possible to our clients. A passion for this industry is needed! Starting salary for this position is based on experience. Wonderland Tree Care offers up to 3 weeks vacation, sick days, paid holidays, excellent medical benefits & a 401(k) plan. E-mail resumes: denim-deck@wonderlandtreecare.com Phone (516) 922-5348, or Fax: (516) 922-2177.

Advertise in the Summer Buyers’ Guide in the July issue of TCI magazine
1-516-625-1613
sachin@tcia.org
Milford NH Tree Climber Specialist
Broad Oak Tree Care needs 1 tree climber specialist to assist our two-crew plant health care operation. See complete job posting at www.broadoaktree.com or e-mail your resume to dan@broadoaktree.com. TCIA accredited.

Open Positions for Field Employees, Boston Area
Selling Arborists, Crew Leaders, Tree Climbers, Arborist Trainees and PHC Techs needed now! Opportunity to learn & earn Top Pay. Benefits and year-round employment. www.dbtree.com or (617) 471-4777 x30

Live and work at the Beach!
The top tree care firm in beautiful Wilmington, NC, has immediate opening for a Sales Arborist. Top candidate will have degree in forestry or equiv., ISA certification, 8-10 years’ experience in the residential tree industry, and a record of success in sales. Income potential of $70-90,000+, and we offer medical, dental, vacation, retirement and more. Fax your resume to: Blue Ox Tree Care, (910) 792-1000, or bonnie@blueoxtree.com.

Plant Health Care & Tree Trimming Foreman Positions Open – St. Louis area
Well respected 31-yr.-old tree service has immediate opening for experienced tree trimmers and PHC Techs. Company offers:
• Excellent pay • Vacations
• Health & dental insurance • Bonuses
• Matching retirement program
Applicants must be motivated & organized. Drug free & have a valid driver’s lic. CDL and/or spray lic. would be a plus. Call (636) 394-6597 or e-mail mfs@metropolitanforestry.com

Have more authority and responsibility!

Moore Tree Care
A division of Lambert Landscape Co, Dallas, TX, has the following immediate openings available. In return for your skills & dedication, you will enjoy competitive base salary w/benefits available, additional incentive/performance compensation, continuing education/training-licensing reimbursement, and career advancement opportunities.
• Tree Services Sales Representative: Successful candidate must possess proven ability to reach predetermined sales goals, willingness to work within a strict accountability structure, strong organizational skills and the willingness to deliver high-quality customer service. Requirements: BS in Arboriculture or related degree plus professional sales experience (ISA certification preferred).
• Operational Manager of Tree Care Division: Successful candidate must consistently demonstrate strong leadership abilities to foremen, crew & office staff, effective communication skills with staff & diverse clientele, and the ability to set & achieve predetermined budgets through proactive cost control methods. Requirements: BS in Arboriculture or related degree plus industry management experience (ISA certification preferred). Contact Debbie Polk at dpolk@lamberts.net or fax to (214) 357-5830.
EQUIPMENT FOR SALE

Vermeer for Sale

Allied Equipment of Wisconsin
Local Rentals, Bucket Trucks to 70 ft., Stump Grinders, Chippers, aerial lift parts & service. Rayco parts, OEM Stump'r Guard. We rent Rayco Hydra Stumpers/Forestry Mowers. www.alliedutilityequipment.com 1-800-303-0269.

Colchester, VT
1985 Int’l Truck w/2002 Prentice 120C extend-a-boom log loader, 52,000 miles, exc. cond. $52,000. 1984 Int’l dump truck, 17’ bed, 4’ sides, very good cond $6,000. 1996 Vermeer stump grinder mdl: 665B exc cond $5,500. OBO (802) 655-0264.

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.

1990 GMC Forestry bucket truck

For Sale
1995-1996 Aerial Lift of Connecticut, 55’-foot working height. Chip Boxes mounted on Ford, GMC and International. All diesels. 27,500-39,500 miles. Call Matt at (315) 323-2303, (315) 386-8273 ext. 7, or e-mail mrandi@tamarackforestry.com

Grand Slam Tree Equipment

For Sale
6’ diameter Rock Wheel for Oak Wilt; 65 hp Wisconsin R-65 Ditch Witch 4 wheel drive $6,500. Call John (561) 755-2465 or (561) 498-2701.

For Sale

Equipment for Sale
1987 F700 diesel w/hyd brakes-60’ Aerial Lift; 1-96 F700 Gas w/hyd brakes 60’ Aerial Lift; 1-97 F800 diesel w/ hyd brakes 60’ Aerial Lift; 9 Rayco Stump Cutters w/trailer; 4-Vermeer BC1000XL drum-style chippers; Spray Truck. (814) 677-5939.

For Sale
2002 Morbark Model 1000 Tub Grinder, 1125 hours, excellent condition $85,000! 995 Peerless Semi-trailer, 53 feet, walking floor, $28,000. NW Chicago Suburbs. (847) 669-8658 John.

PRODUCTS and SERVICES

Would You Like to Close More Sales and Increase Revenue by 30% or More?
Complete job management! Tree Management Systems, Inc. delivers cutting edge software specifically designed to help tree care companies close more sales, create repeat business, reduce cost and monitor crew productivity. Visit our Web site www.ArborGold.com for a FREE in-depth video demo or call 1-800-933-1955 today for more information.

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.arborcomput er.com; e-mail: phannan@arborcomputer.com.

BUSINESSES FOR SALE

Virginia Beach, VA
Established Business for sale. Owner needs to relocate. Excellent reputation and staff. Comm. contracts through 2008. Large list of residential accounts, also mun. service. Assist with transition. $315,000. Contact Scott at sialogna@cox.net.

Come to ‘Banana Belt’ of CO

Beautiful Northern Colorado
Great opportunity. Small, profitable full-service tree care & landscape co. Established 21 yrs. Turnkey. Great 5 acre home & large shop location available as well. Call (970) 532-0511 or e-mail to mikejtjx@qwest.net.

