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Emerald Ash Borer:
Insecticide Options for Protecting Ash Trees and Their Effectiveness

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The Effects of Contraction ...

W

e’ve been riding our own “Big Bang” for quite a while. The marketplace was opening up; the universe was expanding – so much so that we couldn’t find qualified employees. Our fleets were expanding; our chippers rotating in and out; and new consumers were learning about what quality tree care could do for their property values. As we rode into the outer edges of tree care space, it seemed like we would continue to float on into new galaxies for years to come.

We have landed back on earth with a hard thud, and the aftereffects are being felt in some primitive ways. Different people respond to things in a variety of ways. Some are counting the beans and thinking about how delighted they will be if they match last year or are within some defined percentage of last year. Others are diversifying into new revenue streams. Some are closing their businesses. A few are selling.

What everyone is having to get used to is whether or not they are going to stay in maintenance mode, and therefore accept a more permanent contraction, or if they are going to accept this new day as a different type of challenge and start building the next launching pad.

For some, it’s hitting them pretty hard in some very human ways. Some are depressed. Some are bored, because what floats them into outer space is building a business. Maintenance of the launching pad, to them, is about as interesting as being locked in an office putting a financial statement together.

So what do you do once you feel the effects of the reality check and all of its psychological ramifications? First, you have to remember that if you own the business or are employed to run the business, you have a leadership responsibility that has been placed on your shoulders. Others are looking to you, and you only get a fleeting second to lick your wounds, or it will start permeating others around you.

Second, you have to answer those questions I gave you in this space last month, which will help you have an outline of how to proceed. If you don’t know where you’re going, the Cheshire Cat’s answer is going to be the path of the day.

Third, you have to know yourself as a leader. What floats your boat? If the environment has presented you with a set of circumstances that does not match your preferred method of operation, then you have some adjusting to do. If you’re not building and that’s what gets you going, then your managers may be able to keep things ticking while you look for new business, select a new revenue stream and create its business plan, or realize that for now, you’re freed up to go and do some of those other things in life.

If that’s not it, and you want to keep your business moving forward, you need to stay engaged with your peers – more so than ever. That way, you will learn what is and isn’t working for them; you’ll have comfort in this great experiment we are now engaged in; and you will be able to catch the next rocket up.

Remember, too, that the economic and political forces at the moment are intersecting in a way that we have never experienced before – so while it may seem like maintenance, attempting to prepare for the unknown is really critical at the moment. It’s easy to get caught up in all of the challenging news. However, it’s more important to take any extra time and scenario-build for your business. Create multiple plans with all their implications for how you will navigate through based on the different ways in which this intersection could play out. If you don’t know how to go about this, create a small group of business people in your area from different businesses and work together on thinking through how a variety of business variables could effect what you would do in the coming months/years.

This exercise will remove boredom, put you back into the driver’s seat, eliminate feelings of “doing maintenance” and reduce the effects of contraction ...

Cynthia Mills, CAE, CMC
Publisher
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By R. Chris Williamson, Ph.D., and Fredric Miller, Ph.D.

Since June 2002, the emerald ash borer (EAB) has been discovered in nine states in the U.S. as well as in Ontario, Canada. Consequently, many questions have been asked by homeowners and industry professionals regarding the capability and need of insecticides for protecting ash trees from EAB.

There has been much confusion surrounding the question of whether insecticides are an effective management option for EAB. Research and experience has shown that insecticides can protect ash trees from being killed by EAB. However, success of insecticides is not guaranteed! In some university trials, insecticide treatments were effective, but in other trials the same treatments failed. Some studies conducted over multiple years revealed that EAB infestations continued to increase despite ongoing treatment programs.

Insecticides are not effective in eradicating EAB infestations, which is why they have not been used as an eradication tool by the Cooperative EAB program in affected states. Research suggests that the best control can be achieved when insecticide treatments are started in the earliest stages of infestation, before visible symptoms are present or possibly the year before trees are infested. It is important to understand that most insecticide treatments must be repeated each year. Consequently, it may be more cost-effective to remove and replace the tree.

There are several insecticide options available for those people who want to treat their trees. It is important to understand that controlling wood-boring insects with insecticides has always been a difficult proposition. This is especially true with EAB because our native North American ash trees have no known natural resistance to this pest. Insecticide research programs are showing promise, but research on chemical control of EAB is still in relatively early stages. Scientists from universities, government agencies and private businesses are conducting intensive studies to understand the circumstances under which insecticide treatments will be most effective.

Insecticide options for controlling EAB

Insecticides used for control of EAB fall into four categories: 1) systemic insecticides that are applied as soil injections or drenches; 2) systemic insecticides applied as trunk injections or trunk implants; 3) trunk-applied systemic insecticides and 4) protective cover sprays that are applied to the trunk, main branches and (depending on the label) foliage. Insecticide formulations and application methods that have been evaluated for control of EAB are listed in Table 1. Some products can be purchased and applied by homeowners while others can only be
applied by professional applicators. Strategies for their effective use are described below. It is important to note that pesticide labels and registrations may change. It is the pesticide applicator’s legal responsibility to read, clearly understand and follow all current label directions for the specific pesticide product being used.

**Soil-applied systemic insecticides**

Systemic insecticides applied to the soil are taken up by the roots and translocated (moved) throughout the tree vascular tissues that are not compromised. Probably the most widely tested systemic insecticide for control of EAB is imidacloprid. It is available for use by homeowners and professional applicators. The homeowner formulation of imidacloprid is Bayer Advanced Tree & Shrub Insect Control, Bonide Annual Tree & Shrub Insect Control, Ferti-lome Tree & Shrub Systemic Insect Drench and Gordon’s Tree and Shrub Insect Killer. Professional use formulations of soil-applied imidacloprid include Merit (75WP, 75WSP and 2F) and Xytect (2F and 75 WSP). Additional formulations of imidacloprid with different brand names are also becoming available.

All imidacloprid formulations can be applied as a drench by mixing with water and pouring directly on the soil at the base of the trunk. The application rates for both the homeowner and professional formulations of imidacloprid are quite similar. Soil drenches offer the advantage of requiring no specialized equipment to apply (other than a bucket or watering can). However, surface layers of organic matter, such as mulch or leaf litter, can bind the insecticide and reduce uptake. Prior to applying soil drenches, it is important to remove or pull back any mulch or dead leaves so the insecticide solution can be poured directly on mineral soil.

Imidacloprid formulations can also be applied as soil injections, which require special equipment, but offer the advantage of placing the insecticide directly into the root zone. Soil injections should be made only deep enough (2-3 inches) to place the insecticide under the turf or mulch layer. Soil injections can be made either at the base of the trunk or on a grid pattern extending to the edge of the tree canopy. Recent research has revealed that soil injections made immediately adjacent to the trunk (within 6-18 inches) are more effective than those made on a grid pattern under the tree canopy. Density of fine root hairs is very high at the base of the trunk and declines quickly as you move away from the tree. This pattern of root distribution can be clearly observed on trees that have been recently uprooted in a storm or when taking soil cores under the tree canopy.

Optimal timing for imidacloprid soil injections and drenches is mid-April to mid-May, depending on your region. Allow four to six weeks for uptake and distribution of the insecticide within the tree. In southern Ohio, for example, you would apply the product by mid-April while in southern Michigan, you should apply the product by early to mid-May. When treating larger trees (e.g., greater than 12 inches DBH), treat on the earlier side of the recommended timing. Large trees will require

<table>
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<tr>
<th>INSECTICIDE FORMULATION</th>
<th>ACTIVE INGREDIENT</th>
<th>APPLICATION METHOD</th>
<th>TIMING</th>
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<tr>
<td>Professional Use Products</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Merit (75WP, 75WSP, 2F)</td>
<td>Imidacloprid</td>
<td>Soil injection or drench</td>
<td>Mid-fall and/or mid-to late spring</td>
</tr>
<tr>
<td>Xytect (2F, 75WSP)</td>
<td>Imidacloprid</td>
<td>Soil injection or drench</td>
<td>Mid-fall and/or mid-to late spring</td>
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<tr>
<td>IMA-jet</td>
<td>Imidacloprid</td>
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<td>Early May to mid-June</td>
</tr>
<tr>
<td>Xytect (Infusible)</td>
<td>Imidacloprid</td>
<td>Trunk injection</td>
<td>Early May to mid-June</td>
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<tr>
<td>Imicide</td>
<td>Imidacloprid</td>
<td>Trunk injection, Maugel</td>
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<tr>
<td>TREE-age</td>
<td>Emamectin benzoate</td>
<td>Trunk injection, Arborjet</td>
<td>Early May to mid-June</td>
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<tr>
<td>Pointer</td>
<td>Imidacloprid</td>
<td>Trunk injection, Wedgel</td>
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</tr>
<tr>
<td>Inject-A-Cide B</td>
<td>Bidrin</td>
<td>Trunk injection, Maugel</td>
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<td>Safari</td>
<td>Dinotefuran</td>
<td>Systemic bark spray</td>
<td>Early May to mid-June</td>
</tr>
<tr>
<td>Astro</td>
<td>Permethrin</td>
<td>Preventative</td>
<td>2 applications at 4 week intervals with the first application when black locust is blooming</td>
</tr>
<tr>
<td>Oxyx</td>
<td>Bifenthrin</td>
<td>Bark and Foliage</td>
<td></td>
</tr>
<tr>
<td>Sevin SL</td>
<td>Carbaryl</td>
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<td></td>
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<td>Tempo</td>
<td>Cyfluthrin</td>
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| Homeowner Products |                 |                   |        |
| Bayer Advanced Tree & Shrub Insect Control | Imidacloprid | Soil drench | Mid-fall and/or mid-to late spring |
| Bonide Annual Tree & Shrub Insect Control |                 |                   |        |
| Ferti-lome Tree & Shrub Systemic Insect Drench |                 |                   |        |
| Gordon’s Tree and Shrub Insect Killer |                 |                   |        |

Table 1 – Insecticide formulations and application methods that have been evaluated for control of EAB.
more time for uptake and transportation of the insecticide than will small trees. Recent tests show that imidacloprid soil drenches can also be successful when applied in the fall.

EAB larvae damage the vascular system (a.k.a. tree plumbing) as they feed, which interferes with the movement within the tree of systemic insecticides. Soil drenches or injections are aimed primarily at preventative treatment applications. However, in some cases, this approach may provide corrective control of low populations of EAB infested ash trees. Studies are ongoing to determine how much injury a tree can sustain before systemic insecticide treatments are no longer effective. Research results suggest that ash trees showing greater than 40 percent dieback are not likely to be salvaged, and any damage can reduce the effectiveness of systemic treatments.

