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For more information, call 1.800.968.2986 or email: sales@altec.com or visit us on the web: www.altec.com
Several years ago, a friend wound up being the victim of an employer who did not honor the agreements that they had constructed in partnership— for their relationship or the business. After surviving the shock of realizing that what were thought to be core values and principles upon which the individuals and the organization claimed to be acting were in fact window-dressing, my friend grieved for the misplaced trust, loss, and then moved on with life.

In watching my friend through this process, I learned something tremendously valuable that can be applied to our personal and professional lives; particularly in our leadership roles. For the first time in years, space emerged in life. There was time to consider what to create for the future. The family had time to talk about what they wanted their lives to be about and how they could build that together. The answers were stunningly opposite to life as it had been. They wound up living a very different life in a very different place doing very different things—and they’ve never been happier.

What was key in that process was that when they were so busy doing life at home and at work, running for the next plane, looking at a filled up calendar, they weren’t questioning what the calendar was filled up with. Coaches will tell you that if you want to know what is important in your life, all you have to do is to look at your calendar.

As I hear people talking about the phone not ringing or a spouse who is laid off, one of the gifts of the times we are in right now is the creation of space in life to discern what is truly important—for the business, for the individual, for the family, for the future. No, I do not underestimate how much time you all are putting into your businesses right now to keep your heads above water. However, if business is off 25 percent and you’re choosing not to diversify to create new revenue streams, there is time and space that have been created.

Questions for the future include: Did I build my business to support a lifestyle, and is that lifestyle something that can be repositioned? Did I build my business, because I could, and for me, bigger is the definition of successful? What level of stress and commitment of time do I want to exert in the next 10 years given the different economic climate we might very well be in for a while? When I look back at the end of that 10 years, where do I want my business to be? How do my family and my individual needs, professionally and personally, fit into that picture?

What will happen if I don’t create the space to think about these questions? Life will happen— one day at a time. Your calendar will be filled up with the doing, whether intentionally or unintentionally. One day, you will wake up 10 years down the road, and it may not be the place of your purposeful design. Even though you may not have thought about it for a while, you DO have assumptions about where you are going and where you expect to be. Not thinking about it specifically is not going to change the fact that life is going to happen. You have a choice to stop doing, create space and actively design your future.

Our families, our employees and our communities deserve our attention and will be affected by our choices that will manifest in the future.

We need to create space to make purposeful decisions.

Cynthia Mills, CAE, CMC
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Dispose of waste wood without breaking the bank! RAYCO’s new line of compact, horizontal grinders creates an affordable solution to your waste-wood needs. The highly productive RH1754 introduces a new class of compact horizontal grinders that are truly mobile, compact machines designed to grind pallets, green-waste, lumber scraps, construction debris, and sawmill waste while minimizing the expense and hassle of large units. At only 14,500 lbs, the RH1754 can be easily moved with lighter trucking equipment and operated on smaller job sites, inaccessible to larger machines. Its low fuel consumption keeps operating costs at a minimum yet its high productivity rate will match that of machines costing nearly twice as much. Finally... there is a horizontal grinder within reach of the small contractor. Contact your authorized RAYCO dealer for more information or call 800.392.2686 for a dealer near you.
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Responding to concerns, the CTLA summarizes the scope of what guidance the Tenth Edition of the *Guide for Plant Appraisal* will include.

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ON THE COVER: This 200-year-old big leaf maple in Seabeck, Washington, has a 20-foot dbh, a 70-foot crown and stands 100 feet tall. “I took Dr. Bob van Pelt to visit this tree in the ’90s. He said it was the most beautiful big leaf maple he had ever seen,” says Jim Trainer. “I had assessed the fallen limbs from this tree to see if they were figure wood.” Trainer is at the base of the tree. Photo taken by Dr. Robert van Pelt. Jim Trainer owns Treez, Inc., in Illahee, Washington, and is a founding member of KITSA (Kitsap Trees and Shoreline Association), a non-profit tree organization.
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There will be waste, always – the economy notwithstanding. The question is how to deal with it.

As landfills close, the environmental movement grows and materials become both scarce and expensive, tree waste has ceased to be, well, waste. What a decade ago was trash has evolved into a raw material, a renewable natural resource that can deliver profits to tree care companies in many ways.

Over the past few years, TCI Magazine has written about the profit possibilities of recycling green waste. The first was finding ways to save money by reducing volume. The next step was finding ways to turn green waste into products, including firewood, mulch and energy-related products such as those used by co-generation plants for steam and electricity and pellets for wood heating units.

Now, the markets have reached the point where, instead of looking for places to dump waste, you really might want to think about collecting it – yours and anyone else’s you can get your hands on. The market has never been better for profiting at both ends, getting paid for trimming and removing trees and branches, then turning around and selling the residue.

This concept is not new to Rich Kingsborough, president of Kingsborough Atlas Tree Surgery, Inc. in Santa Rosa, California. “I have always been one to take advantage of every aspect of green waste, always considered our byproduct chips as an asset. Industry-wide, I feel it’s been, and still is, an underutilized asset. I started years ago with little equipment and a small chipper, and I bought a small shaker screen and began to sell and market recycled chips as a mulch,” he explains. “If you run chips through a 2-inch shaker screen, you get rid of oversized material, and the end product looks very good – especially if it composts a bit … not fully, but using the natural composting temperature of 140 degrees, the heat turns material a nice brown. We’ve found this to be a popular, natural color.”

“Then, I stuck my neck way out and bought a loader and $90,000 screen. As we grew, and bought more equipment and did larger jobs, giving us more of this byproduct, we got a trommel screen (a cylindrical screen used to sort material by size, such as ore, rock and, of course, wood chips). I never wanted to sell retail, but I wanted to move a lot of product that was nice looking but inexpensive for wholesalers who could buy in bulk and mark it up. Things started to take off, and now we produce about 300,000 cubic yards of mulch, just from our own tree waste. We don’t take in waste from others, because we want to control what is brought in. We know where it is from and have no bad stuff with foreign materials in there,” Kingsborough says.

Right now, about 75 to 80 percent of the mulch he produces goes to large landscape contractors or to wholesalers who may turn it into yet another added value product or use as it is. He sells as little as 100 yards at a time. Though the business covers much of California, “people who buy are local,
near Sonoma county. We’ve priced it cheap to keep it moving,” Kingsborough says. “We’re keeping green waste out of the landfill, and the process does not take a whole lot. Hopefully, for others, you’ve made your profit from a tree job and now have free material to turn into extra income.”

Kingsborough explains that from his first simple mulch recipe, his company now makes five different products, all from his own tree jobs, which can give other TCIA companies food for thought. Largely a Vermeer user with equipment running the gamut from towable chippers to huge grinders, like the TG700 tub grinder and TX700 horizontal track grinder, Kingsborough says nothing recyclable goes to waste.

“When material goes thru a grinder, it’s shredded, and through a chipper, you get chips that are nicer looking. We keep material separate, ground or chipped raw materials. We’ll re-grind with a tub or horizontal grinder, then either sell material like that or further run it through a screen to sift out the 3/8-inch and smaller materials, which people love to add to topsoil as a filler,” he says. Finished products include unscreened ground or chipped material, screened 2-inch ground or chipped material, or the 3/8-inch-or-less material.

They key, he says, is having room in the yard. You can start right out of the chip truck by stockpiling a few hundred yards of material to compost. Then invest in a small screen to get out oversized material. The result is a nice, saleable product that doesn’t take more than a few weeks to “cook” and turn brown.

If sold at retail, Kingsborough says, you can be looking at a return of $15 to $20 a yard, but people only want two and three yards here and there. However, that presents an opportunity to get more tree business while you are delivering, to sell more tree services to more clients. “And mulch is great for the trees!”

At wholesale, Kingsborough says, you might expect $5 to $7 a yard in large bulk. “But remember, the price reflects that we are in competition with lumber mills.”

“Another thing,” he says, “is that in a lot of jobs we do, we bring a lot of material directly to the co-generation facilities. We may not get paid as much as if we reprocess and sell to a landscaper, but we can get as much as $20 to $25 a dry ton and don’t have to haul back to our yard, which may be up to four hours away.”

How much does this recycling of green waste add to his bottom line? Right now, about 10 percent, he says, “but you have to factor in that this is 10 percent that’s not expected and we don’t have to pay to go to a landfill. Though we don’t push the mulch, people love it and come back. We sell more and more every year.”

Stacy Hughes is vice president of Terry Hughes Tree Service in Gretna, Nebraska. “We started in 2000 and are currently just doing the mulch thing. But given the market, in the future we foresee expanding into other opportunities for the recycling stream and applying our knowledge to recycling construction, demolition and yard waste.”

“Here in the Midwest we don’t see a lot of demand for wood waste in biomass. Most of that is derived from agricultural products and we are starting to play with that. There aren’t a lot of trees here, as there are on the East and West Coasts. So,
we are looking to expand by taking in more waste from producers other than ourselves. We now take in wood and other green waste and want to look into recycling yard waste. “That will be nudged along by environmental laws, he explains, that encourage recycling and discourage dumping.

The key, Hughes says, is to get as much money as you can on both sides of recycling to make recycling worthwhile. That includes getting paid to take in material and profit from a finished product. One of the challenges will be to get the tree care professional to move off the “competitor” mindset where they would prefer to pay $100 to dump waste at a site versus pay someone such as Hughes $50 to take in the same material. “It isn’t competitive if we all look at this as a cooperative venture.”

Unlike Kingsborough, who prefers to utilize only his waste, Hughes says just about any tree waste is of value, since it arrives already chipped and ready to process.

With regard to where the market opportunities lie for recycled tree waste, chipper and grinder manufacturers seem to have a pretty good handle on things. Todd Roorda, environmental solutions specialist at Vermeer says, “As far as different avenues go, one thing that I would add is that a new and growing market is composting. We see a lot of grinders going to composting yards or, conversely, compost material being shipped to grinding facilities for processing. We also see chippers going to compost yards. This is an awesome avenue for disposing of chips in bulk. Depending on the compost yard, some you have to pay to drop, others may pay you. I’ve seen it both ways. Others take it free,” he adds.

Composting differs from mulch in that mulch is a landscaping decorative and a moisture control. Composting on the other hand takes the process further, breaking down carbon-based wood fibers into what is essentially dirt again. “Wood waste goes through a process that includes heat and microorganisms to break down waste into a fertile soil material,” Roorda says.

Part of that end process is based on a recipe that relies on rough or fine grinding, he explains. “Some compost processors prefer larger material because they may put it into a compost pile, then screen out larger pieces to put into the next pile. This keeps the breakdown process moving along.”

Roorda hinted at new technologies both large and small to be introduced in the next 90 days, but would not elaborate. He did mention Vermeer’s new compost turner. By lifting and turning compost, air gets diffused better into the compost material, helping the breakdown process and minimizing odors. This machine also eliminates compost windrows, allowing for one stack and the ability to turn compost within the stack.

Ray Eluskie, Bandit marketing manager, says he is seeing tree care companies and municipalities getting together to act cooperatively. “We recently sold a Bandit 2680 Track Beast to the Southeastern Oakland County (Michigan) Resource Recovery Authority for several communities to develop one yard for people to bring waste, and which will then make it available to residents. Tree care guys can dump there, too.”

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recently delivered a Beast to the Maryland Environmental Services Waste Management Company. “Markets are opening up to supply ground material for boiler fuel in the biomass industry. What was once waste is now chipped and sold for boiler fuel. We’ve converted recyclers to add a knife application for customers who would normally just grind, so they can make a chip end-product, not as much for mulch product, but a smaller chip for pellet mills. Pellet mill opportunities are also opening up,” he says. “We are seeing a growing trend toward paying for raw materials, especially among those who do this for a living.”

At Morbark, Todd Gruss, southeastern regional sales manager, says, “The markets that are hot are co-generation (energy-producing) plants opening their doors to more people, such as tree services operators and contractors, because mom and pop sawmills have had to shut down due to the housing slump. No lumber means a shortage of recyclable waste, but the plants still need a supply of fiber. That’s why we are starting to see tree guys hauling material into plants to produce electricity.”

“Another market that is coming hot and heavy is wood pellet plants,” Gruss says, agreeing with Eluskie. “Specifications are so stringent that it is hard to get premium wood pellets out of green waste from tree service brush. Plants are looking for premium chips, which can be achieved with the right grinder with a screen. Ultimately, though, it matters what you put in.”

“We are seeing activity from large- to small-scale tree care companies, right up to guys with whole tree chippers producing co-generation chips – from 75 to 300 tons a day,” Gruss says.

An interesting angle to those who purchase the large recycling equipment is that it doesn’t pay to let them stay idle and run just once in a while. That’s why, according to Gruss, idle loggers are being lured into hauling saw logs, of which there is a surplus (given the downturn in housing), to recyclers to turn into premium chips – and premium money.

“Depending on where you are in the country, you might get $17 to $27 a ton for these co-gen chips. That’s just the market in the Southeast. In the Northeast you can be looking at $30 to $35 a ton.”

Todd Gruss
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a ton. And with pellet mills starting up, this should create greater competition for chips and better pricing, and that will create a sellers’ market.”

Right now chipper production is in high demand for machines in the 400- to 1,000-horsepower range, Gruss says. “Two of our hottest sellers are the 30/36 and 40/36 drum style, whole tree chippers.”

Tom Gross, president of Dynamic Manufacturing, says his customers are doing all of the above. “We have customers using our chippers for things such as making landscape chips, chipping forest residue for use in generating electricity, and making chips that are being processed into energy pellets,” Gross says. “We also are seeing green waste being turned into compost, and in some pilot projects for cellulosic ethanol for transportation fuel.”