Beautiful Southwestern Colorado
Franchised tree service business specializing in creating Defensible Space for homeowners in forested areas. Also spraying for bark beetles. $98,000 includes all equipment, inventory and client list. (970) 759-9380.

John Day Tree & Yard Service, LLC, Oregon for sale
Gross income last year was over $150,000. We can’t keep up with the amount of work coming in. Lots of room for growth. Equipment included: 2000 Ford Explorer, 1994 JLG 45’ manlift, 2000 Vermeer BC625A Chipper, 1964 Chevy Chip truck, 1985 Jimmy, 1969 Ford ¾ ton 4x4 pickup. Lucas sawmill, climbing gear, several chain saws, lawn mower & many hand tools. Price $170,000. Owner will carry contract with ½ down & good credit. Call (541) 987-2160.

For Sale Business & Real Estate $1,750,000
Clearwater, FL
Well-established, turn key, large customer data base, contracts, equipment, nursery, buildings, staff, marketing plan, complete financial records, proven policies and procedures, owner willing to stay on during transition period. Excellent opportunity, centrally located, 2.5 acres, mol. Serving the Tampa Bay area for over 25 years. Westenberger Tree Service Call (727) 535-9770 Email: info@wesavey ountrees.com
It’s only the tip of the iceberg...

TREE CARE INDUSTRY MAGAZINE

As a subscriber to Tree Care Industry Magazine, you know how important it is to the success of your business. You also know that TCI Magazine keeps you informed of the latest tree care issues, business trends, and cutting edge products on the market.

What you may not know is that subscribing to TCI Magazine is just the tip of the iceberg to the benefits that you could enjoy as a member of the Tree Care Industry Association (TCIA).

EXCLUSIVE MEMBER BENEFITS

◆ Deep discounts on employee training programs and materials
◆ The security of TCIA’s Emergency Accident Hotline for work-related accidents or fatalities
◆ Personal assistance on OSHA, DOT, and EPA regulatory compliance questions
◆ Supplier discounts from some of the biggest names in the industry
◆ Business Management Guides designed specifically for the Tree Care Industry

◆ Access to expert arborist advice and business consultation
◆ Members-only publications: The TreeWorker, Reporter, and Tree Care Manager e-newsletter
◆ Targeted marketing to help consumers find your company
◆ Recognition and legitimacy through the authorized use of the TCIA Member logo

Don’t navigate treacherous waters alone. Join TCIA, the only organization dedicated to supporting your business and the tree care industry since 1938. Membership in TCIA may be one of the most strategic steps you will ever take to grow your business and rise above the competition.

TCIA is here to ensure your success in tree care and make sure you’re never alone in business – we’re just a phone call away.

FIRST TIME MEMBER SPECIAL
$284 for your first year membership!
In addition, when you respond to this offer you will immediately receive a NEW Member package with products and services valued at over $500!

call
1-800-733-2622 today!

www.tcia.org

Please circle 58 on Reader Service Card
I chose to practice arboriculture because of the perfection inherent in the subject. What I experienced in nature was a set of timeless, non-negotiable precepts. Within this realm I found a connection to a system where I, as well as the plants that I care for, have common ground. In the time that I have practiced, I have seen some very fine work by very talented and committed arborists and landscapers. The other side of the coin involves plant care that would make a great “Saturday Night Live” skit.

This article is drawn from a slide show that I present titled “Pruning and Cultural Practices; The Good, The Bad, and the Ugly.” Information on proper plant care is readily available, but as we look around at the malpruning, overmulching, and inappropriate landscape design, we realize that our primary role as plant professionals is that of an educator.

We need to ask some important questions. How much space do we allocate for a mature plant? Does designing a landscape mean that we cram as many juvenile plants as we can fit in a space? Within this question, there are some very serious issues to be addressed:

- What do we expect the longevity of the landscape design to be?
- What is the intensity of the maintenance that we are designing into the planting?
- For example does every plant have to be formally sheared annually?

As our environment changes, more plants are being added to the high maintenance list:
- Canadian hemlock, which has problems with adelgid
- Black and Austrian pines, which have problems with the turpentine beetle
- Ash, which is under attack from emerald ash borer.
To design efficiently, we need an understanding of the nature of the plant and its growth pattern. For example, see photo 1, a mature elm, and photo 2, a group of four juvenile elms planted in a square pattern. These plants are planted 10 feet apart. This design is very vulnerable. Assuming that all of the plants achieve maturity we would have one crown with four trunks. If at any time one or more of the trees decline and die, the design intent would fail as its symmetry would be lost.

Photo 3 is a study in both mature size frames and the excessive maintenance that would be needed to make this design workable as it matures. Photo 4 is a mature atlas cedar coupled with a copper beech in an older neighborhood. They were planted a bit too closely many years ago. At this stage of their lives they make a very striking combination. Contrast this against photo 3 and decide what you think will be the success of this design in 20 years.

Choosing the appropriate plant material is essential in maintaining the environment for future generations. If we are going to invest in a stock or bond, we will be looking for maximum return on our investment. Why should our choice in plant material be any different? One of my pet peeves through the years has been the over planting of Bradford pears. On the positive side, they are very tough trees that establish relatively easily and can tolerate a fair amount of abuse. Unfortunately the negatives outweigh the positives. As these trees approach 20 to 25 years of age, their terminally weak branching habit starts to self destruct. Photo 5 bears witness to this.

Based on my observations, the definition of “planting” seems to be mysteriously negotiable. The way that I was trained, the basics of planting were as follows:

- the soil reservoir must be conducive for establishment and adequate to support mature size;
- root to soil contact is a must;
- the root flare must be at the soil line.