**Trunk-applied systemic insecticides**

Several systemic insecticide products can be injected directly into the trunk of the tree, including formulations of imidacloprid and emamectin benzoate (see Table 1). An advantage of trunk injections is that they can be used on sites where soil treatments may not be practical or effective, including trees growing on excessively wet, compacted or restricted soil environments. However, trunk injections do wound the trunk, which may cause long-term damage, especially if treatments are applied annually.

Products applied as trunk injections are typically absorbed and transported within the tree more quickly than soil applications. Allow three to four weeks for most trunk-injected products to move through the tree. Optimal timing of trunk injections occurs after trees have leafed out in spring but before EAB eggs have hatched, or generally between mid-May and mid-June. Uptake of trunk-injected insecticides will be most efficient when trees are actively transpiring. Best results are usually obtained by injecting trees in the morning when soil moisture is good (but not saturated). Uptake will be slowed by hot afternoon temperatures and dry soil conditions.

**Noninvasive, systemic basal trunk sprays**

Dinotefuran belongs to the same chemical class as imidacloprid (neonicotinoids), but it is much more soluble. This product is labeled for EAB control in some states for application as a noninvasive, systemic bark spray by professionals. Although dinotefuran is labeled for use as a soil treatment against other insect pests, the current label permits it to be used for EAB only if it is applied as a trunk spray.

The formulated insecticide is sprayed on the lower six feet of the trunk using a common garden sprayer and low pressure.
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Research has shown that the insecticide penetrates the bark and moves systematically throughout the rest of the tree. The dinotefuran can be mixed with surfactants, which may facilitate its movement into the tree, particularly on large trees with thick bark. However, in field trials, adding a surfactant did not consistently increase the amount of insecticide recovered from the leaves of treated trees.

The basal trunk spray offers the advantage of being quick and easy to apply and requires no special equipment other than a garden sprayer. This application technique does not wound the tree and, when applied correctly, the insecticide does not enter the soil.

Protective cover sprays

The objectives of protective bark cover sprays are to kill newly hatched EAB larvae on the bark before they enter the tree and, depending on the label, adults as they feed on the foliage prior to laying eggs. Products that have been evaluated as cover sprays for control of EAB include Onyx (bifenthrin), Tempo (cyfluthrin), Sevin SL (carbaryl), Orthene (acephate) and BontaniGard (contains spores of the insect-killing fungus Beauveria bassiana). Some of these insecticides have been more effective than others (see discussion below).

Protective cover sprays are designed to prevent EAB infestations and must be timed precisely to be effective. Because protective residues must be present on the tree bark before egg hatch to prevent infestation, applications must be timed to coincide with adult emergence and oviposition (egg laying), which is difficult to monitor because there are no effective pheromone traps for EAB adults. However, first emergence of EAB adults generally occurs around 450-500 degree days (base 50 F), which corresponds closely with full bloom of black locust (Robinia pseudoacacia), which can serve as a useful phenological indicator for accurately timing applications. Best results with cover sprays have been obtained when two sequential applications are made, with the first as black locust reaches full floral bloom, and the second four weeks later. It is recommended that homeowners hire professional applicators to apply protective bark cover sprays as homeowners typically do not have the appropriate application equipment, especially on larger trees, i.e. greater than 15 feet tall.

When should EAB treatments begin?

It is quite difficult to determine exactly when to initiate insecticide treatments. Research suggests that the best control of EAB will be obtained when treatments are initiated in the earliest stages of EAB infestation before visible symptoms are present, or perhaps even the year before trees are infested. Treatment programs that begin too early represent an unnecessary expense. We suggest that those who want
to protect their ash trees initiate EAB insecticide treatments if they are located within an EAB quarantine, or outside a quarantine but within the immediate vicinity (i.e., 10-12 miles) of a known EAB infestation. Locations of EAB infestations, current quarantine maps, and other important information regarding EAB can be found at the following Web sites:
www.entomology.wisc.edu/emeraldashborer
www.emeraldashborer.wi.gov

How effective are insecticides for control of EAB?
Extensive testing of insecticides for control of EAB has been conducted by researchers at Michigan State University (MSU) and The Ohio State University (OSU). Results of some of the MSU trials are available at: www.emeraldashborer.info.

Soil-applied systemic insecticides
Efficacy of imidacloprid soil injections for controlling EAB has been inconsistent; some trials provide excellent control, and others yield poor results. Differences in application protocols and conditions of the trials have varied considerably, making it difficult to reach firm conclusions about sources of variation in efficacy. For example, an MSU study found that low-volume soil injections of imidacloprid applied to small trees averaging 4 inches DBH using the Kioritz applicator (hand-held device for making low-volume injections) provided good control at one site. However, control was poor at another site where the same application protocols were used to treat larger trees (13 inch DBH). Imidacloprid levels may have been too low in the larger trees to provide adequate control. Higher pest pressure at the second site also may have contributed to poor control in the large trees.

In the same trials, high pressure soil injections of imidacloprid (applied in two concentric rings, with one at the base of the tree and the other halfway to the drip line of the canopy) provided excellent control at one site. At another site, however, soil injections applied using the same rate, timing and application method were completely ineffective, even though tree size and infestation pressure were very similar. It should be noted that recent stud-
...have shown that imidacloprid soil injections made at the base of the trunk result in more effective uptake than applications made on grid or circular patterns under the canopy.

Imidacloprid soil drenches have also generated mixed results. In some studies conducted by MSU and OSU researchers, imidacloprid soil drenches have provided excellent control of EAB. However, in other studies, control has been inconsistent. Experience and research indicate that imidacloprid soil drenches are most effective on smaller trees and control of EAB on trees with a DBH that exceeds 15 inches is less consistent. This inconsistency may be due to the fact that application rates for systemic insecticides are based on amount of product per inch of trunk diameter or circumference. As the DBH of a tree increases, its leaf area and total biomass increase exponentially. Consequently, for a particular application rate, the amount of insecticide applied as a function of tree size is proportionally decreased as trunk diameter increases. Hence, systemic insecticides may generally provide better control of some pests on small trees than on large trees if the application rate does not increase as DBH of the tree increases.

In an OSU study conducted in Toledo, imidacloprid soil drenches provided excellent control of EAB on 15-22 inch DBH trees when applied as double application, but control was less consistent when applied as a single application. Therefore, when treating trees greater than 15 inch DBH with imidacloprid soil drenches or soil injections, two applications are probably necessary. Applications can be made either in fall and again in spring, or twice in spring, about four weeks apart (for example in late April and again in late May). This is not an option for homeowner formulations of imidacloprid, which are limited by the label to one application per year. In all cases, applicators must comply with the limits specified on the label regarding the maximum amount of imidacloprid that can be applied per acre during a given year.

Trunk-applied systemic insecticides
Emamectin benzoate

In several intensive studies conducted by MSU and OSU researchers, a single injection of emamectin benzoate in mid-May or early June provided excellent control of EAB for at least two years, even under high pest pressure. For example, a highly-replicated study was conducted on trees ranging in size from 5-20 inches DBH at three sites in Michigan with moderate to high levels of EAB. Untreated trees had an average of 68 to 132 EAB larvae per square meter (m2) of bark surface, which represents high pest pressure. In contrast, trees treated with emamectin benzoate had, on average, only 0.2 larvae per m2, a reduction of more than 99 percent. When additional trees were felled and debarked two years after the emamectin benzoate injection, there were still virtually no larvae on the treated trees, while adjacent, untreated trees at the same sites...
had hundreds of larvae.

In two OSU studies conducted in Toledo with street trees ranging in size from 15-25 inches DBH, emamectin benzoate also provided excellent control over two years. There was no sign of canopy decline in treated trees, while the canopies of adjacent untreated trees severely declined.

One study suggests that a single injection of emamectin benzoate may even control EAB for three years. Studies to further evaluate the long-term effectiveness of emamectin benzoate are underway. To date, this is the only product that controls EAB for more than one year with a single application. In addition, in side-by-side comparisons with other systemic products (neonicotinoids), emamectin benzoate was more effective than other products.

**Imidacloprid**

Trunk injections with imidacloprid products have provided varying degrees of EAB control in trials conducted at different sites in Ohio and Michigan. In an MSU study, larval density in trees treated with Imicide injections were reduced by 60 to 96 percent, compared to untreated controls. There was no apparent relationship between efficacy and trunk diameter or infestation pressure. In another MSU trial, imidacloprid trunk injections made on May 24 were more effective than those made on July 19, and IMA-jet injections provided higher levels of control than did Imicide, perhaps because of the greater amount of active ingredient injected when following the IMA-jet label. In an OSU study in Toledo, IMA-jet provided excellent control of EAB on 15-25 inch trees under high pest pressure when trees were injected annually. However, trees that were injected every other year were not consistently protected.

In a discouraging study conducted in Michigan, ash trees continued to decline from one year to the next despite being treated in both years with either imidacloprid (Imicide, Pointer) or Bidrin (Inject-A-Cide B) trunk injections. Imicide, Pointer and Inject-A-Cide B trunk injections all suppressed EAB infestation levels in both years, with Imicide generally providing best control under high pest pressure in both small (6-inch DBH) and larger (16-inch DBH) caliper trees. However, larval density increased in treated and untreated trees from one year to the next. Furthermore, canopy dieback increased by at least 67 percent in all treated trees (although this was substantially less than the amount of dieback observed in untreated trees). Although untreated trees were more severely impacted, these results indicate that even consecutive years of treatment with these trunk injection treatments may only slow or delay ash decline when pest pressure is severe. In another MSU study, ACECAP trunk implants were not effective under high pest pressure.

Noninvasive basal trunk sprays with dinotefuran

Results of studies to date indicate that the effectiveness of this treatment is similar to that of many imidacloprid products applied as trunk or soil injections. MSU and OSU studies have evaluated residues in leaves from trees treated with the basal trunk spray. Results show that the dinotefuran effectively moved into the trees and was translocated to the canopy at rates similar to those of other trunk-injected insecticides, and faster than other soil-applied neonicotinoid products.