“Most of our customers are in the forest products industry and are small, family run operations. The primarily use of our chippers in their operations is to gather logging residue for conversion into a fuel product. As our nation’s energy policy develops, I see the tree care industry becoming a biofuel-producing industry. However, I don’t think it will be done with brush chippers that we see today. More specialized machinery will be needed, such as our new Vector Processor, to take advantage of those opportunities as they emerge.

Steven Sylvester, CEO and president of S & S Tree & Horticultural Specialists, Inc. in South Saint Paul, Minnesota, has a slightly different take on the biofuel market.

“We use Vermeer BC2000, 1800 & 1500 chippers on our tree care production crews to grind the wood debris from each job site, then it is transferred back to our wood materials production site where we regrind it with a Rotochopper 256 grinder and colorizer,” says Sylvester. “For our larger wood that is greater than 22 inches in diameter, we use our 1000-horsepower Vermeer TG7000 tub grinder.”

“We also have several city wood-debris-site contracts for grinding and hauling of their material. We sell all of our finished product to several large Twin City landscape wholesalers (including Gertens), which is the largest buyer of our product and has been very instrumental in helping us produce new mulches to introduce to the general public. Gino Petra, one of the owners of Gertens, and myself are constantly experimenting with different forms of grinding to create new mulches and potting soils. We recycle 100 percent of our wood waste and the great thing is that sometimes it ends up back in the same yard that it came from.”

“As we (the U.S. and the world in general) look for new ways to create power, I see us turning more toward wood products. However, I caution those who see this as an easy way to make money off your wood waste that most biofuel plants do not pay premium money for our wood products,” Sylvester warns. “Up here in Minnesota, our local biofuel plant does not pay anywhere near the price per yard that the product is worth. We do not haul any of our wood waste to this plant. This is a shame but it is their policy.”

So what is the bottom line? From a business perspective, the chipper and grinder you have, or are thinking of purchasing, has taken on a new and what appears to be a long-term profit-making role. There are markets that you can make money on simply by reducing your expenses, i.e. reduced dumping. There are also opportunities for making money by producing a product for which demand it growing. Think of this as the best of times in the worst of times.
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Stens Corporation is now offering Silver Streak chain saw chain and bars. Silver Streak chain is designed for both the professional arborist or occasional user. The cutter has less friction than ordinary semi-chisel cutters, creating less heat for longer chain life. All Silver Streak chain is manufactured with U.S. Steel and engineered for precision balance and low vibration. Silver Streak chain saw bars are high quality bars at a great value. Stens line of Silver Streak bars include Hard Nose and Sprocket Nose bars for the professional arborist and laminate bars for semi-professional use. Contact Stens Corporation, a subsidiary of Ariens Company, via 1-800-457-7444 or www.stens.com.

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Mauget Liquid Loadables

J.J. Mauget Co.’s Liquid Loadables, a new line of refillable microinjection chemical technologies, are 1-liter bottles of Mauget’s insecticides, fungicides, antibiotics, fertilizers and micronutrients. Some tree care professionals prefer microinjection to microinfusion. Mauget recognizes that and created Liquid Loadables to offer those professionals Mauget’s chemistry to use with their own refillable microinjection tools. The product comes in plastic bottles and can be used in any refillable injection system. Mauget currently offers the Liquid Loadable products Imicide, Stemix Plus and Inject-A-Min Manganese, with Fungisol, ArborFos, Abacide 2 and Tebuject 16 pending EPA approval. Mycoject Ultra antibiotic will be available in September of 2009. Contact Mauget at 1-800-TREES Rx (873-3779), or via www.mauget.com.

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Timberline Tree Shears

Sidney Manufacturing’s 2009 line-up of Timberline Tree Shears, including the HTC-14 and TBL-1000 models, have the ability to rotate after the cut to serve as a grapple to lift, wrangle and carry the fallen tree. They use a pin-up style mount or universal coupler to attach to existing tractors, skid steers or mini-excavators. Contact Sidney Manufacturing via www.sidneyattachments.com.

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Dow AgroSciences’ new Vista XRT specialty herbicide delivers control of dogfennel, lespedeza and kochia at lower use rates. Concentrated Vista XRT contains 2.8 pounds of active ingredient – as opposed to 1.5 pounds in the previous formulation – resulting in less container handling and more acres treated per gallon. When used in combination with other specialty herbicides, Vista XRT also delivers broad-spectrum control to a variety of other difficult-to-control broadleaf weeds and woody plants, including sweetgum, oak, pine, ragweed and blackberry. Acceptable for use on rights-of-way, industrial sites, nonirrigation ditch banks, pine plantations, and grazed areas in and around these sites, Vista XRT is formulated using a solvent derived from naturally occurring seed oil, a proactive measure to reduce organic compounds and eliminate the use of petroleum distillates. Contact Dow AgroSciences via www.vegetationmgmt.com.

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The CMI Foot Ascender from Forestry Suppliers mounts to a boot and promotes better use of body mechanics by keeping your body in an upright position while climbing into a tree. It maintains tension on the rope for easier advancement of the main ascender. The body is crafted from anodized aluminum, and the hard-coated cams carry an exclusive wear-out guarantee from the manufacturer. Contact Forestry Suppliers, Inc. at 1-800-360-7788 or via www.forestry-suppliers.com.
Terrill Collier takes reins of TCIA Board

Terrill Collier, president of Collier Arbor Care in Clackamas, Oregon, was installed as a chair of the Board of Directors of the Tree Care Industry Association at the association’s Winter Management Conference in the Bahamas in February.

Collier has been the owner, operator and president of Collier Arbor Care since 1980. The company, founded by his father, Ray, in 1937, was still a small family business when he joined. In 1982, the company had two employees and gross sales of about $150,000.

“We’ve increased sales about tenfold since. We’ve grown to become a medium-sized business with 25 employees. I still think of myself as a small business person with the perspective of a small business.”

Collier credits TCIA as one of the factors in the company’s success, which is one reason he stood for election to the TCIA Board of Directors. Collier’s many affiliations have given him deep and wide experience serving on boards. “I know how to work with different people with different styles to have effective outcomes and guide organizations,” he says.

Collier is a 1981 graduate of Oregon State University, where he received a Bachelor of Science Degree in Entomology. A Lifetime Member of ISA, he is also a founding member and past president of Pacific Northwest Chapter-ISA, and a member of American Society of Consulting Arborists, Oregon Association of Nurseries, and Professional Landcare Network (PLANET). He is an ISA Board Certified Master Arborist, Oregon Certified Nursery Professional, Oregon licensed Landscape Contractor, and Certified Tree Risk Assessor.

Collier Arbor Care was the first company on the West Coast to be accredited by the Tree Care Industry Association.

“TCIA is very fortunate to have a gifted, enthusiastic, and committed leader like Terrill Collier agree to share his talent on our Board of Directors for six years,” said Cynthia Mills, president and CEO of TCIA. “We anticipate a great year with him at the helm of our Board’s strategic thinking.”

Caldwell brings passion for TCIA “voice” to Board

Kevin Caldwell, president of Caldwell Tree Care in Roswell, Ga., was installed to a three-year term as a director on the TCIA Board of Directors during the annual Winter Management Conference in The Bahamas. TCIA’s Board is elected by the members to set policy and the strategic direction of the association.

“TCIA is fortunate to be able to attract volunteer leadership of the caliber that Kevin represents,” said Cynthia Mills, TCIA president & CEO. “He is our first Grassroots Champion Award recipient, understanding the critical need of associations to have a voice for their industry. Operating a very successful company, Kevin’s leadership, entrepreneurship and service through multiple industry associations is just the addition to our strategic board that we needed.”

A native of Marietta, Ga., Caldwell graduated from the University of Georgia in December 1987 with a degree in political science. Always an entrepreneur, he created several businesses during college, including lawn maintenance and sprinkler system installation enterprises. His initial career goal was not the green industry, however, but his dream of becoming a pilot for the United States Air Force was not to be realized. He was honorably discharged after serving three years in the Air Force.

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Guffey carries line-clearance presence on TCIA Board

Jack Guffey, president of Carolina Tree Care in Concord, N.C., was installed to a three-year term as a director on the TCIA Board of Directors at the annual Winter Management Conference in The Bahamas.

Carolina Tree Care has been providing right-of-way clearing services to utility companies and municipalities since 1987. Today, Carolina has more than...
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Events & Seminars

May 4-8, 2009
Western Chapter ISA 75th Annual Conf. & Trade Show
Reno, NV
Contact: www.WCISA.net; (866) 785-8960

May 15, 2009
Rigging - North American Training Solutions
Middletown, PA
Contact: Dan McHugh (609) 405-0933;
www.northamericantrainingsolutions.com

May 15, 2009
Climbing
Boise, ID
Contact: Roger Coffman (208) 463-4573;
www.northamericantrainingsolutions.com

May 21, 2009
Climbing/Rigging
Cranberry Township, PA
Contact: Eric Holby 1-888-213-8340;
www.northamericantrainingsolutions.com

June 17-18, 2009*
Certified Treecare Safety Professional-CTSP Workshop
Coincides with Trees Florida, Sarasota, FL
Contact: 1-800-733-2622; www.tcia.org

June 27-28, 2009 & June 29-30, 2009
Level 1 Precision Felling & Chain Saw Handling
Attleboro, MA
Contact: (860) 429-5028; www.ArborMaster.com

August 5-6, 2009
Level 1 Tree Climbing Methods
Attleboro, MA
Contact: (860) 429-5028; www.ArborMaster.com

August 7-8, 2009
Level 1 Precision Felling & Chain Saw Handling
Attleboro, MA
Contact: (860) 429-5028; www.ArborMaster.com

August 14, 2009
SHADE: Southwest Horticulture Annual Day of Education
The Buttes Resort, Tempe, AZ
Contact: ANA (480) 966-1610.; www.azna.org

August 17-18, 2009
Level 1 Tree Climbing Methods (Taught in Spanish)
Los Angeles, CA
Contact: (860) 429-5028; www.ArborMaster.com

August 19-20, 2009
Level 1 Precision Felling/Chain Saw Handling-Spanish
Los Angeles, CA
Contact: (860) 429-5028; www.ArborMaster.com

September 15-16, 2009
Level 1 Tree Climbing Methods
New York City area, NY
Contact: (860) 429-5028; www.ArborMaster.com

September 17-18, 2009
Level 1 Precision Felling & Chain Saw Handling
New York City area, NY
Contact: (860) 429-5028; www.ArborMaster.com

September 23-24, 2009
Level 1 Tree Climbing Methods
Longmont, CO
Contact: (860) 429-5028; www.ArborMaster.com

September 25-26, 2009
Level 1 Precision Felling & Chain Saw Handling
Longmont, CO
Contact: (860) 429-5028; www.ArborMaster.com

Upcoming TCIA webinars

May 5
Keith Sheriff – Setting Up a Formal Employee Training Program

May 7
Jeffrey Scott – Do You Have What It Takes to Survive & Thrive in 2009?

May 12
Peter Sortwell – How to Grow Your Business Through Commercial Contracts

June 9
Market Hardware - How to use Google & Yahoo to find and land new clients

June 24
Doug Malawsky - Chasing Storms and working with the insurance industry.

For more up-to-date information on webinars, visit www.tcia.org/webinars.
65 crews operating in the southeastern United States. In addition to utility work, Carolina Tree and Turf, founded in 2006, provides lawn care, landscape maintenance and tree services to the residential and commercial market in the Concord area.

“TCIA represents a variety of companies that perform any number of service combinations for the consumer,” noted Cynthia Mills, TCIA president & CEO. “It is important that we maintain representation of that mix and, in particular, of our family of line-clearance tree-trimming companies on the Board. To have someone of Jack’s caliber, with the heavy utility concentration along with other service lines, willing to commit his time at a crucial moment for the business of tree care is a gift to the industry.”

Guffey earned a bachelors degree in industrial engineering technology from Western Carolina University and a masters in business administration from Pfeiffer University. After graduation, he went to work for Fieldcrest Cannon as an industrial engineer. He began his career with Carolina Tree Care in 1990, starting as a ground man and working his way up to climber, foreman, area manager and general manager. He was promoted to president in November of 1998.

With 250 employees and almost $12 million in revenue, Carolina Tree Care is on an upward growth trajectory. The company was selected by INC. magazine as one of the top 5000 fastest growing private companies in America for 2007 and 2008. Carolina Tree has earned recognition from TCIA for its professional communications and has twice been awarded the association’s Safety Award for outstanding contributions to safety in arboriculture for a multi-faceted safety program and for outstanding crew performance.

In 2007, Carolina Tree became just the third company in North Carolina to earn TCIA Accreditation.

While running and growing the business, Guffey has stayed very busy as a volunteer inside and outside of the industry. He has served the industry as a TCIA business advisor and as a member of the association’s ethics committee. He has served the community and the country as a company commander in the United States Army Reserves, Sunday school teacher, ordained deacon, football coach, little league baseball coach, and on the board of advisors for the local chamber of commerce.

**ECHO, Shindaiwa to merge**

Yamabiko Corporation, the recently formed parent company of Kioritz Corp. and Shindaiwa Corp., announced plans to merge the two companies and operate as Yamabiko. Echo Inc. is a subsidiary of Kioritz.

Operations of both companies will be merged in Japan by October 1, 2009. Shindaiwa, of Tualatin, Oregon, transferred sales and marketing responsibilities for Europe, Asia and the Middle East back to Japan as of April 1. All Shindaiwa operations will be merged with ECHO Inc. in Lake Zurich, Illinois. Consolidation of the U.S. operations should be completed by October 1, 2009.

The merger of ECHO and Shindaiwa is intended to result in an efficient organization with lower costs, allowing both brands to be even more competitive in the North and South American markets.