To explain this simply, there is a point in any tree or shrub where the above-ground parts of the plant meet the below-ground parts of the plant. This is the point that must be at ground level. The most common planting method that I see is plant material that is planted too deep, in subsoil, with the wrappings left on, then over mulched [See photo 6]. Using this method, if the plant...
survives for a year, it has met the require-
ment of its year guarantee. The problem
then becomes the client’s, who will be less
likely to trust the contractor again.
A few years ago, I was called to a client’s
home to look at a spruce that had died sud-
ddenly. It was not until we removed the
stump [Photo 7] that we discovered that the
demise of the tree was due to improper
planting 12 years earlier.
This next scenario [Photo 8] has more
frequent flier miles than it should.
Flowering plums are more sensitive to
raised grade than most trees. It matters not
whether the raised grade is due to planting
too deep or over mulching. Mr.
Homeowner comes out of his door one
morning after a storm and finds that his
flowering plum has fallen over. A quick
call to Mr. Landscaper produces a solution
“We are going pull the plant upright and
stake it.” Problem solved? I don’t think so!
Let’s analyze this situation. The tree has
fallen over because the support roots have
either died or never formed properly
because of over grading. The practical
solution would be to restore grade to the
root flare by removing the excess material.
The solution shown at top right [Photo 8A]
is, unfortunately, the method of choice. I
am always concerned if I can see a straight
trunk at ground level. This tells me that the
root flare is below grade.

Photo 7: The demise of this tree was due to improper
planting 12 years earlier.

Photo 8: Flowering plums are more sensitive to raised
grade than most trees.

Photo 8A: A straight trunk at ground level indicates that
the root flare is below grade.

Photo 9: Over mulching rots bark and kills roots.

Not to be forgotten in this gallery of con-
sumer masochism is the practice of over
mulching [Photo 9]. This annual assault on
plant material in the guise of plant care has
been with us for well over 10 years. It
involves a scheduled yearly addition of
organic matter, generally bark mulch,
which is claimed to have positive orna-
mental properties. In reality, this practice
has four major negative effects on plants.
First, over mulching rots bark and kills
roots. A second added malevolence, the dam-
age can take three to five years to manifest.
By this time, there is generally no remedial
solution. Second, this practice causes
inner bark tissue death as the necessary
gaseous exchange is impeded. Third on the
list are canker diseases. Excess moisture
held against the bark causes lesions.
Opportunistic bacterial and fungal
pathogens can multiply freely as the
stressed plant no longer has the defensive
energy to ward them off. The fourth effect
is the harm done to the bark caused by the
heat of decomposing mulch, which can

Please circle 18 on Reader Service Card
WE’LL GET YOU DOWN 20% FASTER

WITH 91VX SAW CHAIN

Introducing the NEW 91VX 3/8”-pitch chamfer chisel pro saw chain series featuring
• Advanced grind geometry, significantly improving out-of-box performance and increasing speed up to 20%
• Ramp-shaped depth gauges, reducing kickback energies without affecting performance
• Chamfer Chisel™ cutters, offering outstanding performance and durability
• Blued cutters, providing superior corrosion resistance and hardness consistency.

Ask your Oregon® dealer for it today!
Find your closest dealer at www.oregonchain.com/store_locator.htm

Oregon Cutting Systems Group • Biount Inc. • www.oregonchain.com

Please circle 42 on Reader Service Card
impede the hardening off process in the fall.

Along those lines, Photo 10 is one of the most interesting examples from a file I call “What could they possibly have been thinking?” This is a stone dead Kwanzan cherry, complete with saprophytes on the bark. Apparently, being totally dead does not exempt a plant from being mulched. If 4 inches of mulch is added annually, the resulting grade change after three years is 12 inches. For mulching to be beneficial, the maximum that I recommend is a 3-inch layer. This would mean that either the old mulch would have to be removed or the depth of the mulch would have to be measured and additional mulch be added to bring the thickness to the optimal 3 inches. It is also very important that the mulch not contact the trunk directly.

Our last “common sense collision,” covers a few bases [Photo 12]. I was called to a client’s property to view a spruce. Upon noticing green growth on the bark, I commented, “Oh, you have lichens.”

She replied, “Yes, they are spraying for them.”

When I asked her what she meant, she explained that a national lawn company was spraying her property. The salesman told her that this was a harmful fungus that must be controlled. I explained that he was only partially correct. While it is true that it is partially a fungus, (it is actually a community of algae and fungus), it was by no means a pathogen. On the contrary, it is a sign of good air quality, since the presence of air pollution tends to kill lichens. Many times clients will call my office in a panic because they have green growth on the bark of their trees. My advice is to move next to a jewelry factory and the lichens will trouble them no longer!

I view our industry as more important than many others because of our effect on the future. In a very real sense, we are the “guardians of tomorrow.” In today’s world, our main role is that of an educator. In this role, we can help minimize these collisions with common sense.

David Schwartz is the owner of Schwartz Tree Care in Cranston R.I. This article was excerpted from his presentation at TCI EXPO, “Pruning and Cultural Practices; The Good, The Bad, and the Ugly.”
BUILDING A LEGACY

CARLTON

WOOD CHIPPERS

Power, Productivity & Performance

Carlton's line of chippers is designed for the most demanding commercial users. Each chipper features heavy-duty construction like form-welded frames, extra heavy-duty infeed tables, superior Torflex axle strength including heavy ply tires rated to carry the load. These chippers are built for performance with the most infeed pulling power in the industry, high-speed dynamically balanced cutter disks, channeled chip throwers to maximize discharge rate and eliminate plugging.

And with 6-, 9-, 12-, and 18-inch chipper models to choose from, JP Carlton has a wood chipper that's just right for your landscape, tree maintenance or land clearing application. Contact JP Carlton today or visit them on the web and find out how their legacy can be yours.