As with imidacloprid treatments, control of EAB with dinotefuran has been variable in research trials. In an MSU study conducted in 2007 and 2008, dinotefuran and imidacloprid applied as trunk sprays reduced EAB larval density by approximately 30-60 percent compared to the heavily infested untreated trees. Neither treatment provided control for two years; thus both would have to be applied annually, which is consistent with other studies. In general, control is better and more consistent in smaller trees than in large trees, but more research is needed with larger trees. Long-term effectiveness of dinotefuran for control of EAB is not yet known, although studies to address this are underway.
Protective Cover Sprays

MSU studies have shown that applications of Tempo and Sevin SL provided good control of EAB, especially when the insecticides were applied in late May and again in early July. Acephate sprays were less effective. Onyx cover sprays also gave good control the first year under relatively light EAB pressure. However, in the second year, under heavier pest pressure, they were not effective. BotaniGard (*Beauvaria bassiana*) was also ineffective under high pest pressure. Astro (permethrin) was not evaluated against EAB in these tests, but has been effective for controlling other species of wood-borers and bark beetles.

In another MSU study, spraying Tempo just on the foliage and upper branches or spraying the entire tree was more effective than simply spraying just the trunk and large branches. This suggests that cover sprays may be especially effective for controlling EAB adults as they feed on leaves in the canopy. They also found a single, well-timed spray provided good control of EAB, although two sprays may provide extra assurance, given the long period of adult EAB activity.

It should be noted that spraying large trees is likely to result in a considerable amount of insecticide drift, even when conditions are ideal. Drift and potential effects of insecticides on non-target organisms should be considered when selecting options for EAB control.

Key Points and Summary Recommendations:

Insecticides can effectively protect ash trees from EAB.

Unnecessary insecticide applications waste money. If EAB has not been detected within 10-15 miles, your trees are at low risk. Be aware of the status of EAB in your location. Current maps of known EAB populations can be found at [www.emerald-dashborer.info](http://www.emerald-dashborer.info). Remember, however, that once a county is quarantined, maps for that county are no longer updated.

Emamectin benzoate is the only product tested to date that controls EAB for more than one year with a single application. It also provided a higher level of control than other products in side-by-side field studies.

Research and experience suggest that EAB control with insecticides becomes less consistent on larger trees. Research has not been conducted on trees larger than 25-inch DBH. When treating very large trees under high pest pressure, it may be necessary to consider combining two treatment strategies.

Imidacloprid soil drenches and soil injections are most effective when made at the base of the trunk. Applications made in the spring or the fall have been shown to be equally effective.

Imidacloprid soil injections should be no more than 2-4 inches deep, to avoid placing the insecticide beneath feeder roots.

When treating trees greater than 15-inch DBH with imidacloprid soil treatments, best results will be obtained with two applications per year. However, imidacloprid formulations for homeowners (Table 1) can be applied only once per year. Treatment programs must comply with label restrictions on the amount of imidacloprid that can be applied per acre in a given year.

To facilitate uptake, systemic trunk and soil insecticides should be applied when the soil is moist but not saturated or excessively dry.

When using imidacloprid or dinofuran for EAB control, use the highest labeled rate. Insects that feed under the bark are difficult to control; resist the temptation to cut corners to save money.

Trees that are already infested and showing signs of canopy decline when...
treatments are initiated may continue to decline in the first year after treatment, and then begin to show improvement in the second year due to time lag associated with vascular healing. Trees exhibiting more than 50 percent canopy decline are unlikely to recover even if treated.

Summary
Insecticides are valuable tools that have shown potential for protecting trees from EAB, including soil-applied systemic insecticides, trunk-injected systemic insecticides and protective cover sprays applied to the trunk, branches and (depending on the label) foliage. It is important to understand that success in not assured, and that trees will have to be treated each year. In many cases, it may be more cost-effective to remove and replace the tree.

Insecticide applications have effectively protected ash trees from EAB. However, in some university research trials, trees have continued to decline from EAB attack despite being treated over consecutive years. In other studies, EAB treatments have failed completely! The bottom line is that research on chemical (insecticide) control of EAB remains in the early stages, and we still do not have enough experience to know under what circumstances insecticide treatments will be effective over the long term.

R. Chris Williamson, Ph.D., is an associate professor in the Department of Entomology at the University of Wisconsin-Madison. Fredric Miller, Ph.D., is a professor in the Department of Horticulture at Joliet Junior College in Joliet, Illinois, and a research associate-entomology at The Morton Arboretum in Lisle, Ill. This article was based on their presentation on the subject at TCI EXPO 2008 in Milwaukee.

References
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 25-26, 2009
ArborMaster Level 1 Tree Climbing Methods
Haddam, CT
Contact: (860) 429-5028; www.arbormaster.com

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

June 29-30, 2009
Level 1 Arborist Rigging Applications
Haddam, CT
Contact: (860) 429-5028; www.arbormaster.com

July 12-14, 2009*
Legislative Day on the Hill; PLANET/TCIA
Washington, DC
Contact: garvin@tcia.org; 1-800-733-2622

July 22-23, 2009*
Certified Treecare Safety Professional-CTSP Workshop
Coincides with ISA Annual Conference, Providence, RI
Contact: 1-800-733-2622; www.tcia.org

July 24-29, 2009*
ISA Annual Conference & Trade Show
Providence, RI
Contact: ISA@ISA-Arbor.com; (217) 355-9411

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 14, 2009
English Climbing
Rancho Dominguez, CA
Contact: Dave Sherman (310) 223-2400
www.northamericantrainingsolutions.com

August 15, 2009
Spanish Climbing
Rancho Dominguez, CA
Contact: Dave Sherman (310) 223-2400
www.northamericantrainingsolutions.com

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*
Certified Treecare Safety Professional-CTSP Workshop
Target Specialty Products
San Jose, CA
Contact: 1-800-733-2622; www.tcia.org

August 29, 2009
Climbing / Rigging
New York City area, NY
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 16, 2009
Rigging
Sacramento, CA
Contact: Nate Anderson (916) 643-0999
www.northamericantrainingsolutions.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 18, 2009
Climbing
Burnsville, MN
Contact: Russ Lewis (888) 562-7062
www.northamericantrainingsolutions.com

September 18-19, 2009
Rigging (English)
Livermore, CA
Contact: Stephanie/Kelly (925) 454-3100
www.northamericantrainingsolutions.com

September 29-30, 2009
Certified Treecare Safety Professional-CTSP Workshop
Coincides with ISA-Texas
Round Rock, TX
Contact: 1-800-733-2622; www.tcia.org

September 30-October 2, 2009
Level 2 Arborist Rigging Applications
Longmont, CO
Contact: (860) 429-5028; www.arbormaster.com

November 5-7, 2009*
TCI EXPO 2009
Tree Care Industry Association Conference and Trade Show
Baltimore, MD
Contact: 1-800-733-2622; cyr@tcia.org; www.tcia.org

January 3-4, 2010
2010 Western Annual Meeting and Trade Show
Western Nursery and Landscape Association
Overland Park Convention Center, Overland Park, KS
Contact: info@wnla.org; www.wnla.org

February 7-11, 2010
Winter Management Conference 2010
Tree Care Industry Association
Big Island of Hawaii, HI
Contact: 1-800-733-2622; cyr@tcia.org; www.tcia.org

* Indicates that TCIA staff will be in attendance
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AlturnaMATS marks 15th anniversary

AlturnaMATS Inc. began in the garage of its previous owner, Jim Aaron, in Titusville, Florida, at the beginning of 1994. From his garage, the business moved to a warehouse building on West Central Avenue in Titusville.

Then, with orders rolling in and the continuing growth of the company, AlturnaMATS moved in 2003 to the Titusville Opportunity Park. With retirement on the minds of Jim Aaron and his wife, AlturnaMATS was sold to Michael Gierlach in 2006.

In 2009, AlturnaMATS is celebrating its 15th year in business and Gierlach is happy to report that the business continues to grow in domestic and international areas.

Vermeer acquires remaining stake in Wildcat

Vermeer Corporation has acquired the remaining ownership interest in Wildcat Mfg. Co. Incorporated located in Freeman, South Dakota. In 2007, Vermeer purchased an initial stake in the manufacturer of trommel screens and compost turners. The acquisition will allow Vermeer to continue to grow its lineup of solutions for wood-waste recycling and composting customers. The Wildcat manufacturing and support staff will remain located in Freeman.

Bartlett opens new locations in Georgia, Minnesota

Bartlett Tree Experts established new offices in two locations this spring. Bartlett added these offices after the acquisition of Empire Tree and Turf in Augusta, Georgia, and Top Notch Treecare in Plymouth, Minnesota. The company now has nearly 100 offices in 27 U.S. states as well as Canada, Great Britain and Ireland.

The addition of a location in Augusta complements the company’s two existing Georgia offices in Savannah and Tucker, outside of Atlanta. Minnesota is a completely new market for Bartlett. Staff from both acquired companies will be joining Bartlett to provide seamless service to customers and help ensure a smooth transition.

“We continue to have success in new areas because we have a strong business model that works whether you’re in the Northeast, the Midwest or even Ireland,” said Robert A. Bartlett Jr., chairman of Bartlett Tree Experts. “In terms of acquisitions, that means selecting only those firms that can be best integrated into our culture.”

According to Greg Daniels, president of Bartlett Tree Experts, the company has also strengthened their presence in existing service areas through acquisitions in the Northeast and Canada.

“Now is a vital time to be looking for creative ways to grow,” said Daniels. “Expanding into new areas, offering different services and implementing technology to better serve customers are just a few of the ways we’re doing that.”

Arbor Masters Tree Care joins HMI network

Arbor Masters Tree Care Company of Shawnee, Kansas, has joined Horticultural Asset Management, Inc.’s Authorized Member (AM) Network. HMI provides property owners, insurers and others with inspections, replacement cost calculations and a full suite of claims support services for trees and shrubs. HMI has established a national network of arborists and professional tree care companies to support these products and services.

“We have worked with HMI on many insurance claims and we are very impressed with the software they have developed to document tree inventories,” said Ron Keith, CEO of Arbor Masters. “In addition to offering the tree care industry exciting new revenue streams, HMI enables us to provide our clients with invaluable data for establishing the value and importance of a healthy landscape.”

“HMI’s Authorized Member Network is a critical component of our comprehensive plan to support a wide range of important products and services that we provide our clients,” said Doug Malawsky, HMI executive vice president and COO. “We are thrilled to add the Arbor Masters team of certified arborists and expert tree service personnel to our network.”
The Massachusetts Arborists Association (MAA) celebrated Arbor Day with their 30th annual volunteer project at Minute Man National Historical Park in Concord, Mass., on May 1. More than 175 MAA members pruned, planted, fertilized and removed an array of mature shade trees throughout one of Massachusetts’ most historically significant sites.

The value of the tree care service provided by the MAA volunteers was estimated to be about $250,000. Mike Lueders, MCA, MCLP of Lueders Tree & Landscape Co., Inc. in Medfield, Mass., served as chairman of the MAA’s 2009 Arbor Day committee. He was assisted by committee co-chair Dick Stoner, MCA of Stoner Trees & Shrubs in Sherborn, Mass., and other MAA leaders.