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Washington in Review

TCIA HARD at WORK for the Industry

The Tree Care Industry Association is guided by five long-term strategic goals it calls “Outcomes.” TCIA’s Outcome 3 is that the government will regularly seek the advice and counsel of TCIA as a source of industry standards and as a partner in legislation and regulation. TCIA's legislative & regulatory affairs work is shared between staff members Cynthia Mills, Mark Garvin and Peter Gerstenberger, TCIA lobbyist Josh Ulman, and David Marren, legislative and regulatory advisor from Bartlett Tree Experts.

Below is a summary of TCIA’s recent activities relative to Outcome 3:

Separate standard for arboriculture

The public comment on OSHA’s Advanced Notice of Proposed Rulemaking closed on December 17, with overwhelming support from the industry for a separate standard as well as for TCIA’s leadership in the process. TCIA’s work this quarter has focused on managing intra-organizational consensus-building between TCIA, ULCC, Z133 and ISA. Gerstenberger serves on the Governmental Affairs Task Group for the Z133 Committee. He, Mills and Garvin had a face-to-face meeting with Z133 Chair Dennis Ryan and Governmental Affairs Task Group Chair Dave Goodson. Gerstenberger participated in a subsequent conference call with Goodson and several ULCC members on the Task Group; helping to facilitate a conversation and reach consensus on what information to present to the full committee.

OSHA Line Clearance Standard

Long after submitting comments and testifying at a Department of Labor hearing in D.C., TCIA remains in a wait and see posture on the “Vertical Standard,” §1910.269. TCIA heard indirectly of OSHA’s Region 4 director and assistant director stating at a recent meeting of safety professionals that the revision was not a priority and that they didn’t know when it might be out.

VOSH separate standard

A proposed Virginia OSHA (State Plan) Arborist standard was published for a 60-day public comment beginning in mid-March. Just as with the federal OSHA initiative, TCIA is building industry consensus in the interim. Gerstenberger is working directly with ULCC companies and other affected members to keep all aspects of this process as transparent as possible. He will take part in a panel presentation at a Virginia DOLI-sponsored conference with Andrew Salvadore and Dan Oberlies of ULCC in June. The topic is “Hazards, Standards and Safety Initiatives in the Tree Trimming Industry.” This presentation provides a unique and timely opportunity to promote the proposed standard.

Cal-OSHA Arborist Standard

While at TCI EXPO, Gerstenberger received an e-mail invitation to participate in the revision of several Cal/OSHA Titles that apply to arboricultural activity. The senior engineer (standards-writer) tasked with the project provided him with a draft of proposed changes. Gerstenberger enlisted the participation of David Marren, and together they drafted a proposal that strengthened the proposed revision in several key areas. These comments were sent to Cal/OSHA February 5 to be part of a formal petition to the Cal/OSHA Standards Board.

Urban Forestry in the stimulus bill

TCIA worked through two different venues – The Sustainable Urban Forests Coalition (SUCF) and through other contacts – to support the creation of green jobs that would benefit commercial tree care companies. Unfortunately neither measure succeeded. The House passed its version of the economic stimulus on January 28, and the Senate passed their version February 10. The House bill provides broader flexibility for state and private forestry programs, while the Senate bill limits funding support to hazardous fuels reduction areas at high risk of catastrophic wildfire.

Crane Legislation/Regulation

Crane safety continues to be a hot topic in legislative and regulatory circles, undoubtedly spurred by a tragic construction crane collapse in mid-March 2008 in midtown Manhattan that killed four construction workers.

In Maryland, HB 699, a proposed law, provides for the licensure and regulation of crane operators; establishes a State Board of Crane Operators to oversee licensure processes. Maryland OSHA recently announced, and TCIA commented upon, proposed regulation to implement the law.

TCIA is also monitoring and working to affect crane legislation/regulation in Connecticut, Florida, Iowa, Minnesota, New York, Pennsylvania and Washington state.

Asian longhorned beetle

TCIA went to bat for members affected by a relatively recent ALB outbreak reported in Worcester County, Massachusetts. Cynthia, David and Jim Abusamra of Hartney Greymont and president of the Massachusetts Arborists Association, met with the USDA federal reps and the State of Mass. December 4. The purpose of the meeting was to eliminate the illegal practice of prohibiting Massachusetts’ companies from treating for ALB, to educate officials on the partnership they could engage in with MAA and TCIA to manage the ALB tragedy in the outbreak area, and to represent our members who were being unfairly treated and losing hundreds of thousands of dollars. TCIA and MAA were successful in getting the moratorium on treatment withdrawn.
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Please circle 14 on Reader Service Card
Can any tree care professional or business withstand the financial hit of a fire that results in a two-month shutdown of operations? What about surviving after someone suffers a heart attack after tripping over a downed branch? Can the business survive an employee who embezzles sizeable amounts?

Obviously, both man-made events and natural events can drastically affect the business where it hurts – its pocketbook. Natural disasters can teach every owner an invaluable lesson. Years after Hurricane Katrina devastated New Orleans and the Gulf Coast, the courts are filled with cases between insurance companies and property owners over whether damages resulted from Katrina’s winds or the rising waters – damage covered by few insurance policies.

Selecting the right type of insurance is only one factor to consider. Finding an insurance company willing to insure the business almost renders the question of cost irrelevant. How then can you hope to find an insurance company, select the right types of insurance needed and, most importantly, afford those steadily increasing insurance expenses?

Managing risk
The first step in finding essential, available and affordable insurance protection involves managing the risks. The process of managing risk has three basic components:

- Evaluating the operation’s exposure to risk
- Developing a plan to help prevent losses from occurring and maximizing those that do occur
- Purchasing insurance to provide the funds needed to help restore the operation in the event of a loss.

Before anything else, it is necessary to take a close look at the operation to evaluate its property, equipment, services and employee-related exposure to risk. Carefully review the various parts of the business, looking for places where the operation is exposed to loss.

Obvious areas that are vulnerable to physical harm include the building, equipment, automobiles and people. Every business has its own exposure to loss, depending on the nature of its operations. Perhaps, as one example, workers have never been instructed about how to lift properly or required to use all necessary safety equipment. Either scenario could cause injury to employees or visitors, resulting in serious financial loss.

Planning equals savings
A loss prevention plan or program can help. Should a loss occur despite precautions, the loss program offers strategies for preventing additional losses. Without such a plan, losses can leave the business vulnerable to failure and employees or customers exposed to injury.

A comprehensive plan can help you recover quickly from any type of loss in a cost-effective and efficient way. That is important in today’s highly competitive business environment, where closing the operation’s doors can erode its customer base – and its competitive edge.

Managing risks creates a safer work environment, which aids in attracting and retaining good employees. Effective loss prevention can also enhance the quality of your products/services. By reducing the threat of third-party claims, it can also help the business avoid the embarrassment of negative publicity.

Insurance basics
Every tree care company owner should think about its basic insurance needs. After all, insurance provide the funds needed to help restore the operation in the event of a loss.

According to many experts, basic business insurance coverage should consist of four fundamental types of insurance: workers’ compensation, general liability, auto and property/casualty – plus an added layer of protection over these, often called an umbrella policy.

Every business must have workers’ compensation insurance to protect injured workers and the business from employee lawsuits. A good accident prevention program, or a more comprehensive plan for managing workers’ compensation claims, goes a long way toward keeping these costs
manageable.

General liability is the most confusing and misunderstood type of insurance coverage. Overall, commercial general liability coverage insures a business against accidents and injury that might happen on its premises, as well as risk exposure related to its services.

The best strategy with general liability is to determine the amount of coverage needed. The old rule was that you should buy general liability insurance equal to the business’s net worth. Unfortunately, that does not work anymore because people now sue for the amount of the policy – and the owner’s net worth.

Two strategies the owner might want to consider: The first, the so-called “empty pockets” approach, is to buy little or no insurance so as not to become a target of lawsuits. The other approach is to buy $2 million to $3 million of liability insurance – generally, all that is needed.

Much like workers’ compensation, auto insurance is fairly straightforward. Even saving money is routine: simply increase the amount of the deductible. Good driving records for those allowed behind the wheel of the business’s vehicles also help.

When it comes to protecting property, most property insurance is written on an “all risks” basis as opposed to a “named peril” basis. The latter offers coverage for specific perils spelled out in the policy. If a loss occurs from a peril not named, then it is not covered.

For starters, make sure the operation is protected by an “all risks” policy. Then, go the extra step and carefully review the policy’s exclusions. Many policies cover loss by fire; but what about such casualties such as floods, hailstorms or explosions? Many businesses purchase coverage for all of these risks.

Whenever possible, “replacement cost” insurance should be purchased. This will replace damaged property at today’s prices, regardless of the cost when you bought the equipment or property. It’s protection against inflation. Naturally, total replacements should not exceed the policy cap.

In addition to the four basic types of insurance, many insurance professionals recommend an additional layer of protection, called an “umbrella policy.” This protects you from payments in excess of your existing coverage or for liabilities not covered under your other policies.

Many small businesses are protected with “package” insurance policies that cover the major property and liability exposures as well as loss of income. Generally, these packages, often called the business owners’ policy (BOP), provide the small tree care business owner more complete coverage at a lower price than separate policies for each type of insurance needed. Naturally, additional coverage for property, liability or perils or conditions otherwise excluded (e.g. flood protection) can be purchased as endorsements to a standard policy or as a separate, second policy called a difference-in-conditions policy.
Continuing the business

A commercial property insurance that provides coverage for “indirect losses” resulting from property damage, such as the loss of business income and extra expenses incurred, is yet another option. Another policy protects the business owner against losses resulting from a temporary shutdown because of fire or other insured peril. The insurance provides reimbursement for lost net profits and necessary continuing expenses.

Keeping costs manageable

When it comes to buying insurance, many owners are finding out what it feels like to be a teenager seeking an automobile liability policy. While many insurers will not offer insurance within a growing number of industries, they are also cutting back the amount of primary general liability coverage they will issue and are raising rates sharply.

All insurance premiums are based on the risks involved. Safety is also paramount when it comes to qualifying as an insurable tree care business. Consider a few of the steps that can help qualify for lower insurance rates:

- Keep only a small amount of cash on hand at the office
- Keep good records of inventory, accounts receivable, equipment purchases and the like. In fact, keep a second set of records off-site.
- Make sure employees have good driving records, and
- Perhaps think about raising the amount of your policy’s deductible. How high to raise the deductible should be governed by how much the operation can afford to pay out of pocket.

Shopping for an economical pro

Although insurance is a heavily regulated industry, finding the right professional for your tree care operation’s insurance needs can be difficult. There are, after all, two kinds of insurance agents: those who represent only one insurance company and those who represent more than one insurance company.

Agents offering only the policies of one insurance company are called “captive agents,” because the company they represent does not allow them to offer their customers competitive alternatives. On the other hand, agents offering the policies of more than one insurance company are “independent agents,” or “brokers,” because they can shop around for the best insurance values among a variety of competing companies.

The bottom-line, however, is determining the risks faced by your tree care business, developing strategies to minimize those potential risks and finding someone to share those risks. Doing so, at an affordable cost, is far easier with a loss prevention plan in place.

Mark E. Battersby is a freelance business writer.
By CTLA members

Recently, the Council of Tree and Landscape Appraisers (CTLA) has received many inquiries from landscape appraisers regarding what sort of guidance will be included in the Tenth Edition of the Guide for Plant Appraisal. In response, we offer the following summary of the scope for the upcoming tenth edition.

After significant review of established appraisal literature and solicited input from landscape appraisers, representatives of the Appraisal Institute, the U.S. Forest Service, governmental regulatory bodies, and professionals within the insurance, real estate, municipal and legal communities, the CTLA recognized a need to expand the Guide and discuss appraisal principles, concepts and procedures.

Basic appraisal theory and procedures provide the foundation needed to define appraisal problems, choose and employ a variety of approaches, methods and techniques for appraising assets in the landscape, and appropriately solve for a variety of appraisal problems.

Taking a closer look at the first step in the valuation process, defining the appraisal problem, we recognize the need for plant appraisers to identify the purpose and use of the appraisal. Often times the client stipulates the use of the appraisal (e.g., for assessing damages), and then the client and appraiser agree upon its purpose (e.g., to estimate monetary value or cost). The purpose and use of the appraisal is often what tree consultants typically identify as a consulting or appraisal assignment.

Based on past guides, recent tree appraisal literature, and input from tree appraisers, the CTLA identified some common appraisal assignments (purpose and use):

- To estimate the costs necessary to replace beneficially removed trees, after trees have been damaged or removed, for assisting decision makers in litigation or with insurance claims.
- To estimate the costs necessary to restore damaged landscapes to a pre-damaged condition for assisting decision makers with in litigation or with insurance claims.
- To estimate a specified type of value of trees, after trees have been wrongfully damaged or removed, for assisting decision makers litigation or with insurance claims.
- To estimate a specified type of value of trees, prior to their being taken under eminent domain proceedings.
- To establish the basis for penalties or fines to be paid for wrongful damage or removal of trees.
- To estimate a cost/benefit analysis of urban forest canopy to assist decision makers in budgeting.
- To estimate a specified type of value of trees, to assist decision makers in understanding potential income earnings or loss.
- To estimate a specified type of value of trees, prior to the selling of the property to which trees are attached, to assist buyers and sellers with understanding the value trees contribute to the property.

Based on the purpose and use of the appraisal (assignment), it is the responsibility of the plant appraiser to identify the relevant type of value or cost to be sought. In order to support the relevancy of the type of value or cost to be sought, it is important for appraisers to define specified types of value or cost in clear and unambiguous terms.