800-243-9335 • www.stumpcutters.com

the CARLTON ADVANTAGE

• Digitally Controlled Reversing Autofeed
• Live Hydraulics
• Twin Lift Cylinders
• Hand Crank Swivel Discharge
• Strongest Feed Systems Available
• Hand Crank Height Adjustable Discharge
• Heavy-Duty Torflex Suspension Systems
• Integrated Single Manifold Hydraulic System
• Dupont Imron Paint

Most Standard Features in the Industry!
Jeannie Houser assumes TCIA Board chair

Incoming TCIA Board of Director’s Chair Jeannie Houser’s speech as presented at the opening reception of Winter Management Conference in Cancun, Mexico, in February.

A s incoming Chair of the Tree Care Industry Association, it is my great privilege to welcome you to WMC 2007. Little funny story to share: Last year in St. Kitts, a group of us went over to Nevis to have lunch and afterward walked down to see the beach. A woman employee sitting there asked us where we were from and when we told her we were with the tree care industry, she said “Oh yes I know, you’re with the lumberjack convention.” So, welcome all you lumberjacks!

I work for McFarland Tree & Landscape Services in Philadelphia, Pennsylvania, as their vice-president/treasurer. Our company has been a member of NAA/TCIA since 1969. My first WMC was in Maui, Hawaii, in 1982 and fortunately, with few exceptions, we have been attending ever since.

In 1992, I was sitting where you are, as proud as could be watching my boss, Paul McFarland, being installed as the “president” of the National Arborist Association. Who would have ever thought then that I would be standing here myself one day. We may be in sort of a unique situation having a male and a female from the same company occupy this position.

I am here because I have been very fortunate in my green industry career to have worked for not one but two outstanding tree men. Paul McFarland and Peter McFarland, who basically threw me head first, sink or swim, into this wonderful “tree man” community, and now with Peter McFarland, who picked up the reins of leadership at McFarlands in 2001, and who shows many of the same line qualities passed down from Paul. And also because, throughout the years, I have been encouraged and supported by my husband, Jack, who many of you know, and if you don’t, you can usually find the “Silver Fox” down by the pool. Time it right, and he’ll probably treat you to lunch! He’s famous for probably treat you to lunch! He’s famous for

that.

In the many years I have been associated with TCIA, I have witnessed phenomenal changes. Under the selfless leadership of past presidents and chairs, Bob & Pat Felix and a dedicated staff, such as Peter Gerstenberger, Cathy Travis, Mark Garvin and Bob Rousse, and continuing under the admirable leadership of Cynthia Mills, TCIA, at 69 years of age, is not just getting older, we are getting better and better. Leadership like this is why TCIA is a success story. I don’t believe we have ever sacrificed what is right for what is convenient. TCIA has such integrity, from the staff, to the board and filtered through to the members. This is evidenced through our Accreditation and CTSP programs. Not only the growing number of member companies that have been accredited, but also the increasing numbers who have signed up for the programs.

Two of my personal goals in the coming year are to complete both programs in our company. Truthfully, when I was part of the original Accreditation task force, I wasn’t entirely convinced that it was something we needed to do. Now that it is a reality, we know we have to do it. These programs are unique to us and opportunities to distinguish ourselves from the competition.

I have also witnessed the evolution of our Board of Directors. We are no longer a managing board, but a strategic policy setting, opportunity-seeking board. This allows us to focus on leadership, stewardship and results, and this allows Cynthia Mills and her competent staff to focus on management, outcomes and accountability.

We also have the opportunity to bring our “Voice” to other industries, such as landscaping. Increasingly, they are moving into tree care and we need to influence and educate not only them but also consumers to the differentiation between landscaping and safe, proper tree care. Additionally we have the opportunity to influence government legislation and regulatory affairs before enactment through our VFT PAC. We have developed an alliance with OSHA, which is an unbelievably proactive position.

TCIA has accomplished so much. Tree Care Industry magazine is far and away the benchmark and envy of other industry publications. We have two of the best meetings in the industry, WMC and TCIA EXPO. When you attend WMC or EXPO, you expect to find education, increased knowledge, new technology and relaxation. You find that and more. You will also find, year after year, that you are building a network of professionals you can call on as friends, as well as business associates to brainstorm with, and discuss and resolve issues you face as business leaders.

I’d like to take this opportunity to reflect on some of the people who have done so much for all of us. People we consider “Giants” of the industry. Contemporary people like Robert Bartlett Jr., Paul McFarland, Walt Money, Dave Dickson, John Hendriksen, Gary Mullane, Lauren Lanphear, Mark Tobin and of course, our very own pioneer in female leadership within this male-dominated industry, Susan Haupt. To be standing in the same spot where these outstanding leaders have stood is truly

(Continued on page 86)
Kevin Caldwell is 2007 Grassroots Champion

The TCIA "Grassroots Champion Award," a new award this year, recognizes a green industry leader who most effectively educates elected or regulatory officials on how major issues affect the tree care industry’s vital role in the community; who has done an exemplary job in broadening the base of community support for tree care; and who is a tireless advocate for the industry and its clients through education, programming and advocacy to address issues that impact our members’ business environment.

The purpose of this award is to honor the efforts of those who work at the federal, state and local level to promote professionalism and advance commercial tree care businesses as part of our Transformation of the Industry. Nominees may work on state and local licensing, regulations and ordinances, or they may work with the Voice for Trees political action committee to further the association’s goals in Washington.

Kevin Caldwell is 2007 Grassroots Champion Award, a new award this year, recognizes a green industry leader who most effectively educates elected or regulatory officials on how major issues affect the tree care industry’s vital role in the community; who has done an exemplary job in broadening the base of community support for tree care; and who is a tireless advocate for the industry and its clients through education, programming and advocacy to address issues that impact our members’ business environment.

Kevin immediately showed leadership in our industry by attending our first Legislative Conference in Washington in 2005. This year, Kevin spent the weekend with Congressman Charlie Norwood at his annual fundraiser. He arrived early, stayed late and made sure the Congressman knew the issues of concern to TCIA members, especially issues concerning OSHA. Norwood was chairman of the Subcommittee on Workplace Protections, which has jurisdiction over OSHA.