“We can’t thank the MAA volunteers enough for their generous contribution of time and expertise,” said Nancy Nelson of the National Park Service. “The arborists’ effort at Minute Man brings much needed awareness to the importance of professional tree care. In one day, they accomplished what it would have taken us more than a decade to complete. They clearly demonstrated the organization’s commitment to environmental stewardship.”

Minute Man National Historical Park preserves and interprets significant historic sites, structures and landscapes where the American Revolution began on April 19, 1775. Today, the park is a global symbol of humanity’s universal struggle for liberty. This year is the park’s 50th Anniversary. The 1038-acre park includes the North

(Continued on page 22)

Volunteers Donate Time and Expertise to Celebrate Arbor Day

2009 MAA Arbor Day
Volunteer Companies
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- Cambridge Landscape Co.
- Cedar Lawn Tree Service, Inc.*
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- CII Youth Build Lowell
- Davey Tree Expert Co.*
- Dept. of Natural Resources Conservation
- Eagle Eye Institute
- Ferreira, Douglas
- G. Bourne Knowles & Co., Inc.*
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- McBride Tree Service
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- Paul E. West Crane Svc.
- Phil Mastroianni Corp.
- Richard Hunt Landscape Co.
- Stoner Trees & Shrubs
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- The Green Co. at Kings’ Way
- Town of Framingham-DPW
- Tree Specialists, Inc.*
- Tree Tech, Inc.*
- Twisted Oaks Tree Service
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- Vermeer Northeast*
- Waverly Landscape Associates
- Youth Build Fall River
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**Echo CS-600P chain saw**

Echo’s CS-600P chain saw features a “Performance Cutting System,” consisting of a professional-quality bar and high-performance chain, a 59.8 cc high-performance, 2-stroke Power Boost Vortex engine, a heavy-duty easy-access air filter, a decompression valve, a dual post chain-brake handle, a side access chain tensioner, a clutch-driven oiler, and a computerized ignition advance for automatic engine timing adjustments. Designed for professionals, the CS-600P comes standard with a 24-inch bar and chain with optional 20-inch and 27-inch lengths also available. The saw weighs 13 pounds (without bar and chain) and has a fuel capacity of 19.1 fluid ounces and an oil capacity of 10.1 fluid ounces. Contact ECHO Incorporated at 1-800-432-ECHO or via www.echo-usa.com.

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**Fred Marvin “Bull” pruner**

Fred Marvin’s new PH5 pruner head, otherwise known as the “Bull,” features a 1¾-inch cut, a single pulley and reinforced, replaceable parts. The PH5 is lightweight, only 7 ounces more than the original Marvin PH4 head. The slim design permits access to many areas not reached by more bulky pruners, and the cutting blade is made of high-grade steel to permit it to be resharpened several times. The QCB (pictured) is the same PH5/Bull with a “quick change” adapter and duel pulley system. Contact Fred Marvin at 1-800-540-6680 or via www.pruner.com.

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**Guardair HydroForce Power Wash Gun**

Guardair Corporation’s new HydroForce power wash gun combines the forces of compressed air and water resulting in a turbulent air/water jet stream perfect for heavy-duty cleaning. Designed to operate on compressed air supplied by either an in-plant or 185 tow-behind compressor, and standard municipal utility water, the HydroForce requires no external electric or gasoline powered pressure unit or power package. Both hot and cold water capable, the HydroForce has no duty-cycle limitations. Lightweight and portable, the unit features one-trigger operation, a 48-inch, stainless-steel extension, adjustable auxiliary handle and a water shutoff valve for optional use of compressed-air only for drying. Producing over 13 pounds of cleaning power, the HydroForce is designed for heavy duty industrial and construction cleaning needs. It meets or exceeds OSHA standards. Contact Guardair via www.guardaircorp.com.

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**MAA**

*(Continued from page 21)*

Bridge, site of “the shot heard round the world,” the Minute Man statue, and the first four miles of the Battle Road. The park also preserves The Wayside, where 19th-century authors kept the spirit of the Revolution alive by contributing to the creation of a uniquely American literature. The five-mile Battle Road Trail connects many park sites.

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**Kong Back-Up fall arrester**

Kong’s new Back-Up fall arrester available from U.S. Rigging is safe and simple to use with only one hand. It follows the climber/operator in both directions and stops possible falling. By shifting the special button on the lock mode, the Back-Up can be used as a positioning device or a normal locking device. Back-Up is designed and built to comply with the strongest stress tests and eliminate the shocking effects on ropes caused by traditional self-locking rope grabs with toothed cams. Made of stainless steel and light alloy, it weighs 205 grams (without connector). Contact U.S. Rigging at 1-800-624-1116 or via www.usrigging.com.

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**Bandit Quick-Change Rotary Drum**

The simple rotary drum chipper has been a fixture in the utility line maintenance and tree maintenance industry for more than half a century, and the basic design of these drums has not changed in nearly 25 years. Bandit’s new rotary drum design cuts knife changing time in half, makes it easier to set the knife to the anvil, and easy to remove the shaft of the drum should the need arise. Introducing, the new Quick-Change Rotary Drum chipper from Bandit (patent applied for). Knife maintenance is one of the most important items on these dependable chippers. The need to remove the shaft from the drum is not a common occurrence, but when the need does arise, the old-style shafts on conventional drums can be very difficult to remove. Oftentimes the shaft must be cut from the drum, ruining both components. Removing the shaft from the rotor in the Quick-Change System is simple and can be easily completed without damaging the rotor. Bandit offers two different styles of rotary drum chippers, including 12-inch and 16-inch long drums. Contact Bandit Industries, Inc. via www.banditchippers.com or 1-800-952-0178.

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The use of mobile, truck-mounted cranes for tree work has increased dramatically in recent years. Accidents while using mobile cranes for tree work have also increased. This article will focus on safe work practices while using a mobile crane for removing trees.

The following is a quote from a website found while doing research for this article: “Mobile cranes are responsible for the most accidents, injuries and fatalities of all the crane types.”

Please note that this statement is from all mobile crane use, not just tree removal.

The most practical place to start is with the ANSI Z133.1-2006 safety standard and what it states about safety and mobile crane operations.

5.7.9.2 – The qualified crane operator and the person responsible for the work to be performed shall meet prior to the work to review the procedures to be followed. If the work involves a signal person and/or arborist being lifted, these persons shall participate in the review as well. A job briefing shall be done before any work begins, in accordance with subsection 3.1.4.  
3.1.4 – “A job briefing shall be performed by the qualified arborist in charge before the start of each job. The briefing shall be communicated to all affected workers.”

These statements are telling us a thorough job briefing shall be done with the entire team and the crane operator. Details to include are: crane hand signals, who is going to climb and cut, does a co-worker need to set chokers for the climber, where to set the mobile equipment (truck/chipper, aerial lift, crane), landing zone, staging area for logs, who is bucking, chip dump site, vehicular and pedestrian traffic control and ground worker safety (don’t stand beneath a suspended load).

3.3.1 – “Emergency phone numbers shall be available when and where arboricultural operations are being carried out. Arborists and other workers on the jobsite shall be instructed as to the specific location of such information.”

All team members shall know the “Emergency Plan.”

5.2.7 – “The operator shall ensure adequate clearance exists and give warning prior to lowering outriggers. Pads shall be placed under outrigger feet when they are needed to ensure stable footing.”
Pads or cribbing shall be used to protect surfaces from outrigger damage.

5.7.3 – “Operators of hoisting equipment shall maintain a minimum approach distance from energized conductors in accordance with table 1 or 2, as applicable. A spotter shall be used when work is being performed in proximity to electrical conductors. Personnel assigned to work in proximity to the tree removal shall be trained and follow guidelines for electrical hazards (section 4, Electrical Hazards).”

Keep all crane parts a minimum of 10 feet away from energized lines.

5.7.7 – “Tree sections shall be rigged to minimize shock loading. Shock loading shall be avoided, and free fall is prohibited. A green weight log chart shall be available to the crew.”

5.7.8 – “Riding the load line of a crane while it is under tension shall be prohibited, except for the circumstances outlined in subsection 5.7.9.11.”

5.7.9 – “A qualified arborist may be hoisted into position utilizing a crane if the arborist is tied with an arborist climbing line and arborist harness, and secured to a designated anchor point on the boom line or crane.”

5.7.9.11 – “The qualified arborist shall be detached from the crane any time it comes under load tension.”

EXCEPTION

“When it has been determined that all reasonable possible alternate methods are inaccessible and attachment to the subject tree would create a greater safety risk due to its hazardous condition, the qualified crane operator and the qualified arborist shall allow the qualified arborist to remain attached to the crane when it is under load. Possible alternate methods include, but are not limited to; (a) the qualified arborist securing to the tree and detaching from the crane before it comes under load; (b) using a second crane; (c) using an aerial lift device; (d) using an adjacent tree.”

5.7.9.12 – “When the qualified arborist is attached to the crane while it is under load, the total weight shall not exceed 50 percent of the load capacity for the radius and current configuration of the crane.”

NOTE: It is highly recommended that the qualified arborist descend to the ground as soon as it is safe to do so after the cut has been completed.

Once at the jobsite

Crane hand signals must be incorporated into the job briefing. Go over the crane hand signals with all teammates and the crane operator. Designate a “main signal ground person” and determine if any “blind” lifts are going to be made. If the crane operator cannot see the arborist making the cut, it is a blind lift. Either a signal person or radio communications shall be used in all blind lifts. Any wood that is not to be chipped shall have a staging area that is clear of all crane and other wood disposal operations.

Hoisting personnel

Hoisting personnel from the load line or ball is a controversial issue. Mark Adams wrote an article about hoisting personnel in the March 2007 issue of TCI Magazine (visit tcia.org, under Publications). Please refer to that article for further clarification. The personnel hoisting method we use is safe and doesn’t interfere with the hook or ball. The components are: a 17-ton, screw-pin shackle, a 2-foot ring & ring friction saver, and a steel, double-auto-locking carabiner. (See Figure 1)

In Figure 2, you can see the hoisting rig does not interfere with the hook or ball. The FS rings are positioned beneath the center line of the ball to prevent the climbing line from rubbing on the ball and getting abraded.

Sling identification data

All slings shall have the following data indelibly marked on them: (a) rope manufacturer and the date of manufacture; (b) rope fiber, diameter and length of sling; (c) average breaking strength in pounds and kilograms; (d) safe working loads (SWL) in pounds and kilograms (KGs) in vertical, choked, and basket configurations.