The Tenth Edition will discuss various types of values and costs commonly estimated by plant appraisers; examples include:

- Cost of repair: expenditures made or required to cure deterioration caused by decay, wear and tear, or partial destruction.
- Replacement cost: The cost to replace an improvement with a similar item having equivalent functional utility. When subtracting accrued depreciation from cost new, the estimate becomes a depreciated replacement cost.
- Reproduction cost: The cost to replace an improvement with an exact replica. When subtracting accrued depreciation from cost new, the estimate becomes a depreciated reproduction cost.
- Market value (personal property, real estate): Stated in very simple terms, the appraiser’s estimate of market value is an opinion of the probable price obtainable in a market free of abnormal influences.
- Non-market value (value in use, public interest value, etc.): general term for any value that is not based in the concept of exchange or rooted in actual transactions between buyers and sellers, or that cannot be obtained from market prices.

The CTLA categorized various types of costs and value to be estimated, and identified a variety of methods and techniques used for estimating them. The Tenth Edition will offer comprehensive chapters on the cost, sales comparison, and income approaches. It will include practical examples of how to apply these approaches for estimating various types of costs and values, and delve into many different analytical tools, techniques and methods needed to solve for a variety of common landscape appraisal problems. Further, the Tenth Edition will offer much more guidance for using multiple approaches to solve an appraisal problem, and how to reconcile the results into a conclusion. It will also provide more insights and guidance around testing for the reasonableness of the appraiser’s conclusion.

Plant appraisers have asked the Council for guidance on estimating the market value of landscaping where it is a component of the overall real estate. Much of the

(Continued on page 63)
“Enjoy” Accident Briefs, but wants more

I really enjoy reading about the tree fatalities/injuries because it is interesting and it could save my life. One thing I don’t like is the vague descriptions in many of them, such as the “Golf club employee crushed to death felling tree” article (“Accident Briefs,” TCI March 2009).

It just describes the whole incident as a freak accident. Well, that is not very helpful and creates more questions than answers. I think “Accident Briefs” should be about quality, not quantity. Why not thoroughly report on one incident so everyone can learn, then simply give statements of the monthly death toll?

Jon Stauffer
owner, Majestic Tree
Dewitt, Michigan

Response from Don Staruk, managing editor: Though we don’t intend for readers to “enjoy” these briefs, Jon Stauffer makes a good suggestion. We have had similar requests before – including from OSHA.

But these briefs are what they are, summarized briefs from published reports. Sometimes there is almost no solid information in the published accounts. Further investigation is hampered by two factors. First, if the serious injury or fatality involves a tree or landscape company, there will be an OSHA investigation. In many instances, there will also be a lawsuit. As a consequence, the parties involved are usually unwilling to disclose details. Police and government investigations can sometimes be obtained long after the fact. The second fact is an obvious reluctance to intrude on a grieving family.

When the accident involves a TCIA member, the association’s staff, specifically Senior Advisor for Safety, Standards & Compliance, Peter Gerstenberger, will contact the company and walk the company owner through all the steps necessary to comply with OSHA regulations, including the on-site investigation. Whether or not those details are released is at the sole discretion of the company owner.

All that said, picking one example and doing at least a preliminary or speculative analysis of it may be something we could consider publishing from time to time. The intent would not be to make any accusations or lay blame, but to just look at what may have gone wrong and at what could have been done that may have avoided the incident.

Call back...

I’ve been reading the March (2009) issue and it’s nice to see some familiar faces! However, there’s an error on page 30, “Accident Briefs.” This is the sad part of the magazine that I hope will change – as I’m sure TCIA will try to affect changes – to more positive and careful ways. The chart at the bottom of the page speaks of December 2009 and shows calendar for January 2008 while the intent was to show December 2008.

I just received my renewal, so I will continue to look forward to receiving these magazines.

Judy R. Shigo Smith
Shigo and Trees, Associates LLC
PO Box 2466
Snohomish, Washington

Please help us help you keep enjoying TCI magazine!

TCIA exists to help tree care businesses, you, do business better. TCI magazine is one of the ways we do that.

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Send letters and e-mails to:
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or staruk@tcia.org
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Man pulls tree over on self, dies

Lanny Downum, of Elm Springs, Arkansas, died February 7, 2009, when he was pulling down a tree with his tractor and the tree fell on him, according to an article in the The Morning News of Northwest Arkansas.

Trimmer injured in struck-by

A Springdale, Arkansas, man trimming a tree avoided serious injury February 17, 2009, when a falling tree trunk hit him on the head, knocking him unconscious for a moment as he dangled from the tree. Firefighters rescued the man, who was treated and released from a local medical center, according to The Morning News.

The man’s mistake came when he failed to cut underneath the large branch first. The chain saw cut only from the top and the tree trunk kicked out, hitting the man when it split and fell, according to the report.

Man dies from chain saw cut

A Versailles, Kentucky, man died in a chain saw accident March 9, 2009.

Ronald Neil King, 64, was on a ladder trimming some brush or bushes behind his home when the chain saw slipped, cutting his left arm and severing an artery.

King’s neighbor heard him yelling and came to his aid but did not have a telephone, according to a report on WKYT-TV/wkyt.com. Another neighbor called an ambulance and King was taken to Bluegrass Community Hospital, where he was pronounced dead. King’s wife, Susan King, was not at home at the time of the accident. (Submitted by Michael Tain, Lancaster, Kentucky.)

Man burned by wires while trimming tree

A Turner, Oregon, man suffered serious injuries when he was shocked by live wires that fell on him while he was tree trimming March 12, 2009.

Steven Keudell, in his 50s, was on a tractor and removing tree limbs when a large branch fell onto a power line, causing live wires to fall onto him and the tractor, according to The Statesman Journal. Keudell suffered serious burns and was taken by a medical helicopter to the local medical center in Corvallis.

Teen driver pins tree worker

A tree care worker was rushed to an area hospital in the Ortega area of Jacksonville, Florida, March 10, 2009, after he was hit by a car and pinned against a wood chipper. The victim was working with a tree trimming crew when a 17-year-old girl ran into a trailer filled with wood and then struck a member of the crew.

The 44-year-old victim was pinned between the girl’s SUV and the wood chipper. The man was hospitalized with life-threatening injuries.

Investigators said they believe the crash happened because the teenage driver looked down at her cell phone. She indicated that she had glanced down at her phone, not answering a call, but having glanced down at it did not see the vehicles and equipment on the side of the road, investigators told News4Jax.com. Charges were pending.

Two tree trimmers get shock

Two Sioux Falls, Iowa, men were taken to the hospital March 14, 2009, after receiving an electric shock from a power line. The men were in the bucket of an aerial lift truck trimming trees at a building when they came in contact with the wires, according to a www.keloland.com report.

When police arrived, the men were still in the hydraulic lift with a running chainsaw. Police secured the chain saw, then helped the shock victims.

One of the men was unconscious and suffered life-threatening injuries. Both men were taken to the hospital.

Xcel energy was called to check the area and make sure no live wires were exposed.

Tree trimmer injured in 40-foot fall

A 26-year-old tree care company employee was flown to a Toledo, Ohio, hospital March 16, 2009, after he fell while cutting trees around 3:30 p.m. in Port Clinton, Ohio.

His “rigging just let go,” a local fire official told the Port Clinton News Herald. The victim fell about 40 feet.

Life Flight medical helicopter transported Nicholas Shortridge to St. Vincent Mercy Medical Center where he was listed in serious condition.

(Continued on page 38)
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Having grown up in the tree care business working for his father, Charlie English knew a lot about the profession at an early age. From dragging brush as a young boy to moonlighting for utility companies as a young adult, English has climbed, pruned and felled trees for most of his life.

But it wasn’t until he sought a job with the forestry department in his home town of Oklahoma City that he learned what would be the most profound lesson of his career yet – one that would affect his mental outlook for years to come.

“When I put in the application, I thought I would be an obvious hire,” recalls English. “And I was overlooked by someone who was younger than me and had less experience.”

The person Oklahoma City hired was a certified arborist – one title English didn’t have, and one he had never before been the least bit interested in, believing his years of hands-on experience were far more valuable. But English didn’t need to get rejected twice. He turned around and signed up for the next available arborist exam.

“That was kind of the beginning of a renewed interest and zeal for learning,” he says. “It was like, if you can’t beat them, join them.”

Today, approximately 12 years later, English still feels the drive and passion that experience inspired in him, and he’s still pushing himself and his company to improve at every opportunity. English Tree Service, Inc. officially achieved TCI Accreditation in January of 2009.

“I had targeted (Accreditation) as something we needed to achieve in the way of marketing and to make us more professional, not only to our employees but also to clients,” says English. “We are really proud to have achieved it, and we recognize it really sets us apart from the pack.”

English had never planned on the tree care business as a career, much less being the owner of one. His father sold his tree care business while English was still a teenager, and he soon after moved to Atlanta. He found work in the beverage industry as a salesman for Pepsi and then Budweiser, but he always dabbled in tree care work on the side. He looked at tree care work as something he could fall back on: it was something he was good at, and something he could always rely upon when he needed money.

“I kind of wanted to do anything but tree work,” English remembers. “I grew up doing it, so I grew complacent.”

He moved back home to Oklahoma City – and eventually landed a job with the forestry department – but continued moonlighting in tree care on the side, acquiring his own truck, chipper and stump grinder. His brother talked him into quitting his full-time municipal job and focusing on working for himself. In 1997, he incorporated English Tree Service. He hasn’t looked back.

“I think I’m fortunate to do something I’m passionate about,” says English, who spends most of his time consulting or on the job with his crews. “Because I’ve always done it, I developed a reputation as someone who knew what they were doing and was knowledgeable.”

Eighty percent of English Tree Service’s business comes from residential pruning and another 20 percent comes from...
removal. Given his location – ice storms and tornadoes aren’t infrequent in Oklahoma City – and the economy, which reduced his full-time staff from 12 last year to six, it’s easy to understand why fulfilling the Accreditation requirements was a challenging task. He enrolled more than two years ago, but was forced to file extensions as he scrambled to collect required paperwork while maintaining the busy day-to-day schedule.

Eventually, a severe ice storm that wreaked havoc on the region’s trees allowed him to hire more people. When they weren’t working a job site, they were extra hands to pull together the necessary Accreditation documentation.

“It was time to really get it in gear,” English says. “We just put everybody to work on it and started knocking off the items one at a time.”

But English swallowed hard when he heard that another tree company in Tulsa – a couple of hours’ drive away – had just achieved TCI Accreditation, the first to do so in the state and a distinction he had desired for English Tree Service. English simply adjusted his own goal, and decided not to let another company beat him to the title in his home town. As soon as TCI granted its approval in January, he quickly changed his radio advertising to reflect his new accredited status.

“The week after we officially got the word, we immediately changed our ad,” he says. “A couple of different (tree care) business owners have called me to congratulate me on it. They recognize the achievement.”

Accreditation is another way English hopes to boost business in the tough economy, which he says is hitting tree care companies just as hard as any other field. At the very least, he adds, the Accreditation process taught him and his employees how to run a better company and protect the business they have worked so hard to create. His unfortunate example: during the rush of business last year, English saw six workers’ compensation claims. Three of those six were fraudulent, he says – something he may have been able to prevent through background checks of potential employees, which is required of TCI accredited companies.

“This was before we started doing our background checks,” he says. “That would have eliminated two of those for sure. If we had already had that in place, that would have been protection in such a busy year.”

他说：“我将目标设定为一些需要实现的市场营销活动，以及使我们更加专业，不仅对我们的员工，而且对客户。”

Charlie English

---

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*Call 800.733.2622 to request an information package, or visit [www.tcia.org](http://www.tcia.org) and click the Accreditation tab.*
A tree care worker was standing on a ladder using an extended aluminum pole pruner to trim a palm. The pole pruner came into contact with an energized power line. The worker was electrocuted.

In another incident, a crew member was in an aerial lift truck using a hydraulic pruner when he came into contact with electrical lines, causing a severe electric arc flash across his chin and neck. The worker, whose clothing and flesh burned, fell unconscious into the elevated bucket. Co-workers promptly lowered the bucket and poured water on him, but repeated attempts at cardiopulmonary resuscitation (CPR) failed to revive him.

These are just two of many examples of electrical-related deaths. According to the National Institute for Occupational Safety and Health (NIOSH), employees in this industry are more likely to die from electrocutions (9.8 percent of their job-related fatalities from 2003-2006) than those in the U.S. workforce overall (4.4 percent of the job-related deaths during that same period). NIOSH defines landscape services as landscape and irrigation installation, lawn care, tree trimming and removal, landscape maintenance and snow removal. (See accompanying “Resources” list for links to a NIOSH fact sheet entitled Fatal Injuries Among Landscape Services Workers.)

Performing tree care work is not the only way employees in the tree care and landscape industry may come into contact with potentially deadly electrical current. Other ways include failing to determine the location of underground utilities before digging, digging in areas where underground utilities were incorrectly marked, using an aluminum ladder near overhead power lines, getting too close to power lines with cranes and other equipment, and not regularly inspecting the condition of power tools, breakers, wires and other electrical connections.

“If someone comes into contact with a (live) wire, the person is usually killed,” says Scott Jamieson, vice-president for corporate partnerships and national recruiting at Bartlett Tree Experts in Northbrook, Illinois. Jamieson, who is also a TCIA board member, adds: “Often the wire is not seen. This typically happens in residential areas. Someone trimming the tree doesn’t see the wire.”

What often occurs, Jamieson says, is that a branch saw or pruning pole comes into contact with the overhead wire. “The person may also come into direct contact with the wire. Or, a crane or hand tool touches the wire and the person is electrocuted that way,” he says. Another “killer” when working near overhead power lines, Jamieson adds, is an aluminum ladder. “Most tree professionals use fiberglass,” he notes.