In addition, Kevin led a three member delegation to a meeting with Sen. Johnny Isakson, who was chairman of the Senate Subcommittee on Employment and Workplace Safety. Together, they introduced the Senator to the tree care industry and its goal of improving safety through common sense regulations.

Finally, Kevin contacted Norwood and Isakson, as well as Rep. Phil Gingrey, on behalf of TCIA’s application to secure an EHAP grant under the Susan Hardwood Grant program.

Congratulations to Kevin Caldwell, TCIA’s first Grassroots Champion Award recipient!

Kevin Caldwell with his wife, Kristen, at Winter Management Conference.

For 2006, we honor Kevin Caldwell, president of Caldwell Tree Care in Roswell, Ga.

Kevin immediately showed leadership in our industry by attending our first Legislative Conference in Washington in 2005. This year, Kevin spent the weekend with Congressman Charlie Norwood at his annual fundraiser. He arrived early, stayed late and made sure the Congressman knew the issues of concern to TCIA members, especially issues concerning OSHA. Norwood was chairman of the Subcommittee on Workplace Protections, which has jurisdiction over OSHA.

In addition, Kevin led a three member delegation to a meeting with Sen. Johnny Isakson, who was chairman of the Senate Subcommittee on Employment and Workplace Safety. Together, they introduced the Senator to the tree care industry and its goal of improving safety through common sense regulations.

Finally, Kevin contacted Norwood and Isakson, as well as Rep. Phil Gingrey, on behalf of TCIA’s application to secure an EHAP grant under the Susan Hardwood Grant program.

Congratulations to Kevin Caldwell, TCIA’s first Grassroots Champion Award recipient!

Shape the future of your business

Legislative Conference, Washington, D.C., July 15-17, 2007

TCIA urges all green industry professionals to gather in Washington, D.C., July 15-17, 2007, for Legislative Day on the Hill and Renewal & Remembrance at Arlington National and Historic Congressional Cemeteries, sponsored by Husqvarna and Syngenta.

Organized in conjunction with the Professional Landcare Network (PLANET), Legislative Day on the Hill will give green industry members an opportunity to visit the office of their representatives and senators to discuss our industry’s vital issues.

Renewal & Remembrance at Arlington National and Historic Congressional Cemeteries

Tree care companies will also have the opportunity to remember America’s veterans and leaders by donating their time and/or equipment to the beautification project at Arlington National Cemetery and Historic Congressional Cemetery.

This year’s annual event coincides with the 200th anniversary of the Historic Congressional Cemetery. A private cemetery founded in 1807, Historic Congressional Cemetery occupies 32.5 acres in Southeast Washington, D.C., near the Anacostia River. Among the 60,000 graves are privates and generals of the Revolutionary War, the War of 1812, and Mexican War; Union and Confederate soldiers; craftsmen and architects of the Capitol; Indian chiefs; foreign diplomats; victims of tragedies and crime; prominent businessmen; ordinary citizens; infants and the aged.

Most of the work will be landscaping and lawn care in nature, but there will be a limited need for specialty tree work, primarily cabling and bracing or lightning protection installation. Please contact Peter Gerstenberger (peter@tcia.org) for more information on this.

Accommodations

Legislative Day on the Hill will be held at the L’Enfant Plaza Hotel in Washington D.C. Located at 480 L’Enfant Plaza SW, their reservation phone number is 1-800-635-5065. Call Monday through Friday between 8 a.m. and 10 p.m., or Saturday between 9 a.m. and 5 p.m. and ask for the PLANET rate of $169 for single/double occupancy. The cut-off date for rate reservations is June 15, 2007.

For more information about Legislative Day on the Hill or to register online, please visit www.tcia.org and click on “meetings.”

Kevin Caldwell with his wife, Kristen, at Winter Management Conference.
S & S Tree’s Steve Sylvester joins TCIA Board

Steve Sylvester, CEO, president and founder of S & S Tree and Horticulture Specialists in South St. Paul, Minnesota, describes himself as “kind of a workaholic.” Judging from his personal and professional activities over the past 30-plus years, most people would leave out the “kind of.”

Sylvester took his first horticulture class in high school and fell in love with the green industry. His teacher helped him find a job, and working in the field confirmed his interest from the classroom.

“There weren’t lot of tree companies back then,” recalls Sylvester. “The next thing I knew, I was in business for myself. After high school I did some work on the side for neighbors and friends. I also worked for an asphalt paving company in the summers and while I was going to Vo-Tech school.”

A full-time job, school full time and a start-up business on the side, Sylvester was also the father of a newborn. Even juggling all of these commitments and responsibilities, the side tree business kept growing.

“I was trying to do everything people asked me to do,” he says. “Prune a tree, deliver a load of loam, grade a gravel driveway or anything else they asked me to do.”

The result, in 1974, was S & S Tree and Gravel Driveway Services. After two years or so, Sylvester concentrated on becoming more of a full-time tree care business. When he decided to learn the heavy and hazardous part of tree work, he looked to George Haines of Gravel Driveway Services. After two years or so, Sylvester took his first horticulture class in high school and fell in love with the green industry. His teacher helped him find a job, and working in the field confirmed his interest from the classroom.

The best move I ever made for my business was finally being talked into going to TCIA’s Winter Management Conference in 2005. I had never been to one, even though I had been a member for 20 years. There was always a good reason … my boys were involved in hockey or something else. We went and thought it was fantastic. The next year we went to our first TCIA EXPO and my boys loved it. Both of those events offer so many opportunities to learn. There is so little like that up here in Minnesota.”

The most surprising thing about finally getting active in the association?