Critical lifts

In some states, a critical lift form must be filled out any time a critical lift is done. Check with your state authorities. A critical lift includes the following: (a) load exceeds 75 percent of the crane’s current radius and configuration; (b) lifts over or near energized lines; (c) hoisting personnel or a man cage; (d) blind lifts; (e) lifts over an operating facility or residence; (f) utilizing special hoisting or rigging equipment; (g) two or more cranes simultaneously hoisting the same load.

How many times do we hoist loads that weigh more than 75 percent of the
crane’s capacity, hoist personnel or a man cage, do blind lifts, and use special rigging gear such as synthetic eye slings or spider legs? These are all considered critical lifts and must be done with caution and communicated to all teammates.

Sling angles
Sling angles have a direct and oftentimes dramatic effect on the rated capacity of a sling. This angle, which is measured between a horizontal line and the sling tie-off, may apply to a single-leg sling in an angled, vertical or basket hitch, or to a multi-sling spider leg system. Any time pull is exerted at an angle on a leg, the tension or stress on each leg is increased. To illustrate, each sling leg in a vertical basket hitch absorbs 500 pounds of stress from a 1,000 pound load. The same load, when lifted in a 60-degree basket hitch, exerts 577 pounds of tension on each leg. (See figure 3)

It is critical therefore, that rated capacities be reduced to account for sling angles. Angles less than 45 degrees are not recommended, and those below 30 degrees should be avoided whenever possible. Use the formula and chart shown to calculate the reduction in rated capacities caused by various sling angles. (See Figure 4.)

Sling hitch rated capacities
Every lift uses one of three hitches: vertical, choker or basket. (See figure 5)

Choke angle rating
If a load is hanging free, the normal choke angle is approximately 135 degrees. If the choke angle is less than 135 degrees, an adjustment in the sling’s rated capacity must be made. Choker hitches at angles greater than 135 degrees are not recommended, since they are unstable. Extreme care should be taken to determine the angle of choke as accurately as possible. (See figure 6)

In controlled tests where the angle was less than 120 degrees, the sling body always failed at the point of choke when pulled to destruction. Allowance for this phenomenon must be made any time a choker hitch is used to shift, turn or control a load, or when the pull is against the choke in a multi-leg lift.

Wire rope
Wire rope chokers have been the sling of choice in the past. One of the challenges using wire rope chokers is where to place the choker to minimize shock once the limb is cut. Using two or more wire rope chokers to try and “balance” a limb is challenging due to the fixed length of the chokers.

There are two ways to set an eye-&-eye wire rope choker. The most common is to take the choker off the hook and put one eye through the other to form a “choke.” The other method is to use an appropriate-size screw-pin anchor shackle in one eye to use as the “choke.” This way, the eye on the hook stays attached, and the screw pin shackle is unthreaded, installed around the

Figure 5 – Every lift uses one of three hitches: vertical, choker or basket.
When wire rope slings are in a "choker hitch," and the angle of choke is less than 120°, the capacity must be reduced.

<table>
<thead>
<tr>
<th>Angle of Choke</th>
<th>Rated Capacity</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 120°</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>90-120°</td>
<td>87%</td>
<td></td>
</tr>
<tr>
<td>60-89°</td>
<td>74%</td>
<td></td>
</tr>
<tr>
<td>30-59°</td>
<td>62%</td>
<td></td>
</tr>
<tr>
<td>0-29°</td>
<td>49%</td>
<td></td>
</tr>
</tbody>
</table>

*Percent of the slings rated capacity in a "choker hitch".*

**NOTE:** This applies to both wire and synthetic rope.

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Figure 6 – Extreme care should be taken to determine the angle of choke as accurately as possible.

Figure 7 – The leg of the wire rope choker runs inside the “bow” of the shackle.

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The leg of the choker and rethreaded. This method is safer due to the fact that the choker eye on the hook doesn’t have to be removed and replaced each cut, and the hook “gate” can be pinned closed.

One important factor to remember is, the choker eye must be set in the shackle pin to prevent the pin from unthreading during tensioning. (See Figure 7)

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**Synthetic webbing slings and rope**

Synthetic webbing slings have been used in crane work due to their light weight and ease of use. They don’t kink like wire rope and seem to cinch better on wood. Their limitation is the fixed length as well.

Enter “synthetic spliced eye-slings.” They have a fixed, spliced eye on one end only. (See Figure 2, in the “bow” of the screw-pin shackle attached to the hook). The other end is used for a tie-off. The lengths we have are 20 foot, 30 foot and 36 foot. They are constructed of a polyester hollow braid, i.e. Tenex, Yalex, Nerex in a 5/8-inch diameter. For working in close proximity to energized lines, we also have some spliced eye-slings constructed of Dyneema SK60, a high-strength, low-weight exotic rope fiber that is dielectric. These spliced eye-slings have an average breaking strength of 27,000 pounds in ½-inch diameter and 40,000 pounds in ¾-inch diameter, as opposed to 12,000 pounds and 18,000 pounds, respectively, in polyester hollow braid.

The benefit of using these slings is the unlimited length adjustment. The sling may be tied at any spot along the length, making it ideal for “balancing” limbs.

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**Knots**

The knot, or hitch, of choice in crane work is the cow hitch. The cow hitch has two turns of rope on the wood and is easily untied after loading. The limitation of the cow hitch is that it needs enough rope to go around the limb or log twice. If the rope isn’t long enough to go around twice, a timber hitch will work. We, at The Care of Trees, have been adding one more turn at the throat to increase knot efficiency, in addition to the recommended five tucks. We named this knot “the better timber hitch.”

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**Notches**

In certain situations, a notch cut is advis-
able to prevent the choker from sliding off the wood. If there isn’t a stub or flare to place the choker beneath, the possibility of the choker sliding off exists. In Figure 7 you can see a notch cut for the choker to fit into to keep it from sliding up and off the log.

Cuts

As a rule of thumb, use a cut that will shock load the crane the least. In most cases, with lateral limbs, this will be a straight slicing cut. Other situations may dictate a notch and back cut, or a step cut, depending on what the outcome is.

Conclusion

A crane removal is arguably the most complex operation you’ll run into in tree care. There are many variables in play, and the stakes are high. This article only scratches the surface of what one needs to know. When you plan that next crane job, make sure you invest enough time and resources for planning and preparation.

Norm Hall, CTSP, is also an ISA Certified Arborist and Tree Worker, and a regional trainer for The Care of Trees in Wheeling, Illinois. This article was excerpted from his presentation on the same subject at TCI EXPO 2008 in Milwaukee.
Kudos for Guide for Plant Appraisal column

Many kudos to “Scope of 10th Guide for Plant Appraisal” in your May 2009 edition of Tree Care Industry Magazine. In my opinion, it is one of the best Council Corner articles, which have been appearing for many years now.

I know what CTLA (Council of Tree and Landscape Appraisers) is going through in this tedious process, as I sat at that table for 13 years before resigning in 2007. It is very demanding work, even more so now due to more complexities in the plant appraisal industry.

The writing process has to be somewhat secretive, to the dismay of some, because it will not become authoritative until it is reviewed, edited and published. We need to follow the 9th until then. It does not take a rocket scientist to know that this will be the 10th time The Guide has been “improved,” and everyone knows that it will not be the last edition.

The article mentions value and/or cost several times, and we know that cost may not equal value. However, depending on the assignment, cost may equal value.

I do have a problem with two of the examples explained regarding replacement and reproduction cost. They both state, “When subtracting accrued depreciation from cost new, the estimate becomes a depreciated replacement (or reproduction) cost.” It should read that the cost (not estimate) becomes depreciated replacement or reproduction value (not cost).

I am delighted that there will be peer reviewers outside of the green industry. Before I left CTLA, I submitted the names of three lawyers who expressed interest in reviewing the document.

It sure sounds as if the 10th will be a big improvement over the 9th.

Lew Bloch, RCA, licensed landscape architect, author of Tree Law Cases in the USA
Potomac, Maryland

News Brief

Man gets life term in fatal hit-and-run of tree worker

A San Antonio, Texas, man found guilty of murder for plowing a stolen truck into a tree worker was sentenced May 8, 2009, to life in prison. Roger Ramirez, 45, denied the charges during a jury trial in April, according to the San Antonio News Express.

During closing arguments for the hearing, defense attorney Libby Wiedermann acknowledged that it was a “terrible, horrible accident” that killed the 59-year-old Ryan Stephens, a business owner who was struck as he prepared to trim trees with his crew one morning in November 2006.

Authorities linked Ramirez to an abandoned Dodge Ram found blocks away from the accident scene after his DNA profile matched saliva found on the vehicle's deployed driver’s side air bag.
Brit killed in gardening accident

A Llanbedrog, Wales, United Kingdom, gardener (landscaper) died April 3, 2009, after being hit on the head by a swinging branch in his own backyard a day earlier.

Michael Demynn, 69, was trimming a tree with two friends when a branch held back by rope suddenly broke free and struck him, according to the Daily Post of North Wales.

The impact caused a massive brain injury and he was rushed by ambulance to a hospital. Doctors were unable to help the former mechanical engineer, and he died.

Demynn worked as a gardener and also helped fix machinery.

Man suffers seizure, dies trimming tree

A 58-year-old man apparently had a seizure and died while 30 feet up in a tree he was trimming April 5, 2009, in Evans, New York.

Timothy E. Krzos had been working on a tree at a friend’s home, but ended up unconscious, wedged between two branches in the tree. Witnesses told police he climbed the tree and was cutting branches, when he told friends below that he was feeling dizzy and was going to climb down, according to The Buffalo News. While on his descent, witnesses told police, he had a seizure.

Firefighters were able to reach Krzos with their ladder truck and then lower him to the ground. He was pronounced dead at the scene.

Woman killed by felled tree

A man in Sandusky County, Ohio, was cutting a tree that had fallen and was leaning against another standing tree April 9, 2009, when the cut tree fell, striking and killing his wife. As the tree began to fall, he told his wife to run, but the tree tumbled right onto Cynthia Myers, killing her, according to WTVC-TV in Toledo.

Man crushed, injured under tree

A tree care company owner was critically injured after being crushed by a tree he was cutting in Richmond, Indiana April 8, 2009.

Brian Coates, 45, owner of Pikes Peak Tree Trimming & Removal, and another worker had been taking down trees in a lot. A tree they were taking down, estimated at 2 feet in diameter, apparently fell in a direction they weren’t expecting, in a spiraling motion, according to a witness quoted in the Palladium-Item.