Laurie Erdman, safety manager at The Bruce Co. of Wisconsin, says it’s important for landscape contractors to call 811 or their local one-call center before digging to determine the location of all underground utilities. Incorrectly marked underground utilities can cause a problem, she says, as can instances where the utilities aren’t burying their lines deep enough.

Tips to reduce your risk
Both Jamieson and Erdman, who chairs the Professional Landcare Network’s (PLANET) Safety & Risk Management Committee, say that the responsibility for electrical safety lies with the employer, the salesperson who lands your company the job, and your workers.

Employers’ responsibilities include:
- Requiring crew leaders or other supervisors to assess each job site for potential hazards. Crew leaders should also perform safety inspections of all
equipment, tools, vehicles and personal protective equipment (PPE) that is being used before work begins.

- Knowing what OSHA requires. One of the most important standards is OSHA’s “10 foot rule,” Jamieson says. “Unless you’re a qualified line clearance tree trimmer, you should remain 10 feet away from overhead power lines. This is often violated, but is the safest thing to do. Also, make sure that the wire is 10 feet away from the pole pruner or furthest tool you are holding.”

- Training all employees who work around electricity. This includes shop supervisors who use power equipment and hand tools. “Remember that water (on a shop floor) is a conductor of electricity,” Erdman says. “There needs to be enough clearance so they’re not knocking into indoor electrical lines. Also, if they are working in a shop where there are a lot of electrical tools, rubber soles and proper footwear are important.”

Responsibilities of the salesperson include calling 811 at the start of the job and checking the site to see if there are any overhead or underground wires. “If a general contractor is on site, that company will probably have the underground utilities marked. But the people actually doing the job should also have their own ticket number markings,” Erdman says. (See “Resources” at the end of this article for more information on contacting 811 or your local one-call center.)

“Training must start with the salesperson,” Jamieson says. “The number one thing on that person’s safety list should be if there are any electrical wires. If any are noted, it should be put on the work order and the job specifications.”

Training your workers

It’s critical to ensure that your workers are adequately trained to work around electricity. The following are some tips you can pass onto your employees:

- Conduct initial and daily surveys of your work site and address any hazards or potential hazards that are found.
- Don’t operate equipment around overhead power lines unless you are authorized and trained to do so.
- Unless you are a qualified line clearance tree trimmer, always remain at least 10 feet away from overhead power lines. That includes ensuring that any equipment or tools you are using also remain 10 feet away.
- If a crane or other equipment being used comes into contact with a power line, stay away from the equipment and do not let anyone else touch it.
- Use a non-conductive wooden or fiberglass ladder when working near overhead power lines. Know that aluminum ladders and metal scaffolds or frames conduct electricity.
- If you touch a person who is in contact with a live power line, call for emergency medical assistance.
- Always check the location of underground utilities before you start digging at a job site. Make sure underground utilities are marked. Note: The Utility Location & Coordination Council Uniform Color Code will help you identify the different types of underground utilities. For example, “red” signifies the location of electrical power lines, cables, conduit and lighting cables.
- Stay away from water when working near electricity.
- Regularly inspect the condition of power tools, cords, wires, breakers and other electrical connections. Inspect the condition of outlets to make sure they are not overloaded. Also, never remove the third plug of a three-pronged plug, which is used to ground electrical equipment.
- Use the appropriate personal protective equipment (PPE) when working around electricity.

Barbara Mulhern is a Wisconsin-based writer who specializes in safety and health issues for green industry employers. This article originally appeared in the April/May 2009 issue of PRO magazine.

Resources

Numerous resources are available to help you train your workers in electrical safety. These include:

Tree Care Industry Association (TCIA). TCIA’s (www.tcia.org) Electrical Hazards Awareness Program (EHAP) trains tree care professionals to recognize and avoid electrical hazards and helps employers meet applicable OSHA requirements.

Your local utility company. If your workers are regularly exposed to electricity, ask if your local utility has a staff person who will come to your company to provide...
Keep workers safe, ensure OSHA compliance, and document training efficiently with one program – EHAP!

The Electrical Hazards Awareness Program from TCA provides:

- training of tree workers to recognize electrical hazards;
- ANSI required safety training for arboricultural operations;
- easy-to-use documentation for OSHA-required electrical hazards training; and
- a structure for employer-certification of line-clearance arborists and tree workers who work near energized lines on residential properties.

Visit tcia.org to learn more about EHAP, find a workshop near you or to order EHAP program materials.

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One low fee covers training manual, test correction, administrative services and completion rewards. Available in English and Spanish.
Toccoa is a small town in northeast Georgia where everyone pretty well knows each other. I have been doing tree service for 25 years, and let it be known right away, 99 percent of what has gone wrong in those 25 years was preventable. Of that 99 percent, 95 percent of that was me being in a hurry. I bet that strikes a nerve with most all of us!

It was December 3, 2008. I had been contacted to take down four trees. All were within 100 feet of one another. One was a pecan, the other three were water oaks. This client only wanted the trees on the ground; he elected to clean up the mess himself.

The pecan was a piece of cake; I had it down in 15 minutes. I had my son, Brad, there with the Bobcat to push limbs and logs away from the fall zones. Otherwise, there would have been wood five feet deep around the area. I started on the second water oak. It had a spread of maybe 50 feet, and was nearly 70 feet high. One major obstacle: There was a power drop coming from a street transformer going to the client’s duplex apartments (one common building). This drop was routed right in the fall zone, 30 feet inside the drip line of all the trees. As I mentioned before, this is a small town, and I know almost everyone. I had the phone number of the man that runs the service truck to the local power company. I knew I could call him and get that drop taken down. I only wish I had. My nightmare was closing in on me.

I continued with the second water oak, roping the limbs down and Brad pushing them out of the area. The third water oak was leaning mostly the other way. But with the property line only 20 feet behind these trees, dropping the tree whole was not an option. I was able to piece the third tree down in a couple of hours.

After an hour break for lunch, we got started on the fourth water oak about 1 p.m. This tree had limbs on it 15-18 inches in diameter. I got the ones down that could fall free and clear without being roped. Then I got to the last one. It was every bit of 18 inches, maybe 20-22. I pondered calling the service truck, since it is programmed in my cell phone. Remember me telling you about the 99 percent preventable problems? Well I chose to keep on. Heck, I thought if I got the other three down all OK, surely I could get this top down. I only wish…

My bull rope is a very healthy 12,000-pound, ¾-inch line. At a stretched out 65 feet up in the bucket, I had about a 40-foot top going past me. I studied the shock loading that would be on the rope, and I chose to triple the line. Now I had nearly 30,000 pounds of rope insurance. I had the top rigged so that it would fall three feet before the rope loaded up. I fired up the Husky, notched and back cut. It dropped and all held. However, the top swiped the power drop.

It pulled the mast over enough that it had to be replaced. I could see that easily. So I cut the top up while it was hanging there. I kept working on the big oak, and finally I had it down to about a 30 foot stub. I tied off the trunk where I could pull it over after some of the debris was pushed away. It was now 3:15 p.m. A girl gets off the school bus and goes into the front apartment. Something told me to get her to check if the power was on. She came back to the door.

“It’s fine,” she said.

Five minutes later she comes out and says light bulbs are blowing. I went into the apartment and frantically looked for the main switch. I found it and threw the main.

When the service truck of the power company arrived, they checked the voltage going into the meters. It was haywire – up and down. They said there was a neutral broken somewhere in the drop. The drop went through the area I was working in, through a small patch of mixed hardwoods and then attached to the transformer. After about 30 minutes, we’d found where the drop was rubbing on a small limb. It had rubbed almost into the neutral. The huge top that had swiped the drop made enough pressure to pull the wood into the neutral, causing the break.

They spliced it and made the line hot.
again. After checking the voltage at the meters, it was then good, and we’d thrown the mains in both apartments. All was OK, other than a bent mast, right? I only wish…

We went back the following morning to finish dropping the trunks. My client came driving up, got out and said, “We have trouble.”

The back apartment had such a voltage surge from the broken neutral that a TV, VCR, DVD player, tapes, answering machine and other electrical items all had burned out. I personally saw where a plug-in strip outlet had gotten so hot that it burned an outline in the carpet. Damage from both apartments and the mast totaled nearly $2,000.

He said, well you have insurance right? I said, “Oh, yes,” and I thought, other than my deductible, I would be fine. I only wish…

Everyone that has liability insurance needs to know what your insurance carrier can do. I turned in an itemized claim to my local agent. He said he would get this moving as fast as possible. Two weeks went by and no one had heard from the liability carrier. Finally, after my agent made a push, I heard from them. The adjuster said this was a situation of three deductibles, one for each apartment, since there were three different claims. And, finally, a deductible for the bent mast that belonged to my client.

This was all ONE OCCURRENCE, and I argued it should have been one deductible. In the past four months, I have hired an attorney, who says it was one occurrence and one deductible should apply.

In late January 2009, the company paid $1,365 for the occupant of the back apartment. No other claims have been paid. To add insult to injury, the company sent me a bill for $421 to send out an independent adjuster on this case. Seems this liability carrier is not professional, or not full time so as to have their own adjusters.

I only wish I had listened to my first impulse of what was best to do. I hope others can learn from my mistake of being in a hurry, and from the aftermath of a bad decision.

This story should have you closely examine your liability policy, and learn what to expect when and if such a need arises.

Dan Cisson, is owner of Tree-X Tree Service in Toccoa, Georgia.

Accident briefs

(Continued from page 30)

Worker paralyzed in struck-by

An experienced tree care worker was injured March 10, 2009, in Harrisville, New Hampshire, when he was struck by a limb while on the ground felling a storm-damaged maple tree. A damaged portion of the tree being cut broke free and struck the victim while he was attempting to flee. The limb knocked his helmet off, struck his shoulder and knocked him to the ground.

The man suffered paralysis in one arm, and it was unclear in the weeks afterward whether feeling and use of the injured arm would return.

Firefighter killed helping cut trees

Perry, Michigan, firefighter Jeffrey Crawford, 47, was helping two other men clear dead trees and undergrowth on a rural property March 13, 2009, when a tree he was cutting down kicked back and hit him, according to a report in the Lansing State Journal.

He died from blunt force injuries at Owosso Memorial Hospital.

Submitted by Jon Stauffer, Dewitt, Michigan.

Tree with trimmer in it collapses, killing him

A Ransomville, New York, tree trimmer died March 20, 2009, when the tree he was working on at a Grand Island, New York, property collapsed on him.

John West, 28, was working near the top of a large tree in a yard when the tree’s trunk unexpectedly broke off at ground level and fell to the ground, according to an article in The Buffalo News. Firefighters estimated the tree was about 40 feet tall.

West reportedly was attached to the top of the tree, and as co-workers pulled down on the part being cut, the tree gave way. West fell to the ground, while still attached to the tree.

A neighbor, who is a nurse, saw or heard the incident, called 911 and ran to West’s aid to perform CPR. When EMTs also provided advanced life support, but he was later pronounced dead at the hospital.

The incidents listed here are only a portion of more than 33 accidents reported this month. For the rest, go to tcia.org and click on the Safety tab, then Monthly Accidents.

Send your local accident briefs to staruk@tcia.org.
The demise of the American chestnut (Castanea dentata) is considered by some to be one of the great ecological disasters of modern times. Through the first half of the 20th century, the species was virtually eliminated from the landscape by an Asiatic blight fungus (Cryphonectria parasitica), introduced on Asiatic chestnut materials imported by plant explorers in the late 1800s.

The American chestnut was very densely populated with a range from Maine to Georgia (Figure 1). In Pennsylvania, the Blight Commission estimated that more than 25 percent of the state hardwoods were American chestnut trees. In virgin forests throughout their range, mature chestnuts are stord to have averaged up to 5 feet in diameter and up to 100 feet tall (Figure 2). Many specimens of 8 to 10 feet in diameter were recorded, and there were rumors of trees bigger still.

Due to their abundance and enormous size, the American chestnut once ranked as the most important wildlife plant in the eastern United States. A large American chestnut tree could produce 10 bushels or more of nuts. Chestnut mast supported many species indigenous to the eastern United States, including: squirrels, wild turkey, white-tailed deer, black bear, raccoon and grouse, which once depended on chestnuts as a major food source.

Due to the species capacity to regenerate from the root collar, the American chestnut continues to survive as an understory or shrub species. Once the “king of the forest,” the American chestnut is now typically only found as a small stump sprout, rarely reaching over 20 feet in height. Although the tree has escaped the threatened and endangered species list because of its fairly high population numbers, the blight fungus typically kills those stems before they can reach sexual maturity, reproduce and/or expand within its native range. (Figure 3)

Restoration efforts

There are several efforts underway to restore the American chestnut involving traditional breeding methods, simple conservation strategies, methods that would reduce the virulence of the blight fungus, as well as modern gene-transformation techniques. The American Chestnut Foundation (TACF) dabbles in each method, but focuses primarily on classical breeding techniques. While the broadest goal is to restore the American chestnut species, the organization focuses on two major objectives: (1) introducing the genetic material responsible for the blight resistance of the Chinese tree into the American chestnut; and (2) preserving the genetic heritage of the American chestnut species by planting and grafting native germplasm before it disappears.

Each chestnut species – of which there are about seven – varies with regard to blight-resistance. Blighted North American chestnut species usually die, while blighted Asiatic chestnuts typically suffer only cosmetic damage. With that in mind, Chinese and Japanese chestnuts offer a potential solution to the American tree’s susceptibility to chestnut blight through hybridization.

It is thought that chestnut blight resistance is controlled by three genes acting synergistically. Based upon that assumption, a breeding system to create a true breeding, blight-resistant American chestnut population would require a minimum of six generations. The first generation crosses an American and a resistant species. The next three look to increase American character with crosses...
back to American chestnuts. The final two generations work to increase resistance.