“Other owners, even ones with thousands of employees, are down-to-earth and easily accessible at TCIA events,” he says. “You would never imagine that you can sit and talk to John Hendrickson or Scott Packard or any company owner from around the country. You can ask questions about how they run their businesses, and they are free with information about how they do it. I guess I thought that people who own and operate big companies wouldn’t talk to a smaller guy they didn’t know. Of course, people think that about us. We are the biggest company in Minnesota and people think we are unapproachable. We are very approachable and welcome the opportunity to help other business owners anyway we can.”

Sylvester is always looking for new ways to expand his business, so he finds the Winter Management Conference especially valuable.

“If you have an idea you would like to try, fellow owners are willing to share the good and bad that they experienced with the same ideas. That’s really valuable.”

Now that he is on the Board of Directors, Sylvester doesn’t see that TCIA needs a lot of help. “The management team and the board have done well creating a vision to be proactive in helping our industry grow in many areas, such as professionalism and education.”

As one of the first companies to gain Accreditation in Minnesota, he believes “we all need to promote Accreditation and why it is important for consumers to hire an accredited company. It’s great for companies my size, because I know it makes business sense. Smaller companies don’t see the pot of gold yet. The whole professional image of tree care needs to be promoted to consumers.”

TCIA members can be sure that Sylvester will find the time to work toward his corporate and association goals in the years ahead. He welcomes your call at any time to answer questions or just to bounce business ideas around.

**TCIA Board to Meet**

The Tree Care Industry Association Board of Directors will meet Thursday, June 14, in Manchester, N.H. The meeting will take place from 7:30 a.m. to 5 p.m. Any member who wishes to attend the meeting should e-mail mills@treecareindustry.org.

Steve Sylvester

Steve Sylvester, CEO, president and founder of S & S Tree and Horticulture Specialists in South St. Paul, Minnesota, describes himself as “kind of a workaholic.” Judging from his personal and professional activities over the past 30-plus years, most people would leave out the “kind of.”

Sylvester took his first horticulture class in high school and fell in love with the green industry. His teacher helped him find a job, and working in the field confirmed his interest from the classroom.

“There weren’t lot of tree companies back then,” recalls Sylvester. “The next thing I knew, I was in business for myself. After high school I did some work on the side for neighbors and friends. I also worked for an asphalt paving company in the summers and while I was going to Vo-Tech school.”

A full-time job, school full time and a start-up business on the side, Sylvester was also the father of a newborn. Even juggling all of these commitments and responsibilities, the side tree business kept growing.

“I was trying to do everything people asked me to do,” he says. “Prune a tree, deliver a load of loam, grade a gravel driveway or anything else they asked me to do.”

The result, in 1974, was S & S Tree and Driveway Services. After two years or so, Sylvester concentrated on becoming more of a full-time tree care business. When he decided to learn the heavy and hazardous part of tree work, he looked to George Haines of Gravel Driveway Services. After two years or so, Sylvester took his first horticulture class in high school and fell in love with the green industry. His teacher helped him find a job, and working in the field confirmed his interest from the classroom.

The best move I ever made for my business was finally being talked into going to TCIA’s Winter Management Conference in 2005. I had never been to one, even though I had been a member for 20 years. There was always a good reason … my boys were involved in hockey or something else. We went and thought it was fantastic. The next year we went to our first TCIA EXPO and my boys loved it. Both of those events offer so many opportunities to learn. There is so little like that up here in Minnesota.”

The most surprising thing about finally getting active in the association?

“Other owners, even ones with thousands of employees, are down-to-earth and easily accessible at TCIA events,” he says. “You would never imagine that you can sit and talk to John Hendrickson or Scott Packard or any company owner from around the country. You can ask questions about how they run their businesses, and they are free with information about how they do it. I guess I thought that people who own and operate big companies wouldn’t talk to a smaller guy they didn’t know. Of course, people think that about us. We are the biggest company in Minnesota and people think we are unapproachable. We are very approachable and welcome the opportunity to help other business owners anyway we can.”

Sylvester is always looking for new ways to expand his business, so he finds the Winter Management Conference especially valuable.

“If you have an idea you would like to try, fellow owners are willing to share the good and bad that they experienced with the same ideas. That’s really valuable.”

Now that he is on the Board of Directors, Sylvester doesn’t see that TCIA needs a lot of help. “The management team and the board have done well creating a vision to be proactive in helping our industry grow in many areas, such as professionalism and education.”

As one of the first companies to gain Accreditation in Minnesota, he believes “we all need to promote Accreditation and why it is important for consumers to hire an accredited company. It’s great for companies my size, because I know it makes business sense. Smaller companies don’t see the pot of gold yet. The whole professional image of tree care needs to be promoted to consumers.”

TCIA members can be sure that Sylvester will find the time to work toward his corporate and association goals in the years ahead. He welcomes your call at any time to answer questions or just to bounce business ideas around.

**TCIA Board to Meet**

The Tree Care Industry Association Board of Directors will meet Thursday, June 14, in Manchester, N.H. The meeting will take place from 7:30 a.m. to 5 p.m. Any member who wishes to attend the meeting should e-mail mills@treecareindustry.org.
Helping to build a stronger marketplace can have significant benefits for your company. To learn about the many branding and marketing opportunities available, contact Deborah Johnson, Director of Development; johnson@tcia.org or call 1-800-733-2622
Maley named to TCIA Board of Directors

Will Maley, owner of Cedar Lawn Tree Service, Inc., located in Ashland, Mass., has arboriculture in his genes, though he once focused on another type of biology. "I went to work for my father's tree care business as a boy," Maley recalls. "I learned to climb in high school."

Nevertheless, he had career ideas in medicine, not tree care. Maley went to Stonehill College, earning a bachelor's in biology with the idea of becoming a doctor. Instead, there was a tragic fire in 1981. His father's business at the time was based out of the house. The house and business burned to the ground. Maley jumped in to help for a few years, and 25 years later the business has grown to one of the larger and more successful in Massachusetts.