Three men pulled the tree off Coates, who suffered fractures of his left leg and pelvis. He was in critical condition at Miami Valley Hospital in Dayton, Ohio, following the accident.

Woman killed by felled tree

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Cut tree limb strikes, injures man

A 69-year-old man was injured April 10, 2009, when a large tree limb fell from a tree he was taking down in eastern Hillsborough County, Florida, striking him. The man’s wife was with him, and called for help after she tried in vain to move the tree limb.

The first paramedics at the scene found the seriously injured man trapped under the limb and pulled him out from under it, according to the Tampa Tribune.

The man had apparently climbed a ladder to remove the limb, but didn’t like how it was going to fall. After he climbed down to move the ladder, the limb fell on him.

Man crushed by palm fronds, dies

Erasmo Corrales, 36, was killed April 11, 2009, while trimming a palm tree at a home in central Phoenix, Arizona. Corrales had been cutting palm fronds from the tree when a ring of fronds collapsed on top of him. The weight of the fronds apparently suffocated the victim, who was pronounced dead at the scene, according to ABC15.com.

A chain saw was also knocked out of Corrales’ hands, cutting his leg.

Two other workers who had been on the ground reportedly climbed the tree to help Corrales and when firefighters arrived, the (Continued on page 35)
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Survey Results

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<th>TABLE 1: RECORDABLE ACCIDENT RATES</th>
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| Rate of recordable accidents in a 12-month period (per 100 employees)

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<th>TABLE 2: LOST WORKDAY ILLNESS &amp; INJURY RATES IN MEMBER COMPANIES</th>
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| Rate of lost-time accidents in a 12-month period (per 100 employees)

NEW - TCIA member companies with CTSPs on staff are eligible to be considered for workers’ comp coverage under the new ArborMAX insurance program.

The results are in.
TCIA Member companies with employees enrolled in the Certified Treecare Safety Professional program are ten times less likely to experience a lost workday incident compared with members that do not have a CTSP on staff.

Additionally, members with employees enrolled in the CTSP program are nearly four times less likely to experience a recordable accident (one that requires medical attention beyond treatment in the field) than members without a CTSP on staff. The numbers don’t lie... safety-conscious tree care companies that get involved with the CTSP program experience fewer accidents, fewer injuries, and less lost time.

- PERIOD.

Upcoming 2009 Workshops

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<td>Providence, Rhode Island at ISA Annual Conference</td>
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Call 1-800-733-2622 to begin building your company’s safety culture today!
By Rebecca Fater

All it takes is one phone call to Nevic Donnelly’s business in Austin, Texas, to get a sense of this arborist’s outlook on life. “They Might Be Monkeys!” announces the staffer on the other end in a cheery voice. “How may I help you?”

Life – and work – should be fun, and that’s pretty much how Donnelly ended up where he is today. As a child, he and his family spent lots of time outdoors, camping every other weekend and climbing trees. As a youth, his father and grandfather – both forestry workers as young men – steered him in the direction of forestry work in the southern California mountains, which Donnelly adapted to quickly and took that experience with him when he moved to Texas and landed a job running a tree crew.

“It fit me,” says Donnelly, now 36. “It’s been a career I enjoy and have been able to grow in, and it will probably be a job I’ll be doing until I die.” He stops and laughs, realizing his inadvertent death sentence, and corrects himself. “I’ll grow to a ripe old age doing it, and peacefully retire.”

The name of his company is the next clue: They Might Be Monkeys! Texas Tree & Land Co. The unusual, smile-inducing name sprang from the mouth of his daughter years ago when she visited him on the job, surprised to see her daddy swing down from a tree to see her.

“Daddy, do you think you’re a monkey or something?” Donnelly still recalls her asking. “Well, I might be,” he told her.

The line stuck in his head, and three years later when he opened the doors of his own business he called up his daughter’s quip. Sure, the name is silly, he acknowledges. But after 10 years doing quality work in Austin, They Might Be Monkeys! has earned its respect.

“I like to think, ‘silly name, serious arboriculture,’” says Donnelly. “There was a time I thought about changing the name of the company, because I thought, well, it’s just not serious enough. We’ve moved from being strictly a pruning company into more serious arboriculture, working with preservation and the individual health of specimen trees. But there was basically a public outcry that I shouldn’t (change the name), from customers, friends and colleagues,” Donnelly says.

The quirkiness of the name is also memorable. “People remember the name,” he adds. “Every other tree company in Austin is ‘Austin Professional Tree this,’ or ‘Austin Tree that.’”

But a smile and an upbeat attitude is only half the story at They Might Be Monkeys! Fun aside, Donnelly loves working with trees, from pruning to preservation and education of the greater Austin community about all things related to arboriculture. The company also opened an arborist supply store this year, featuring climbing and safety gear. Always focused on improving his business, he turned to TCIA’s Accreditation program to make sure They Might Be Monkeys! was the best it can be.
“One of the reasons we wanted to do it was to help us streamline the business end of the business – behind the desk,” he says. “Keith (Babberney, vice president) and I love trees, but neither of us are trained businessmen.”

It took the company about six months to complete the paperwork and determine that their policies and practices lined up with TCIA requirements. Their bookkeeper – “who has doubled as our den mother,” Donnelly jokes – helped the team compile records and information.

“We were already right there as far as work practices, safety and all that,” he says. “It was a multi-step process and it took some time,” adds Babberney. “Sometimes, when you’re in the business as long as we’ve been in it, it’s just one more certification. We are in this job because we enjoy the work, but neither of us is a business man. The (Accreditation) process put us in a position to feel that this business is in order. It’s just been a good resource.”

The TCIA Accreditation auditor arrived in September to observe the crew on the job.

“It went really smoothly,” recalls Donnelly. “(The auditor) told me we finished in the top 10 percent, which to me feels good. He said, ‘Keep doing what you’re doing.’”

After earning Accreditation, Donnelly received congratulations from other tree care companies and colleagues, though he is unsure how much the Accreditation status will resonate with the general consumer.

“I honestly have to say we didn’t really do the Accreditation… to give us a competitive edge in the marketplace,” Donnelly says, adding that They Might Be Monkeys! is one of five businesses in Texas with TCIA Accreditation, two of which are national companies. “I think the awareness of TCIA and their programs in central Texas is primarily limited to the business people.”

But while consumers may not yet necessarily respond directly to the TCIA Accreditation symbol on his Web site, Donnelly believes his effort to improve his own company – and set the example for others – is just as valuable.

“We need programs like TCIA Accreditation,” he says. “I wanted to do what I could to help raise the bar. The more companies that we have that go through this process, the more good companies we will have out there doing the right kind of work.”
You have worked for years to establish your own business. You have carefully laid out your own targets and professional goals. You have tried to groom your workforce to represent your standards of performance and quality to your customers. You’ve struggled to retain your current customer base and develop new ones. You want to succeed. You deserve that!

Key: Your employees

You have every right to expect success in your future. The key is your employees. They are the ones who represent you in the field of daily performance. They must be an extension of all that you believe and want to deliver to your customers – thus, promoting your reputation and building your base. Does it all come down to your ability to motivate them?

Bust the myth of traditional “motivation”

Let’s take a hard and honest look at traditional motivation. It seems some of the most popular presentations at conferences and conventions always include motivational speakers. These are the folks who really get the room going, charging up all the attendees with high levels of energy and chants of “We’re going to reach the goal!” or “We’re going to win!” – rivaling any good half-time coach’s revelry to get the troops going. We buy their tapes, workbooks, texts, DVDs and listen to them in the car for the next year.

The messages these gifted speakers present are valuable and exciting. They certainly get us psyched to achieve. However, there is a myth that must be “busted.” The myth is: “one person can motivate another.” This is flat out not true. One person cannot motivate another. All the university research in the world supports this premise. (Actually, the only exception is motivation resulting from fear or threat, which is highly resented and short-lived.)

The research clearly points out that we can only motivate ourselves. We cannot motivate others. We can only motivate ourselves. This is the truth.

How do we apply this to our business?

So, how does this affect us as business owners and leaders of employees? If, in fact, we cannot motivate our own people – and if, in fact, they can only motivate themselves – what is our real purpose as owners, leaders, managers and supervisors of our crews and employees? We have poured our sweat and blood into our businesses for years. We have grown these businesses to the point where we have no choice but to rely on our employees to do what we need to them to do. They are representing our values and standards of quality to our customers in the same way that we would if we had the time to actually do the physical work at each of our customer’s homes and business locations ourselves. If we can’t motivate them, then what is our purpose? The answer to the question “what is our actual role?” is clear. If people can only motivate themselves, and we cannot motivate others, then our purpose as a business owner and leader of others is to create an environment where individuals “self-motivate.”

Creating an environment of self-motivation

Creating an environment conducive to self-motivation is not difficult. It does not require a management “Einstein,” advanced degrees in psychology, or special skills in human performance. It just requires an understanding of what makes up such an environment, along with a willingness on our part to put into practice...
those critical and essential elements so our people will want to “self-motivate.”

**Supportive research – what employees really want**

Exploring this deeper, I point to a fascinating study that was completed a few years ago by the prestigious Conference Executive Board of the Corporate Leadership Council. The results underscore the influence of a leader or business owner in influencing the willingness of employees to self-motivate and give their hearts. Let me summarize the findings as follows: Out of all the things that high-performing employees want from their employers (base pay, bonuses, shares/ownership, health insurance premiums, matching 401(k) plans, time off, vacations, flex time, etc.), nothing is more important to them than working for a boss who gives them a genuine sense of self-worth that they feel when they are actually on the job. This is further defined as job challenge, job responsibility, job growth, a sense of being appreciated, an ability to communicate job improvements, a sense of contribution to the work, etc. In summary, this suggests that high performance employees truly seek a boss who provides them with a “sense of making a difference.” This supersedes all the usual extrinsic factors that a job can provide and focuses right at the core of intrinsic factors that are usually overlooked by the traditional work environment.

**Hands & feet**

Now add this thought to the above: I am convinced that an employer can buy an employee’s hands and feet. This may be for minimum wage. It may be for $20 an hour. It may be $50,000 a year. But when it is all said and done, all you have are their hands and feet. This is not enough. Yes, hands and feet are essential to doing the tasks of the job – sharpening a chain saw, trimming the tree, operating the equipment, scouting for an estimate, completing the spreadsheet, etc. Yet, that is not enough.

**Heart & head**

Only having the employee’s hands and feet is a lose-lose situation. It can breed resentment, distrust and misunderstandings. What is missing is the “heart and head.” If we really want a win-win among our employees, we must not just buy their hands and feet, but earn their heart and head. Yes, this must be earned. Having a combination of hands and feet and heart and head will provide the sure-fire formula of success that we all need and deserve.