To avoid inbreeding and to maximize inclusion of regionally adapted genetic complexes, TACF backcrosses different American chestnut trees from each of our sources of blight resistance at multiple locations throughout the eastern United States. As a result, each backcross generation – of which there are three – requires the planting of approximately 2,500 trees. Those straight backcross generations are grown for a minimum of five to eight years before they can be tested and properly selected for resistance and American type. The intercross generation – or the fifth overall generation of breeding – requires the planting and selection among a minimum of 13,500 trees from any given source of resistance.

Plant pathogens frequently evolve to overcome plant defenses. Although the blight fungus is not known to have overcome the defenses of the numerous Chinese chestnut trees planted in the U.S, a future “breakdown” of resistance in blight-resistant chestnut trees is possible. To minimize this possibility, our breeding program uses genetic material from different Chinese and Japanese trees, each creating a potential new source of resistance.

Trees are tested for blight resistance by actually taking the blight, putting it in the trees, and then seeing how the trees resist the infection. Trees that fight well are then controlled-pollinated by volunteers and resulting progeny are subsequently planted in Chapter orchards with volunteer growers.

There are many people interested in receiving blight-resistant American chestnuts that are ready to be used for reforestation. Unfortunately, though that is what TACF is trying to achieve, material is not yet available for wide-scale distribution.

Within TACF’s six-generation breeding program, the organization is well into the fifth-generation. A few sixth-generation seeds have been produced, but are in very limited supply and are, at this point, only being distributed to long-term TACF members and the United States Forest Service. More seed will continue to trickle in through the next few years, and we should start having seed for small-scale distribution for many generations to come.

TACF and its chapters rely on its core of citizen scientists to accomplish many of the breeding activities. In Pennsylvania, volunteers maintain more than 150 orchards and have planted more than 35,000 trees. There are more than 6,000 members in TACF combining to log more than 19,000 hours of volunteer time per year.

How can you help?

TACF and its 15 chapters in the eastern United States, are always looking for new trees to breed, places to plant newly bred material, and help in breeding that new material. The process of controlled pollination is a rather labor-intensive process, with one of the most difficult parts being how to get up in the tree. Most pollinations are performed either from a ladder or, more often, through donated services of a bucket truck (Figure 4). Bucket trucks are also extremely useful in the harvesting process, even if controlled pollinations weren’t performed on a tree.

To create new breeding lines of chestnuts and increase diversity of planted populations, TACF seeks to use as many American chestnut trees as possible. If you find an American chestnut tree, please contact one of TACF’s offices. You will be sent a Tree Locator Form. Once the form is returned with a sample, trained identification experts will examine that sample and verify its species. The most commonly found species are American and Chinese chestnuts. A small chart on their major differences is included at left.

But, even if you can’t plant trees or work directly to create new breeding material, just joining and/or spreading the word about the work we do can help continue the work of TACF and its partnering organizations.

To find out more about how you can help in your state, visit www.acf.org/Chapters.php for a listing of chapter contacts, or call the Penn State Partnership office at (814) 863-7192. For more information about breeding and growing chestnuts, including methods of biocontrol, visit http://chestnut.cas.psu.edu/Breeding.html

Sara Fern Fitzsimmons is Northern Appalachian regional science coordinator for The American Chestnut Foundation, located at Pennsylvania State University in University Park, Pennsylvania.
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With decades of experience designing and selling spray equipment for tall trees, the rough ride of today’s economy is impacting Georgia-based Durand Wayland in more ways than one.

Not only is the company taking the brunt of the economy in terms of how many John Bean Sprayers and equipment it sells these days, says Rick Cordero, director of sales, it is also being forced to rethink what it sells.

“We have fewer and fewer people who want to spray 100-foot-tall trees,” he says, noting the typically high cost of necessary equipment, along with the liability and safety issues that come with it. “The smaller guy doesn’t have any interest in getting involved there. The marketplace has changed for us.”

Durand Wayland is far from alone.

Many companies that sell spray equipment are looking for new ways to attract business, from redesigning equipment for increased efficiency and lower cost, to performing more repairs, and to encouraging tree and lawn care companies that have never before picked up a spray gun to consider offering the service.

Until recently, Durand Wayland most frequently sold spray tanks whose capacity ran around 1,000 to 1,500 gallons and required larger trucks. These days, customers – trying to swallow the rising price of fuel, and possibly the fees that go along with specialized commercial driver’s licenses (CDLs) – are now looking for smaller, lighter chassis.

“We try to provide the marketplace with what it’s looking for,” Cordero adds. “It’s forced us to come up with some new products and new product configurations.”

Until recently, Durand Wayland most frequently sold spray tanks whose capacity ran around 1,000 to 1,500 gallons and required larger trucks. These days, customers – trying to swallow the rising price of fuel, and possibly the fees that go along with specialized commercial driver’s licenses (CDLs) – are now looking for smaller, lighter chassis.

“Now it’s a truck with an 800-gallon tank and three, four or even five different types of solution on the truck,” Cordero says. “So when an applicator comes to your house he can treat all the requirements on the property. It saves (the applicator)
mileage, fuel, labor, repeat trips to the site and the dead time driving back and forth. It just adds efficiency.”

The company has also developed the new John Bean DM Series of polyethylene sprayer tanks designed to last longer by withstanding tough weather conditions and inhibiting mold and algae growth, saving the user money in the long run. The tanks also feature mechanical agitation – which Cordero says most competitors’ tanks don’t have – that keeps a mixture in suspension.

“We’ve adapted to the economical conditions we’re in, and we realize that big tall-tree sprayers of years past may not be our answer long term,” he adds.

While the big spray jobs may be left to the big companies, some say the smaller companies are starting to offer spray services to help themselves stay afloat financially.

“What it’s making my clients do is look at their own clients a lot more, and try to get more business in the plant health care sector from their customers,” says Tom Duffy, spray equipment sales manager for SherrillTree, based in North Carolina. “(Spraying) might be a way to expand what they do in their own business. You’re getting tree companies that did nothing but prune trees and take them down. They never cared for them. And the caring for is the most profitable part of the tree care business at the end of the day. You get a lot of repeat business that way.”

Such is the case with one of SherrillTree’s longtime national accounts, which had never been involved in lawn spraying. That company recently purchased another company – and 90 percent of that acquisition’s business happens to consist of lawn spraying, says Duffy. SherrillTree has since built spray trucks for the company for that purpose. “(Spray equipment)” is a very strong area of our business right now,” Duffy adds.

It would seem that a down economy and the trend of greening the industry complement each other nicely. Just as tree and lawn care professionals are looking to cut costs wherever possible, some so-called “green” equipment can help them save money and sometimes energy while protecting and nourishing the natural environment at the same time. One of SherrillTree’s products achieves both: an aeration system designed to extend the life of mixed, but unused, compost tea.

“Let’s say you put in 300 gallons of compost tea and you’re off for the day,” says Duffy. “You finish, and all of a sudden you have 150 gallons of compost tea left over. We oxygenate the water so the bubbles keep the spores alive all night long. You just add more water in the morning.”

And in response to last summer’s soaring price of gas, SherrillTree began retrofitting smaller diesel trucks with a 5.5 Honda engine to allow applicators to use less gas when idling during a spray job.
A new rule from the U.S. Environmental Protection Agency (EPA) is putting more focus on pesticide container management in 2009. The EPA-mandated regulations, “Pesticide Management and Disposal; Standards for Pesticide Containers and Containment,” were originally published in 2006. The EPA recently amended the regulations, which took effect Dec. 28, 2008.

The most drastic change in requirements for vegetation managers are a set of new statements that will appear on herbicide labels regarding rinsing and disposal of empty containers. New label directions will require that emptied containers be filled to at least one-fourth of their volume with rinse water for each of the triple-rinse cycles. So, to properly triple-rinse a 2.5 gallon herbicide container will now require a minimum of 1.8 gallons of water.

New label directions also direct the pesticide user to offer containers for recycling if recycling is available in that area. Products labeled before the new regulations came into effect can be triple-rinsed and disposed of based on their label directions.

“The new regulations do not change the basics of industry practice,” says Dave Schoonover, president of Aquimix, a custom blend company based in Cloverdale, Va. “The industry has been doing triple-rinsing and recycling of containers for years. However, applicators will need to pay attention to the details of the regulations and label directions.

“The new regulations do not change the basics of industry practice,” says Dave Schoonover, president of Aquimix, a custom blend company based in Cloverdale, Va. “The industry has been doing triple-rinsing and recycling of containers for years. However, applicators will need to pay attention to the details of the regulations and label directions. For example, the regulations require that containers be rinsed ‘promptly,’ and that is a term that is open to some interpretation. What it means in terms of regulation is up to the state enforcement agency and probably the individual state agricultural inspector.”

Nancy Fitz, chemical engineer with the EPA, says the agency’s goal is to protect human health and the environment by ensuring that as much of the pesticide residue as possible in emptied containers has been removed before they are recycled. It is easiest to remove residues in containers if triple-rinsing is done as soon as possible after the container is emptied. For that reason, one early draft of the new regulations would have required that emptied containers be “immediately” triple-rinsed, she says, but the strict enforcement of that could have meant that each individual container would need to have been triple-rinsed before an applicator could open a second container when preparing a tank mix. Requiring that applicators promptly triple-rinse containers gives applicators some necessary leeway. The EPA is now working on guidelines on what “promptly” means.

The new label directions on triple-rinsing were written based on a design standard that can remove up to 99.99 percent of the pesticide residue left in the container after emptied, Fitz adds.

Fred Whitford, an Extension specialist with Purdue University, says the new triple-rinse label directions only apply to one-way containers. Returnable containers do not require any rinsing by the applicator.

**Tank evaluations**

Whitford says returnable containers also can be incorporated to reduce the
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Untreated

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Pest Management: One application of Lepitect within 6 months provides effective control of Japanese beetle larvae.

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their own customer base to develop new services,” he says. His region of the state has seen its share of cases of West Nile virus – a virus transmitted to humans via mosquito bite – and Lyme disease, carried by ticks and also a threat to humans. Spraying is one method that has been used to combat both, and is another potential source of business for tree and lawn companies looking for extra revenue, he says.

Feeding plant life is another attractive option, especially in an economy that may convince more homeowners to omit traveling and enjoy the natural beauty of home instead, he adds.

“People are not taking as many vacations. They’re staying at home and enjoying their yard,” Wanner says. “They’re saying, ‘I don’t want to lose that valuable oak tree.’”

Whether a company is already involved in spraying or not, the economy has likely impacted how much a company may be willing to spend on new equipment – and what kind.

Four years ago, Gary Maurer of GreenPro Solutions redesigned the Dillsburg, Pennsylvania, company’s line of spray equipment to improve the products’ efficiency. GreenPro evolved from models that featured multiple large tanks to a delivery system with a large nurse tank and smaller application tanks, allowing an applicator to mix just the amount of a particular product needed at a particular job.

“When you put something in that tank, you know you can (use it) in a reasonably short amount of time,” Maurer says. “We also started putting in tanks that drain completely so you don’t have to lose any material. Efficiency was extraordinarily important to me.”

His other goal, similar to many so-called “combo tank” models, is to allow the applicator to mix multiple solutions at a time for various jobs all on one truck.

“If an arborist looks around and says, ‘You have this disease and that problem,’ he could do all those applications with one trip and never have to make a return trip,” Maurer says. GreenPro’s newest lines are also a more modular design, with a goal of allowing the equipment to grow with a client’s business.

“So as a (client’s) needs expand, we can take the initial design and components and reformulate them into the next generation, without them having to spend all over again to buy the equipment. You want to invest whatever you have today to keep those long-term labor costs down for the next decade or so, because that’s how long you’re going to own this piece of equipment,” he says.

GreenPro’s new line of skid sprayers, introduced this year, are multifunctional and have the ability to spray trees, lawns or apply compost tea. The same piece of equipment can also brew the compost tea, rather than having to purchase a separate piece of equipment for brewing.

“I try to design into every piece of equip-
risk or severity of accidental spills due to poly tank failure. Returnable container
totes can be mounted on the truck so the applicator pulls herbicide concentrate
from the tote and water from the poly. This way, if the poly tank failed, the spill
would be water only.

“Applicators should always look for application tanks with the highest rating
regardless if they are being used for herbicide or water,” says Nick Hoffman,
sales manager of Eco-Pak, a custom blender based in Selma, Ind. “When it
comes to purchasing equipment, the customer usually gets what they pay for and
should never purchase used tanks.”

Failure of poly tanks used with a tank mix is the subject of a just-released
Purdue Extension bulletin (“Poly Tanks for Farms and Businesses: Purdue
Extension Service Bulletin PPP-77”), Whitford says. The new bulletin is
designed to educate applicators about the potential for poly tank failures and
the resulting accidental spills.

“The life span of poly tanks depends upon a number of variables, including
what they were designed for and how they are used,” Whitford says. “Some
tanks are designed for stationary use, and some for transportation. Tanks that
are stored inside have a longer service life than tanks used outside because,
over time, sunlight will break down the ultraviolet protection used in the tanks.
When that happens, the tank gets brittle and can fail.”

Poly tank ratings
An important factor is the tank rating: 1.0, 1.5 or 1.9. Tanks with the 1.0 rating
are designed to hold water, which weighs 8 pounds per gallon. Tanks with
the higher ratings provide a greater safety margin, but cost more.

“Vegetation management herbicides do not add significant weight and resulting
pressure to poly tanks, but a potential spill due to tank failure makes it
important to use a poly tank with a higher rating as an added margin of
security,” he says. “Poly tanks used on vehicles should have the 1.9 rating
because vehicle movement causes the liquid in the tank to slosh back and forth,
which puts more pressure on the tank.”