Cedar Lawn Tree Service has been providing arboricultural services in the Boston metro west communities since 1953. Founded by Will's father, Ed, with a partner, Al Nix, who is no longer involved, the company is in its second generation of family leadership. Cedar Lawn provides a wide range of tree, shrub and landscape services. Today, despite the name Cedar Lawn Tree Service, there isn't much lawn in the mix of business – at least not mowing. They do have a trademarked turf care program, called HMO Green, that consists of a series of regular visits to monitor and manage the nutritional status of a client's lawn. Insect and disease problems are also addressed. Recommendations regarding improvement of cultural conditions are often included. A "fertilizer" only program is also available.

"We concentrate on plant health care services, monitoring and maintenance," says Maley. "We don't do a lot of removals. We concentrate on plant health care services, pruning, planting and landscape construction."

"We make a concerted effort when we are on a property to stress plant health rather than just pruning," he says. "If you go onto a property just thinking that you are going to prune or take a tree down, that's what you are going to do. If you go in thinking you are going to establish a relationship with a client to take care of trees and preserve trees, that's what you will do."

In his almost 30 years in the industry, Maley has been very active in arboriculture associations. A Massachusetts certified arborist, he was chairman of the Massachusetts Arborists Association (MAA) certification committee, was very active in the state Green Industry Alliance, a legislation group, and served as president of the MAA in 2000. Once his stint on the state organization's board ended, Maley listened to the encouragement of colleagues and decided to interview for the TCIA Board of Directors.

Maley has attended two TCIA board meetings so far, one as an official board member. He calls them an "eye opener" to see all that TCIA is doing behind the scenes on behalf of the members. Maley sees membership in TCIA and service on the board as a part of continued growth for his company and the industry.

"Our business has grown beyond small, but we aren't a large company yet. We have 25 or more employees now, and we have a sales staff. As the business grows there is a whole new set of challenges. Now, the challenge isn't managing the arboriculture or managing the team, it's managing the management team. It's working very well so far," he stresses.

A large part of that transition for Maley is becoming accredited, which he expects to achieve soon. "Accreditation will help separate us and will be useful for marketing and branding. But the most important thing is that Accreditation will help all of the company share in the vision. We already had a lot of the pieces in place, but Accreditation forces everyone to look at those pieces very carefully. It forces you to go through the exercise that is necessary to improve each phase of your business. It has been very exciting. It will help us look at our business more strategically and focus our goals and objectives more clearly. The result will be a better organized company," he says.

Maley thinks there is plenty of room for TCIA to grow by advancing professional tree care companies through the Accreditation and the Certified Treecare Safety Professional (CTSP) credentials. And he sees plenty of room for his company to expand in his current markets. His diagnosis is that the market for professional tree care companies, nurtured by TCIA, and for professional tree care services, provided to clients by companies like Cedar Lawn Tree Service, is very healthy.

Jeannie Houser assumes TCIA Board chair

awesome, intimidating feeling. These giants poured their hearts and souls into our industry. Their contributions to the growth of NAA/TCIA and tree care are immeasurable. Their dedication to raising the public's perceptions and government's awareness of us, their passion in authoring and maintaining tree care standards, the emphasis they placed on proper and safe tree care practices, the time and expertise they volunteered, even while regularly putting in 60- to 70-hour work weeks, is nothing short of awe inspiring. They took responsibility, they faced the challenges and they got the job done! Their accomplishments have left an indelible mark on the tree care community, and continue to encourage and inspire us today. I will do my best to carry on their tradition of selflessness during my tenure as Chair.

In closing, I want to thank you all, past and present leaders, staff and member companies, for your loyalty and dedication through the years. Because of you we continue to move forward to achieve great things and improve our industry.

A few years ago, after the 9/11 attacks on the World Trade Centers, my good and special friend Rusty Girouard, wrote a timely and moving article about the importance of unity. I believed that then and I believe that today. We need to stay united with TCIA. We have accomplished so much together and with this unity we will continue into the future.

I am very thankful for the support, education and friendships we have formed over the years. This industry attracts such fine people and I am truly a better person, professionally and personally, for having been involved in it.

TCIA, monitoring and maintenance," says Maley. "We don't do a lot of removals. We concentrate on plant health care services, pruning, planting and landscape construction."

"We make a concerted effort when we are on a property to stress plant health rather than just pruning," he says. "If you go onto a property just thinking that you are going to prune or take a tree down, that's what you are going to do. If you go in thinking you are going to establish a relationship with a client to take care of trees and preserve trees, that's what you will do."

In his almost 30 years in the industry, Maley has attended two TCIA board meetings so far, one as an official board member. He calls them an "eye opener" to see all that TCIA is doing behind the scenes on behalf of the members. Maley sees membership in TCIA and service on the board as a part of continued growth for his company and the industry.

"Our business has grown beyond small, but we aren't a large company yet. We have 25 or more employees now, and we have a sales staff. As the business grows there is a whole new set of challenges. Now, the challenge isn't managing the arboriculture or managing the team, it's managing the management team. It's working very well so far," he stresses.

A large part of that transition for Maley is becoming accredited, which he expects to achieve soon. "Accreditation will help separate us and will be useful for marketing and branding. But the most important thing is that Accreditation will help all of the company share in the vision. We already had a lot of the pieces in place, but Accreditation forces everyone to look at those pieces very carefully. It forces you to go through the exercise that is necessary to improve each phase of your business. It has been very exciting. It will help us look at our business more strategically and focus our goals and objectives more clearly. The result will be a better organized company," he says.