**Heart + Head = Environment of Self-Motivation**

Obtaining the heart and head requires the same type of formula of elements as establishing an environment of self-motivation. The same components are involved. There are specific behaviors that you can foster among your workers, crews and direct reports.

**Key: Influence of the owner/leader**

Too often we overlook or underestimate our own influence on our employees and their resultant attitude, which directly affects their performance. We minimize the impact that our actions and words have on them. A greater awareness of this impact, and a slight shift in our behavior, will reap huge dividends in earning their heart and head.

**Trust follows**

The classic goal is to earn the trust of our people. However, trust cannot be demanded or bought; it must be earned over time.

It is a result of consistent behavior that sends a message to our employees that they make a difference. Once again, the process of earning trust belongs in the same formula as establishing an environment of self-motivation.

**Followed by a sense of “self-worth and value”**

As we establish an environment of self-motivation, our employees will further develop a strong and solid sense of self-worth and value. This will translate into direct job responsiveness and performance, which is what we also desire.

**Requires a major paradigm shift in our approach**

Understanding our natural approach to our business and the way we traditionally treat our employees will need some adjustments – once we recognize the ways we change from a “hands and feet” business to a “heart and head” business, we can truly succeed.

John Parker Stewart is a specialist on human performance. This article was the subject of his presentation “The Real Bottom Line – True Employee Motivation,” at TCIA’s 2009 Winter Management Conference this past February in the Bahamas.
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Will OSHA reinvent itself in the Obama administration? Just how serious is OSHA becoming about enforcement? What does all of this mean to the tree care industry?

In the tight economy with federal budgetary priorities arguably residing elsewhere, the agency is freezing growth of a Bush-era compliance assistance program and completely scrapping an unsuccessful enforcement program to free up more resources for enforcement.

The compliance assistance program under scrutiny is known as the Voluntary Protection Program, or VPP. OSHA does not have to receive significantly more federal funding to ramp up inspections. All it has to do is shift money away from the “helpful” programs established during the Bush administration and toward enforcement.

In testimony before the House Subcommittee on Workforce Protections, acting OSHA administrator Jordan Barab said, “We need to better utilize the resources that we already have. In order to direct more of OSHA’s existing resources into enforcement and to provide time to address concerns in an upcoming GAO Report on the efficacy of OSHA’s VPP, I have informed the field staff that we will suspend the previous administration’s practice of establishing goals for new Voluntary Protection Program sites and Alliances.”

What other enhancements is OSHA planning for enforcement?

OSHA plans to work with the Justice Department on increasing prosecution of employers that repeatedly violate safety laws. Expect to see more prison sentences for owners and managers who repeatedly flaunt safety regulations.

Barab plans to replace the much-criticized Enhanced Enforcement Program (EEP) with a new Severe Violators Inspection Program. The EEP was slammed in a 46-page report from the Office of Inspector General, which said that OSHA failed to adequately identify and inspect major companies with repeat violations. What OIG auditors found is that for EEP-qualifying employers with fatalities, OSHA did not always properly identify and conduct cases. In fact, for 97 percent of sampled EEP qualifying cases, OSHA did not comply with EEP requirements for at least one of the following: designating EEP cases, inspections of related worksites, enhanced follow-up inspections, or enhanced settlement provisions.

Meanwhile, the Democratic majority in Congress is pushing legislation that seeks to increase OSHA fines and prison sentences for owners and managers in workplace fatality cases. Under the American Recovery and Reinvestment Act (ARRA), hundreds of billions of federal dollars will be spent on various infrastructure and industrial growth projects. OSHA will implement a multi-tiered enforcement program to assure worker protection on ARRA-related projects, thereby directing enforcement efforts to stimulus package-related projects as well as to industries in manufacturing that support those projects.

Tree worker safety can only be enhanced if OSHA adopts rules that are based upon industry-accepted safe practices. To that end, TCIA has recently received assurances that the federal OSHA initiative to adopt an arborist standard remains alive and well.

Change is inevitable. As OSHA changes, the companies that invest in safety and that understand OSHA compliance also stand to gain from more regulatory pressure being applied to their non-compliant counterparts.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.

OSHA plans to work with the Justice Department on increasing prosecution of employers that repeatedly violate safety laws. Expect to see more prison sentences for owners and managers who repeatedly flaunt safety regulations.
Depending on who you talk to or your source of news and opinion, this recession will last from two to perhaps 10 years. However, experts on all sides of the issue agree that all is not doom and gloom. The economy will continue to recover, albeit at what pace no one knows.

That said, pundits from the White House to the local chambers of commerce agree that as times change, businesses need to change along with them. Tree companies need to adjust to new markets and new purchasing models, and find new ways to make a buck, either with new areas of business or by simply adding capabilities to existing ones. Put another way, capitalism – the ability to find, get and keep business – will be the watchword for this next phase of the American economy. So, we need to think of this crisis as a mix of danger and opportunity.

What we want to talk about here is grapples, attachments and opportunity.

We always seem to be writing about trends: Trends in equipment, trends in buyer purchases or trends in new and innovative ways to adapt equipment for profitability. Grapples and attachments may incorporate all those trends.

Two trends in grapples and attachments seem to be occurring simultaneously.

First, the grapple and attachment are economical ways to make an existing tool carrier, such as an excavator, loader or skid steer, more versatile. Simultaneously, a wise business person will be looking at how that tool – grapple, fork, etc. – can do more and better work, bring in more and better jobs (sometimes larger ones, but also more numerous smaller ones, too.) The right attachment is a tool that increases productivity and/or reduces labor costs and overhead. That is the definition of an investment: a purchase that makes or preserves money.

One very good example would be the grapple that can load huge piles of brush, but also handles loading great volumes of larger material – trees and branches – into a chipper or grinder for quick conversion to mulch or starter material for biofuel. Or one that might get you the job no one else wants to – or can’t – handle. What might have taken a crew of three a half-hour or more, now takes about five minutes.

Second, we find that business owners are stepping out of their comfort zones and looking at attachments that broaden or redefine their businesses. For example, in the snow belt, when tree care slows down in the winter, snow clearing either for residential, commercial and even government
subcontract work starts to look attractive. That tool carrier you own is yours 24/7. If it sits idle for any reason, such as that you don’t have the tools to expand your horizons, you are missing out on two things – income potential and utilization of your capital. You own it, now use it!

Let’s look at some examples.

**Versatility**

With regard to versatility, reduced labor cost and return on investment, comes a specific example regarding grapples from Marcus Steigerwaldt, sales manager at Multitek. “The biggest thing for us in terms of trends has been the increasing popularity of tools like the Mark II rotating grapple winch skid-steer attachment,” he says. “We see that guys buy that piece so they can reduce payroll and related labor costs as well as keep overhead low so they can stay competitive.”

The Mark II features a 360-degree (either direction) rotating grapple that opens up to 60 inches, and it comes with a 9,000-, 12,000- or 15,000-pound winch system and a tree push bar. “Depending on the skid steer itself, the grapple can haul 20 to 30-foot long trees right out of the woods, whereas other attachments may require a crew to cut trees into pieces and haul those. Equipment like this represents a huge labor savings,” Steigerwaldt adds, “especially when you consider it can load brush into a chipper, which makes it very versatile.”

The second case revolves around broader application of attachments and comes from Dave Nelson, one of the owners of Loftness/US Attachments. Loftness makes tree cutters, flail mowers and mulching heads for chomping up trees using excavators, loaders or skid steers as the tool carrier. But it also provides a slew of other attachments, such as snow blowers and agricultural products such as rock pickers, crop shredders and even sod rollers/unrollers.

“Most of our heads (for tree care) are just for trees and branches, but it’s no secret that business has fallen off due to the economy. But it will definitely come back. For economies of scale, we sell more heads for excavators because owners want to get more use out their excavator, getting it to reach further and higher without having to move so often,” Nelson says. “The challenge now is to get cutting heads on increasingly smaller excavators (cost efficiency and versatility), even mini excavators, but only if the excavator has enough power to run the head.”

Another challenge will be to find ways to either catch or collect materials ground by cutting heads, he says. “There is definitely a use for that material on the ground if we can find a way (of developing or adapting an attachment) to harvest it efficiently and economically.”

Other attachments represent an opportunity to expand the arborist business, he says, such as a snow blower or even a rock picker. Though mostly for farming use,
perhaps there is an opportunity to work
with either farmers or land owners/developers to improve lots for the future or to
work with schools and municipalities, even large developers or gated communities, to employ the sod unroller for a golf course, football field or estate grounds.

Sometimes, specialty attachments are
the order of the day.

Ed Coulbourn, Jr. is president of Big
Beaver ReTREEver and inventor of a dif-
ferent tree removal system of the same
name. It is defined by a telescopic handler
featuring 360-degree rotation for a grapp-
le/cutter-head that is adapted solely for
the rotating telescoping boom of the high-
ly customized MRT loader, made by
Manitou of Italy. The MRT has added safety and hydraulic components for tree removal. The setup allows for the boom to reach the grapple up and out to grasp a tree and, holding it securely, sever the tree in sections, allowing the operator to safely bring or drop the tree or sections to the ground. It can trim and remove pieces to heights of almost 68 feet.

Coulbourn maintains the Big Beaver
ReTREEver allows for a crew of three men
to do the work of up to two bucket trucks
and their crew of 4-6 men each in many sit-
uations.

When asked if the grapple/attachment
market was moving toward productivity
and profitability, he replied “yes to both!”

“Essentially, what I see are two groups
of tree care guys with differing philoso-
phies. One group has embraced the 21st
Century, and these will be the leaders and
survivors in the future. These are the peo-
ple who continually will go with new
technologies, such as anything new a com-
pany like Bobcat or Vermeer will come out
with. They’re the risk takers,” Coulbourn
says. “The other is the guys with the truck
and ropes and maybe a used chipper. There
will always be a place for them, especially
if they are good,” he adds, “but there may
not be as many of them.”

He points to industrialization and com-
panies such as John Deere, which in
farming and to a lesser extent logging and
other industries, replaced man and mule
power. “The evolution takes time, but it
happens. The same is happening in this
industry.”

Machines such as his, Coulbourn main-
tains, will make life better and safer,
because “…you can work less and make
more money. You can see it in the growing
popularity of the crane. A traditional crane
is a huge improvement, but it can be some-
what limited because they are not reinforced for lateral torque; their strength
is in lift and takedown.”

A major point to consider with respect to
attachments, Coulbourn says, is their appli-
cation to other processes, for example,
using them to feed a tub grinder that pro-
duces mulch.