The new Purdue Extension bulletin also includes a suggested test Purdue has
used to evaluate tank condition. A water-based black marker can be applied to a
small section of the tank and wiped off to see if cracks are visible in the poly. If
so, the ultraviolet protection in the poly is breaking down and the tank is become
brittle and should be replaced. A bright light also can be used to visually
inspect the inside of the tank for cracks.

Another aspect of container management is secure storage, says Randy
Veatch, technical sales manager with Securall Products based in La Porte, Ind.
As an OEM manufacturer of storage cabinets and outdoor storage buildings,
Veatch says his company must manufacture steel storage containers that meet
federal, state and local requirements, including mandated requirements from
the EPA, OSHA and fire codes. Two of the newest aspects of pesticide storage
security are containers and sheds that can withstand winds from hurricanes
and tornadoes.

“We tell customers that stored pesticides are their responsibility no matter
what the circumstances are,” Veatch says. “It’s smart to review the MSD
sheets for the pesticides you have in storage, and the current laws in your
area, to make sure you are in compliance. On the MSD sheet, if it says
‘must,’ then that is a requirement. That requirement can bring unwanted attention
from local authorities.”

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ment the ability to be dual functioning or at least be able to do a number of different functions. We are trying to conserve dollars and be as cost-effective as possible,” Maurer says. “We say (to customers), ‘What’s your company going to be doing in five years?’ I want to design a piece of equipment that’s going to last.”

The company will also build new equipment on a pre-owned chassis, saving the client as much as half – or more – of the price of a new truck.

“We will even help them find a chassis,” Maurer says. “That can add up to tens of thousands of dollars. They really like that.”

GreenPro’s Titan truck, a completely enclosed unit, will also help companies reduce their maintenance costs, thanks to a roof that prevents rain from falling onto the electrical components and hides them from the sun’s heat and UV rays. And it allows the applicator to mix multiple solutions for a single trip.

“With this truck, you just drive up and boom, boom, boom. Three or four applications and it’s done,” says Herb Lupien, president of long-time TCIA member Lupien Tree and Landscape of Newton, Mass., which purchased a Titan truck from GreenPro. “It saves fuel. It saves everything. You mix up just what you need. There are many, many advantages to that.”

Vince and Karen Dujets of Northeastern Arborist Supply in West Paterson, New Jersey, are doing their part to encourage customers to consider expanding their services to include spraying.

“It’s an expense to get started with, but there’s good money in it,” says Karen Dujets. “There are so many customers that still do not spray.”

Getting started in the spray business can be done with equipment purchases of around $5,000, says Vince Dujets. Those who already own equipment are choosing to repair their rigs rather than buy or update with new. “What’s keeping my doors open right now is the service,” he says. “That’s all they’re doing – piecing together what they own so they can keep working.”

“It’s like the auto industry,” adds Karen Dujets. “They’re not buying new. They’re just trying to get through with what they have this year.”

The Dujets sell a variety of spray equipment and emphasize their customer service – listening to the client’s needs and recommending the best, most efficient options.
While they sell mostly equipment and products manufactured and designed by other companies, Northeastern features its own deluxe needle.

“You’re pumping liquid fertilizer into the ground to the root system,” says Vince Dujets. “That’s the only way you can get fertilizer into the ground. If you just spray it on the lawn, the lawn is going to grab it before it ever gets to the roots.”

Not every manufacturer and distributor has felt the same effects from the economy. Customers are still buying new from Gregson-Clark Spraying Equipment, based in New York, says Rhett Clark, president of the Caledonia, New York, company.

“It would seem logical that our industry would suffer greatly in a bad economy. Historically, for us, this has not been the case and this year so far has been very good,” he says. “Many customers are delaying their buying decisions to the last possible minute, but they are buying. For customers financing their purchases, most are still getting approved; however, the process is taking a little longer.”

The economy has not curbed the demand for greener products, Clark adds.

“Although the technology behind compost tea and other organic products is literally as old as dirt, green industry professionals have only recently embraced methods of effectively producing, storing and applying these products,” he says. “The benefits of compost tea for turf and ornamentals have long been known. The challenge has been in the handling and applying of compost tea to ensure the viability of sprayers and liquid handling equipment, and we’re excited to be a part of this movement.”

It seems Gregson-Clark and the rest of the spray equipment manufacturers, with compost tea equipment and other green products and equipment accommodations, are ready to lead, not follow, the tree care industry into a green future.
Establishing personal morel mushroom patches outdoors is rarely talked about because it was long considered impossible. But it is not impossible. The process is not easy, quick or straight-forward, nor is there any guarantee of success. But, it can be, and has been, done.

Here, I will describe the basic process, including how a chipper can be used for advantage, and I’ll share images of outdoor-cultivated morels to prove my point.

Of the numerous challenges, obtaining the morel genetics may be the biggest. Morel ‘seed’ comes in a form called ‘spawn.’ Morel spawn can be purchased – if you can find a mycology house that sells it. An Internet search of the references at the end of this article may lead you to a source.

Spawn can be created from spores, or more easily, as we did it, from cloning live mushrooms. From scientific intuition, we presumed that morels found in this area (central Indiana) and cloned would give rise to spawn that would be more likely to take hold and grow in this area. We were right.

In brief, the laboratory process involves breaking open a freshly found morel. Under sterile conditions, a small amount of tissue is taken from the mushroom. This tiny bit of tissue is placed on sterile nutrient agar in a Petri dish and allowed to grow across the surface of the plate. This pure mushroom growth is called mycelium. Once grown out, the mycelium-agar is transferred onto sterilized wheat straw and again allowed to grow out and expand. Morel mycelium grows very fast compared to other mushrooms and smells richly of morel mushrooms, even in the lab.

Once a sterilized bag of pure morel spawn has been obtained, the next challenging aspect is ahead – introducing the spawn to your site. Just a few tips here: choose your site where morels would likely grow in nature, in a wooded area where the soil is always moist and where there is almost total shade. Time the establishment of the patch within the 30 days prior to when morels naturally occur in your area. Then, you need to simulate a forest fire.

The reason for this is speculative, at best, but morels tend to abound for years after a forest burn. Please, do not burn a forest to grow morels, but rather create a large bonfire in the place where you intend to ‘plant’ your patch.

As a tree guy, I offered this service in the 1990s as an addition to cleaning up woodlots. This allowed us to have bonfires, which is quite nice in the late winter/early spring. The heat of the bonfire sterilizes the soil beneath, eliminating all other organisms and allowing the morel to spawn an early expansion without competition.

Allow your bonfire to burn to the point of coals and charred wood, then douse the burning pile with water to extinguish the flames. This must be rather complete, otherwise the embers may linger for days. You will be sowing the spawn directly into the site of the burn, but only after the temperature of that site is the same as the surrounding area. If the soil is still hot, the living spawn will be killed.

Once the soil temperature of the burn site is equal to that of the surrounding area, the bigger chunks of charred wood are raked to the perimeter of the circle. The spawn is raked into the inner circle, mixing in with the soil and ash to a shallow depth, just below the surface. Then the charred wood raked back over the top of the site in a consistent manner. Then you wait a year.
To enhance our success over three years of establishing these patches, we tried a number of different things. First, the more spawn sown into the site, the better the chance of it taking. Using a Bandit 6-inch chipper, we sprayed fresh elm and apple chips on top of a number of the spawned sites. This gave us consistent success. On one site, the homeowner soon after planted hosta and shade-loving perennials. On another site, the homeowner asked that we cover the site in pea gravel so they would always know where the site was located. They had a pile of pea gravel there, so we obliged. This was by far the highest producing site of all; we are not sure if it had to do with the pea gravel, or if it was some other environmental factor. We may never know.

If the morel mycelium establishes, it will not produce until the following year, and then only during the week or two when morels naturally ‘flush’ in your area. If the critical time of the early spring is dry, and the natural morels do not show in your area that season, your patch will likely not bear mushrooms, though the morel mycelium may be alive and thriving beneath the surface. You may have to wait another year. If the weather is dry, you may try setting up a sprinkler to keep the site from drying out. Fruiting is a surface phenomenon, so for optimal fruiting the surface of the site must stay moist during the short fruiting cycle.

This brief introduction is not intended as definitive instruction, rather to give an idea of what the overall process looks like. Luck may play a part in the success and I would strongly dissuade you from approaching this journey with the intent of eventual financial profit. Regardless, I wish you the best if you give it a try.

We succeeded in growing both the black morel, Morchella angusticeps, and the yellow morel, Morchella esculenta.

Morelmushroomhunting.com is a great resource for the morel mushroom hunters, offering real-time maps of early spring morel sightings from south to north as the season progresses, as well as plenty of info on other types of edible fungi. Fungi.com has extensive information and is a worldwide resource for spawn and home mushroom growing kits. Mushroompeople.com is a great company for supplies and information for growing all types of edible fungi.

TCIA member Jim Clark is president of The Tree Machine, Inc. in Indianapolis, Indiana, and, obviously, a fan of the morel mushroom.
Your industry needs you in Washington this July

The economy is in a crisis, credit is frozen, and consumer purchasing power is in decline. In the last four months the country has lost 2 million jobs and we are expected to lose another 3 to 5 million in the next year. Your industry needs you in Washington at our industry’s Legislative Day on the Hill July 12-14. Why?

The American Recovery & Reinvestment Act of 2009 passed with hundreds of billions of dollars in new spending. Where did that money go? Some went for clean energy, Amtrak, roads, bridges, flood control, public safety and school districts. Some went for consumer rebates on energy efficient appliances and home weatherization. None of it, yet, went to plant trees or windbreaks to help homeowners save on their energy bills. Your industry needs your voice in Washington to make that happen. Some of the money went to national forests for fuels reduction and trail building. None, yet, went to urban forests to restore city tree canopies or reduce childhood asthma. Your industry needs your voice in Washington to make that happen.

TCIA, in conjunction with other green industry partners such as PLANET, seeks to influence the laws and regulations that come out of Congress. This summer we will be looking at how Congress resolves the issue of temporary work visas and illegal workers; changes to Hours of Service rules for drivers; national crane operator standards; restrictions on water use in the landscape; ergonomics rules for repetitive motion injuries; instant unionization; stimulus spending for the urban forest; and a host of other issues.

TCIA, in conjunction with other green industry partners such as PLANET, seeks to influence the laws and regulations that come out of Congress. This summer we will be looking at how Congress resolves the issue of temporary work visas and illegal workers; changes to Hours of Service rules for drivers; national crane operator standards; restrictions on water use in the landscape; ergonomics rules for repetitive motion injuries; instant unionization; and any other mischief they can think of between now and July.

We advocate on your behalf without millions of dollars in campaign contributions. We can’t hire dozens of former congressmen and staffers to go back and lobby their old colleagues still in power. Instead, we have to tell our stories ourselves.

You, a small business owner and voter, have a story to tell that can be as powerful as any lobbyist whose pockets are stuffed with cash. You protect the environment, provide jobs, pay taxes, support your communities in any number of ways – and vote. Your industry needs you in Washington, July 12-14, to tell your story. Join TCIA in making your voice heard by the elected officials who write the laws and regulations that affect your business. There is no one who knows tree care as well as you do. And there is no one a Senator or Representative wants to talk with more than a voter who cares.

There is also a limited need for tree work at historic Congressional Cemetery on Monday, July 13. Companies with crews willing to volunteer should contact Peter Gerstenberger at peter@tcia.org.

Make plans today to attend. Go to tcia.org, or call Mark Garvin at 1-800-733-2622 for more details.

American Arborist will pay your membership

American Arborist Supplies www.arborist.com Toll Free: 1-800-441-8381 E-mail: as@arborist.com

Products: Complete source for tree care supplies including: climbing, rigging, bracing, chemicals, chain saws, sprayers, chipper knives & repairs.

Member Benefits: American Arborist Supplies will contribute an amount equal to 5 percent of total products/services sold to TCIA members. Of that, 2.5 percent will be applied toward the next year’s TCIA renewal dues of those members using the services and 2.5 percent will be applied toward development of safety and educational programs for the tree care industry.

Example: If your company purchases $2,000 in product online, American Arborist Supplies will send TCIA a credit of $50 to be deposited into your membership account. Credits accumulate throughout the 12 months of membership and when you receive your annual renewal statement, the total credits will be subtracted from your membership dues. Thanks to the support of American Arborist Supplies, your company can reduce its annual dues and help offset the costs involved with keeping the industry safe.

Requirements: In order to receive a dues credit, you must let American Arborist Supplies know you are a member of TCIA and that you want to take advantage of the Affinity Program to reduce your dues.

To learn more about how your company can benefit from this and other TCIA Affinity Programs, please call 1-800-733-2622.
With revenue tighter than ever this year, TCIA members are examining every expense and looking for ways to cut. Well, the numbers don’t lie – safety saves.

The safest tree care companies have the lowest workers’ compensation bills. And the safest tree care companies are accredited by TCIA and have a Certified Tree Care Professional (CTSP) on staff.

TCIA’s annual accident survey clearly highlights that TCIA members have fewer accidents than non-members. Among TCIA members, the safest companies in the entire industry were accredited and/or had personnel enrolled in the CTSP program.

The differences are staggering: Accredited companies and accredited companies involved with the CTSP program are more than 10 times less likely to experience a lost workday incident than their non-accredited counterparts. Safety is an investment that pays off – for the employee and the company!

Because of this safety record, ArborMAX has been able to provide the tree care industry with a full-service, TCIA-endorsed, commercial insurance program that includes workers’ compensation. The program offers standard coverages, industry-specific coverages, and a very selective workers’ compensation program. With the exception of workers’ compensation, coverage is available to all companies in the industry. Importantly, the workers’ compensation program has eligibility requirements designed to provide a competitive insurance program that will be around for the long term. ArborMAX also supports tree care industry loss control services provided by TCIA.