Maley thinks there is plenty of room for TCIA to grow by advancing professional tree care companies through the Accreditation and the Certified Treecare Safety Professional (CTSP) credentials. And he sees plenty of room for his company to expand in his current markets. His diagnosis is that the market for professional tree care companies, nurtured by TCIA, and for professional tree care services, provided to clients by companies like Cedar Lawn Tree Service, is very healthy.
The project began after a representative from the SWCD saw the Durand Wayland SmartSpray system in use at a local farm and learned it could cut chemical usage by 30 to 50 percent. They initiated the grant process and contacted Cornell University, then selected 10 growers with substantial acreage who were able to keep documentation on the trial for up to three years. The Conservation Innovation Grant from the U.S. Department of Agriculture Natural Resources Conservation Service will provide the growers with almost half the cost of the spray equipment, which, in brief, uses waterproof ultrasonic sensors linked to an onboard computer and a mounted controller to seek and target trees that need spraying. The result is reduced chemical use and reduced run-off.

The data should help researchers with regard to determining reduced application per acre and drift reduction. Growers participating in the trial must keep detailed records of the amount of spray used, and the quantity of acres and fields it has been applied to during the season. Durand Wayland says growers may reduce the cost of chemical application by 25 to 30 percent.

Since many orchards in Orleans County are within a few miles of Lake Ontario, the watershed is plagued with pesticide pollution pressure as farmers spray their trees to control insects and disease. So there's a definite need for exploring ways to better protect the environment in this area.
From Wilmington to Wisconsin in 10 short steps

By Joel Issert

I was your average farm kid with respect to nature and trees, and pine trees ranked pretty low on my tree scale compared to the majestic oaks of Illinois. Until one day, fresh out of the Marines, I was looking for a place of my own, a place to someday start a family.

It was a cool, late fall day. I was walking up a long drive and walked through an old wooden gate where I was overwhelmed by the sky full of tall green whispering pines. The scent, the seclusion, totally plugged me into nature. In just 10 short steps, it seemed like I went from Wilmington, Illinois, to the pine forest of Wisconsin; it absolutely blew me away.

I was told it was the property of an old man who had passed away. But when he was young and spry, fresh out of WWII, he had taken the time to plant all the pines trees around his property. What beauties they came to be!

He would have never guessed, when he was on his hands and knees sweating, planting these trees, how much he would impact a youngster 20 years from the womb.

As I drove away that day, past the old farms that were being torn down for the latest fancy subdivision, I couldn’t help but think about all the urban sprawl. People hate to see these old Norman Rockwell farmsteads bulldozed for new subdivisions - and I’m one of them. Imagine what the Native Americans once thought of the “new” farmsteads and fences.

It all depends what side of the fence you’re on. The new home that is being built on the other side of your fence is crowding your space, because you were there first. But, if you turn around and look at your other fence, your neighbor that was there before you probably felt the same way about you.

You have to keep an open mind because the world doesn’t revolve around just us. There have been thousands of humans hunting on your land before it was your land, and there will be thousands crossing it after you. Your land title papers and you will one day be buried not all that far from where you are now.

The key to a person’s level of encroachment is usually what your young eyes witness as you laugh and play in your new world. It is where your personal timeline begins. And as you get older, things change - people, places, things that you were used to. And when it changes, a string in your heart is pulled for the days of old.

People have always been on the move, wanting peace of mind, to get away from the rat race. A person from the city thinks his new subdivision lot is a little peace of the country, that it will never change. Do you know why Daniel Boone moved out of Kentucky in 1790s? It was getting too crowded.

More people, more cars, more traffic jams. Did you know that at the ancient Olympic Games roughly 2000 years ago it was documented that people were upset by all the traffic and seas of people? Probably fewer people than in only one suburb today.

Did you know that one of the first recorded automobile accidents in the United States was in a city where there were only a few cars? Both owners sped through the main downtown intersection assuming that they had the right of way. Look how far we’ve come.

All of this is what inspired my wife, Angie, and I to plant our own sky full of evergreens. In 2003, we also started a tree moving business with the motto, “Don’t cut it - Move it.”

We continue to strive to get you closer to nature - in just 10 short steps!

Joel Issert and his wife, Angie, own Tree Express in Wilmington, Illinois.

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.
The global leader in landscape coatings technology unveils extraordinary commitment, imagination, passion, and solutions –

Colorbiotics™, a new strategic business unit of Becker Underwood.

Colorbiotics™
A Becker Underwood Company

Colorbiotics™, a newly formed business unit of Becker Underwood, will focus exclusively on the research, development, and support of landscape coating products. Backed by more than 25 years of experience, Colorbiotics is poised to offer you the best customer service and the best business solutions.

888.663.6980
www.colorbiotics.com

© 2007 Colorbiotics

Please circle 12 on Reader Service Card
Absolutely Otherwise IMPOSSIBLES Made Easy by World #1 Plant Supply
24 of typical worldwide massive “impossibilities”
1800 salvaged old trees: “None sick or dead”
SUPERthrive™ unique extra life—TRANSPLANTING, MAINTENANCE, SALVAGING. “IMPOSSIBLES” MADE EASY. 1800 to 70 year-old trees dug from grounds of 20th Century Fox Studios, stock-piled in weather for 2 years, replanted along streets of Century City. Landscape architect and contractor reported “not one sick or dead tree at any time.” Only SUPERthrive™ could have done this—or even approached it.

In 2009, SUPERthrive™ inventor Dr. John A.A. Thomson was the first chemist to win the Lifetime Achievement Award from Lawn and Garden Marketing and Distribution Association.

Disneyland
LONDON BRIDGE
HAVASU CITY
17 drums pre-planted a whole desert city, zero loss, spring and summer, after failure in winter.
Havasu City, Arizona.

100% alive, blooming 2,000 transplanted ornamental cherry trees, typical of 66 years use by Los Angeles City Parks and L.A. Schools. Losses otherwise.

Landscapers:
Vitamin Institute
Phone (800) 441-VITA (8482)
12610 Saticoy Street South,
FAX (818) 766-VITA (8482)
North Hollywood, CA 91605
www.superthrive.com

Please circle 66 on Reader Service Card