To be eligible for consideration for workers’ compensation coverage, a company must:
- Be a TCIA member company
- Be designated an accredited company by TCIA or have a full-time CTSP as an employee
- Have acceptable loss experience according to General Agency Services’ underwriting requirements

For more information on TCIA’s Accreditation program, contact Bob Rouse at 1-800-733-2622 or rouse@tcia.org.

CTSP workshops are scheduled for Sarasota, Florida, in June; Providence, Rhode Island, in July; Round Rock, Texas, in September; and Baltimore, Maryland, in November. For more information on enrolling in the CTSP program, contact Peter Gerstenberger at 1-800-733-2622 or peter@tcia.org.

For more information on insurance coverage, contact Mike Rook or Jenny Mortell at ArborMAX toll free at 1-877-602-7267, or at (860) 760-8445, or via e-mail at mrook@gasinsurance.net or jmortell@gasinsurance.net.

Information can also be found at tcia.org under Insurance & Benefits.
On the hunt in support of the VFT-PAC

By Randy Owen

We support our industry through participation in TCIA’s Voice for Trees Political Action Committee gala auction at Winter Management Conference. I would like to thank all those who donated auction items, including custom made jewelry, wine, vacation destinations, sporting events, artwork, golf and sportsmen outings. To those who purchased the items, thank you all for helping TCIA in “Transforming our Industry.”

The event attracts top leaders of the tree care industry and benefits all tree company’s futures. The evening began with a pre-dinner reception, dinner and then the auction with Ron Keith as auctioneer. Ron is quite the character and the auction was lively. Ron even sold Board Chair Scott Packard, requiring Scott to wear a hula skirt and coconuts the next morning at breakfast. What a hoot! Thank you for being a good sport Scott.

The auction item interesting to me was the hunt donated by Chris Asplundh for a hunt at the Black Boar Ranch in Florida. Bidding was aggressive and Mark Cicoria, Joe Distasio, Andy Ross and Kevin Caldwell bought the hunt. Chris Asplundh then donated a second hunt and I was lucky enough to purchase it.

The outing consisted of a 2-night/3-day stay and hunt at the Black Boar Ranch in LaBelle, Florida, for two hunters and two observers. The 2,200 acre ranch has wild boar, white tail deer, black buck, nilgai, Osceola turkey and many native species to observe such as Florida panther, black bear, alligators and endangered species, including burrowing owls, scrub jays and a species of endangered turtle. The hunt is done both by stalking and from stands with great food, wine and accommodations.

Upon arrival Friday afternoon, my brother Ray and I sighted in the muzzle loaders to prepare for the next morning’s hunt. The ranch manager, Cliff, is an experienced wildlife property manager and expert hunting guide. That evening we roasted an Osceola tom turkey for the next morning’s hunt. We left before daylight dropping Ray off on a stand and we set up for turkey. As hunting goes, no luck that morning.

The rest of our group arrived around noon, Mark Cicoria, Joe Distasio, Andy Ross and Kevin Caldwell. They settled into their rooms, lunch was served, and they sighted in their muzzle loaders.

Then we received shooting lessons from Chris Asplundh, an expert marksman. He demonstrated steel target shooting with an open sight 22-caliber, lever-action rifle in regular standing position, then with the gun turned upside down and even over his shoulder with a mirror. During our stay, Chris had us throwing frontiersmen-type throw axes. He’s definitely an accomplished marksman with all types of weapons.

The Saturday afternoon/evening hunt began with Chris dropping off hunters at their stands. Cliff and I went out and after a few setups I was able to harvest a mature long bearded Osceola turkey. Mark and Joe harvested by spot and stalk a wild black boar each. Andy harvested the largest axis deer that has been taken on the ranch, a 250-pound whopper.

Arriving back from the bush that evening, Chris had a roaring camp fire going and served hors d’oeuvres of alligator and Black Buck tenderloins. These were served with wine, cocktails and story telling. The supper bell rang and a superb southern cooked meal of wild game and all the fixings was served. The camaraderie continued long into the night.

Sunday morning we were up early and off to the stands before daylight. Kevin harvested a nice Black Buck and then it was back to camp for an excellent lunch. Then we went to the trap range for more shooting lessons from Chris with a 410 over-and-under shotgun. A couple in our group had not shot skeet before and, with Chris’ training and pointers, they were quickly scoring on the clay pigeons. That afternoon Mark, Joe, Andy and Kevin went southern quail hunting, harvesting many bobwhite quail.

Ray and I went after big game that afternoon and I was lucky enough to harvest an old Nilgai bull. We tracked the wounded bull into the bush, but it turned dark. So we retrieved the whole hunting party and returned with flashlight, recovering the large bull a short time later.

Monday morning came fast and we were back out to the stands before day-light. Andy harvested a nice black buck. Ray saw many animals but did not find the trophy quality animal he wanted to harvest.

Our hunting party had a great time, the ranch and accommodations are fantastic. Mr. Asplundh has put a lot of his heart and soul into the Black Boar Ranch. It shows, with the ranch’s wild game, endangered species preservation, natural habitats and over all ambiance.

Hopefully, Chris will consider again putting up a hunt for the VFT-PAC auction, as I overheard a couple of fellows talking that they couldn’t wait until next year’s auction so they could come back again.

Randy J. Owen is president of Owen Tree Service, Inc. in Attica, Michigan, and vice chair on TCIA’s Board of Directors.
2009

Partners Advancing Commercial Tree Care
Supporting and Sustaining the Tree Care Industry
TCIA would like to extend our sincerest gratitude to the following companies whose commitment to our work is extraordinary. Their remarkable dedication to the future of arboriculture supports our efforts in the Transformation of the Industry.

www.tcia.org
Tree News Digest

Altec adds CPR, first aid to SENTRY training program

The Altec, Inc. SENTRY program is adding Coyne CPR and first aid training to its operator training programs for aerials, derricks and cranes. These training sessions are in both the Operator and Train-the-Trainer formats.

The Coyne CPR classes will feature an expanded classroom presentation followed by skill practice sessions and will explain the general training process of viewing the video, discussion, demonstration and skill practice sessions. Altec also will provide a required evaluation sheet for trainers to conduct written evaluations in the workplace and an Instructor-led kit to guide him through the process of training students. Specifically for the Train-the-Trainer format classes, the trainer is certified to have completed the Coyne Train-the-Trainer program and receives a completion card, logo patch and CPR rescue key.

Coyne CPR and first aid training will also be offered in a train-the-trainer session at TCI EXPO in Baltimore this fall.

NAOSH safety week is May 3-9, 2009

Through the OSHA and American Society of Safety Engineers (ASSE) Alliance, OSHA is working with ASSE to support North American Occupational Safety and Health (NAOSH) Week May 3-9, 2009. NAOSH Week is an annual campaign led by ASSE and the Canadian Society of Safety Engineering (CSSE) aimed at increasing the focus of employers, employees, the general public, and all ASSE and CSSE members on the importance of preventing injuries and illnesses in the workplace. For more on NAOSH Week, visit www.asse.org/naosh09.

New I-9 form required for new employees

A new I-9 form is now required for all employees hired after April 3, 2009. The old form is no longer accepted by the Labor Dept. and immigration agencies. You can find the updated form at www.uscis.gov/files/form/i-9.pdf. Complete directions for employers are included on the Web site. You can also call USCIS at 1-800-870-3676.

OSHA critic named to head agency

U.S. Labor Secretary Hilda Solis named House Education and Labor Committee senior policy advisor Jordan Barab as deputy assistant secretary for the Occupational Safety and Health Administration on April 8. Barab will also serve as acting assistant secretary for OSHA. He has worked for the committee for more than two years specializing in worker health and safety issues.

Prior to joining the committee, Barab worked for four years at the U.S. Chemical Safety and Hazard Investigation Board. He served as assistant to the assistant director of Labor for OSHA from 1998 to 2001, and directed the safety and health program for the American Federation of State, County and Municipal Employees from 1982 to 1998. For several years, Barab wrote a workplace safety and health blog called “Confined Space,” which was very critical of the agency and the Bush administration. No new content has been posted since Barab went to the Education and Labor Committee, but interested readers can get an idea of Barab’s views at http://spewingforth.blogspot.com/

Green industry scholarship for military families

Project EverGreen and the Turf and Ornamental Communicators Association have teamed up for the Buck it Up program to raise $250,000 nationwide for a scholarship program for military families for those looking for careers in the green industry. The plan is to do this collecting $1, or one buck, or $5 or $10 at a time! The close of the program is May 16 - Armed Forces Day.

The joint effort is designed to raise $1 each from potentially millions of consumers to expand Project EverGreens GreenCare for Troops program and begin offering scholarships to college students of military families.

GreenCare for Troops is a national program administered by Project EverGreen to provide free lawn and landscape care for military families where the major breadwinner is serving in the Middle East. Currently there are more than 7,000 families and 2,000 volunteers signed up for the three-year-old program.

For more info or to contribute to the Buck it Up program, visit www.projectevergreen.com/gef/buckitup.html

Hummingbird “tagged” for pollination research

To find out the cause of what’s being called a global “pollination crisis,” researchers at Oregon State University have attached an electronic tracking device to a hummingbird – and the darting travels of the tiny bird may be pointing the way to at least part of the problem.

In the tropical forests of Costa Rica, this green hermit hummingbird, an important pollinator of some forest plants, in essence refused to visit isolated sites and traveled only in narrow corridors of the remaining forest, even if that meant taking the roundabout way back home. This supports the theory that fragmentation and disturbance of landscapes may indeed be a significant contributor to pollination problems that are plaguing plants around the world, researchers say.

The findings will be published soon in Biology Letters, a professional journal.

“It’s been widely observed in many studies that we’re seeing a global decline in both pollinators and plant diversity, to the point that many ecologists are calling it a crisis,” said Matthew Betts, an OSU assistant professor of forest ecosystems and society. “It’s less clear exactly what is causing this. But it’s a serious concern, since 70-80 percent of all plants are pollinated by animals.”

If it gets to the point where almost all patches of forests are fragmented, it’s possible that could completely disrupt forest plant ecosystems.
Guide for Plant Appraisal
(Continued from page 27)

The foundation laid out in the Tenth Edition will aid readers in understanding how to approach this type of assignment. We are developing practical examples of how to identify situations where contributory value should be estimated and what steps to follow. We have received much encouragement from constituents who recognize the need for such guidance.

The CTLA is committed to improving understanding around the applicability, strengths and weaknesses of various valuation tools. While much of our early work focused on concepts revolving around market value, we are currently focusing on cost estimation. We remain convinced that cost estimation and cost-based values will continue to play an important role in the plant appraiser’s work. Therefore, we are evaluating ways to improve the Trunk Formula Method, developing guidance for cost-forwarding (years to parity) techniques, and addressing depreciation in detail. Further, we are evaluating additional methods and techniques that will need to be introduced to plant appraisers in order to solve for the full range of appraisal assignments that arise, including areas of non-market value and ecosystem services.

In addition to offering foundational appraisal principles and procedures, guidance to landscape appraisers for employing the three basic appraisal approaches, and how to apply various techniques within each approach, the Tenth Edition will include a useful table of contents, a detailed index and a glossary of terms for quick reference. It will also include a chapter on frequently asked questions, so as to directly address issues that have surfaced among plant appraisers.

Finally, the CTLA will be soliciting peer reviewers from an expansive list of professionals within the green industry and insurance, real estate, municipal, utility, legal and appraisal communities. As always, we continue to remain open and responsive to professionally communicated input from potential users of the Guide.

1 Note: Appraisers do not establish penalties, fines or judgments; contracts, statutes, regulations and courts establish them. Appraisers measure cost and value.

Co-authored by all members of the Council of Tree and Landscape Appraisers.


TREE CARE INDUSTRY – MAY 2009

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No Margin for Error

By Brian J. Colter

It was a job I had put off for quite some time. The president of my neighborhood association had asked me to remove a large, dead ash tree in the area known as the “commons.” The tree was tucked behind a bunch of houses and adjacent to some very well-groomed landscape. I knew it was going to be a difficult task with no monetary benefit.

Although I was skeptical of his arboricultural skills, I took him up on his offer to help. He had been bragging about how much experience with taking down trees he had and how, if he was a little bit younger, he would do it himself. Right!

Now he stood on my porch on a beautiful, bright Saturday. There was no putting it off any longer, so I went down the street with my climbing gear, saw and rope.

Although I was skeptical of his arboricultural skills, I took him up on his offer to help. He had been bragging about how much experience he had with taking down trees and how, if he was a little bit younger, he would do it himself. Right! Up the huge tree I went.

What I primarily needed from him was to hold the rope that was tied to a very large limb that was directly above a pristine garden/landscape. After that, I could free fall the rest. I constantly reminded him to hang on to the rope no matter what. I had him take a full wrap around the tree for good measure, so I was confident he could hold the weight without any problem.

As I cut the limb, it slowly swung into the main part of tree just as planned. I followed the large limb as it broke off. I could simultaneously see my “experienced” help on the ground. The next few seconds seemed like an hour.

He didn’t even wait to feel the full weight from the limb. Total fear was in his face. His eyes grew twice as large. His jaw dropped below his knees. Then he threw the rope down to the ground, turned 180 degrees and high-tailed it out of there.

The limb came crashing down. Fortunately, the generous wrap prevented any serious damage.


At least he was honest. “I got scared,” he replied.

I came down and we finished the job in silence.

The lesson I learned here was to work safe! Not stupid. Even if you’re doing a charity job, get qualified, trained help. In our profession, there is no margin for error.

Brian J. Colter is a certified arborist and city forester for the City of Grosse Pointe Park, Michigan.
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