Stan Ogletree is a certified arborist and
founder and president of Beaver Squeezer
Grapple LLC. He says, “We have seen a
trend with mini skid-steer users toward smaller rotating grapples without power rotation. Opting for manual rotation gives the buyer a bit of a price point advantage yet versatility for use with smaller machines, which I’ve noticed is a trend in smaller cities.”

“In and around the Northeast Georgia area, I notice many guys are able to use small or average-size skid steers with turf tires to get those jobs others might not want to touch,” Ogletree says. “And even the bigger companies are looking to smaller machines with versatile grapples and attachments to help fill in to do the oddball stuff in and out of tight yards or for jobs you might not consider, like landscaping by moving boulders. You’d be impressed at the odd things a grapple can do.”

He notes that in the western U.S., the winch, often alone on a skid steer, is popular in tree care to get material up or down a hill. “We also offer the winch on large grapple attachments to allow guys to get in and out of areas people would not touch.
Not only does the winch help move material, it also means the operator can get the machine out of a tight spot,” Ogletree says. “Or, if you can’t get a loader to the site, pulleys, ropes and 100 feet of cable plus the grapple means you can get material out of pretty much anywhere.”

“Compact equipment can be the workhouse due to its versatility with attachments and its maneuverability and ability to access tight sites,” says Bryan Zent, marketing manager for Bobcat. “Grapples are great for a wide array of applications, such as clearing brush, logs or other waste materials. Another type of common grapple attachment is root grapples, which are heavy-duty attachments that clear roots, rocks and debris from the ground. The curved, skeletal teeth pick up material without driving into the ground, allowing dirt to fall between the teeth and stay in place, if required,” he notes.

And, as tool carriers, compact loaders can help contractors break into new markets and applications with the use of attachments. For a contractor who already owns a compact loader and is looking to diversify his or her business, it is as easy as purchasing or renting a new attachment that fits the job. Renting or purchasing attachments that can do the work is a smaller investment than buying new equipment.

Zent shared with us the following examples of attachments and tasks an arborist might take on with their use, in addition to their standard use of moving logs and brush:

► pallet fork attachment to move pallets of sod, paving stones, retaining blocks, rocks or sod to areas larger equipment can’t access or can’t move over, such as sidewalks made of paving stone that are already in place at a jobsite;
► tillers and soil conditioners to prepare ground for seeding;
► augers to drill holes for everything from fence posts to trees, deck footings and junction boxes for irrigation systems;
► tree spades or digger attachments for planting trees;
► rotary cutters, forestry cutters, stump grinder or chippers for land clearing;
► a trencher attachment for trenching for irrigation, drainage or electrical lines;
► a vibratory plow to place pipe and utility cable in the ground with minimal turf disturbance;
► a boring unit to install utilities under roots, sidewalks, driveways and other obstructions without having to damage them; and
► a breaker attachment for concrete removal.

“In this economy, customers or general contractors may be looking to cut overhead or reduce other spending, but still have work that needs to be completed. A tree care or landscaping company can fill these voids by being prepared to step in, even if it’s not work they typically perform. By offering additional services, a contractor stays on a jobsite longer, and eliminates the need for the general contractors or customers they work for to hire additional subcontractors. The ability to do more of the work on a jobsite makes a contractor more attractive than the competition,” he concludes.

Sometimes taking no action is the wrong thing to do. While your initial instinct might be to pull back on capital investments and promoting your business, acting counter-intuitively by exploring new ranges of business then investing in the kind of equipment that will get you that business and/or save you overhead might be the best way to grapple with this economic environment.
I recently realized the power of explaining clearly to homeowners, businesses and municipalities about indicators of a tree’s weaknesses and risks to help tree huggers and historic preservationists understand when actions must be taken. I have worked many years as a landscape consultant, extension agent and horticultural problem solver, but finally understand what’s been so helpful. This lesson is probably even more important during these tough economic times.

I had a job as a consultant for a nearby small city regarding two old maples, a job that showed me the value of answering “why?” and taking time to explain what’s happening. I met with a city employee who had already heard from various people regarding the maples, but he still had little if any clue what should be done. My observations pertain to both maples, although one of them was in worse condition than the other.

Decay in the trees was obvious. The employee showed me the amount of decay measured by another professional previously in one of the maples, but confessed that he didn’t know what all the information meant.

Decay measurements were from a huge lateral limb that grew over the corner of a historic brick building, and which had been cabled once before. But that old cable had disappeared and the cable bolt hole was now an open door being used by a bunch of bees flying in and out, indicating that they had living quarters inside the lateral. The other maple also had a hole up high around which some kind of insects were swarming, but I don’t believe that cabling had been done there. Ummm, do these holes and busy insects tell us something?

I pointed out these clues and explained in layman’s terms what this means. I compared this big lateral for which a decay study had been done to a giant’s drinking straw, waiting for heavy wind, ice or snow load to bring the big branch crashing down.

The employee told me that there was so much decay in the broken off top of maple No. 1 that he could stand in it. I’m sure that many of you professionals are shaking your heads or smiling by now. “Doesn’t this tell you something?” I thought to myself, while at the same time dreaming up a little cone-shaped hat that could be secured over this broken trunk top to keep out further moisture. But I realized that this old maple was beyond mitigation. So, I explained weakness from decay to the employee instead.

Clue number two (no priority intended) was the smaller-than-normal leaf size of both maples. I explained that a reduction in leaf size indicates tree weakness and could be the result of a long list of possibilities, including insufficient roots, injuries, inadequate water uptake, reduced natural sugar production, absence of sufficient air in compacted soil, and more. I explained all this, and about how progressive reduction in leaf size means that the afflicted tree will eventually starve, since the leaves are nature’s chlorophyll factories that conduct photosynthesis to produce natural sugars that are the tree’s food.

Previous root removal was obvious, especially on the maple with evidence of prior cabling. About a foot from the trunk on the opposite side of this maple’s “drinking straw lateral branch” was a 2- to 3-foot soil cut straight down to a lower grade, with a stone wall and then a sidewalk and street below. I didn’t find out when that cut was made, but, obviously, anchoring roots, feeder roots and loamy soil had been cut or removed.

There was a big lateral branch of this maple hanging over the walkway and street that had also been cabled at one time, but I guess that cable had fallen off. This limited root area was easy to explain. My little day dreaming created thoughts of a cradle built to support both risky lateral limbs on this maple, but I quickly knew that cradling was probably not worth the cost and would probably look ridiculous with the cone shaped hat on top of that trunk.

Continued dying of more and more branches on both maples told me that each afflicted tree had been unable to provide water and dissolved nutrients to those areas for whatever reason. I explained that removing dead branches as needed was good sanitation, but that wouldn’t solve the problem that was preventing the afflicted tree from absorbing, moving and distributing ample water and nutrients for all branches.

The area under one of the maple’s limbs served as a pedestrian walkway and bicycle parking lot, so compacted soil with limited pore space was likely. Other obvious problems were trunk strangulation caused by girdling roots at one maple’s base and leaf scorching showing as yellow or brown leaf edges.

By the time I’d seen all this, explained all to the city employee, and thought that we were finished, I noticed and then talked about all the “V” shaped limb and trunk intersections in one maple with unknown weeds growing there from the moisture collecting in the decayed crotches.

As I got back into my car, I recalled the last words of the famous poet Joyce Kilmer’s “Trees” that says “But only God can make a tree.” I thought, “But tree care professionals know what to say.”

John K. Arbogast is a landscape consultant in Roanoke, Virginia.
For a tree care company to operate efficiently and safely, a culture of safety must exist. But often the word “culture” is ill-defined, misinterpreted or ignored. This article will strive to define the word “culture” as it pertains to the term culture of safety. We will accomplish this by looking first at a workable definition of the word, then at three key aspects to developing a safety culture in your business.

Defining culture

The term culture is defined in most dictionaries as:

“the customs, arts, social institutions, and achievements of a particular nation, people, or other social group.”

This is a good start. For our purposes we will alter the dictionary definition thus:

“The customs, practices, achievements and institutions of a particular company.”

However, even this lacks an often overlooked piece of culture.

If we dig deeper into the dictionary, we find the origins of the word “culture.”

“Derived from the Latin word cultivate. In late Middle English the sense was [cultivation of the soil] and from this (early 16th cent.) arose [cultivation (of the mind, faculties, or manners)].”

This sense of the word is what we will focus on. Many companies feel that, to establish a safety culture, they need to simply set rules and procedures in place, then consistently enforce them. This approach falls short of the full potential of a true culture of safety.

The seed of a safety culture

Culture, by definition and function, must grow from within a company. Just as a seed is germinated in the soil before a new tree emerges from the forest floor, so too must a culture of safety start from a seed. That seed is empathy and caring. To simply lay down rules for the sake of following regulations ignores the very root of an effective and lasting culture. Genuine concern for the health and welfare of company employees is the best base to start from.

Yes, conforming to regulation is important, but it should not be the foundation.

To follow the seed metaphor a bit further, a safety culture needs to expand and grow along with the company and industry does. Yesterday’s practices often fall short in today’s world. Yesterday’s workers will develop and grow; so should the culture they work in.

Shared experiences

Workers often spend more waking hours with fellow team members that with their families. But how well do they really know one another? Certainly spending time together gives your work team a bond, but until they know each other outside of the work place it is difficult for some to develop the empathy and true caring that is the seed of a safety culture.

Managers and leaders should construct activities for team members to get together outside of traditional work situations. Company picnics, holiday parties and seasonal outings are all fine examples. These are the common suggestions, but don’t limit your creativity. Develop outside interaction programs that fit your company, region and team members’ interests.

Outside of work activities allow individual team members to see and interact with fellow workers on a different level. Just meeting somebody’s significant other and children can show new insight into a person’s attitudes, motivations and character.

This is not to say that everybody you meet at work should become your best friend. Yes, that is a possibility. Many people find work an important aspect of their social network. However, in life there are some people who get along fine, but work is the only common interest. The idea is not to invite each and every person you work with to a company picnic. The idea is to do something in an environment that allows you to get to know the other person.
with into your close, personal inner circle, but to make a connection. It is this connection that forms the seed and germinates a safety culture. This connection between people is also vital in the next two aspects we will discuss.

Leadership development

While good, consistent leadership development is important in many aspects of business, it is vital for an effective safety culture.

Rules and regulations can only work if followed. Hazards must be sought out and recognized before they can be mitigated. The practices and customs of the safety culture must be handed down from one “generation” of workers to the next. Policies and good intentions can only go so far. It is up to each and every individual to choose safety and act accordingly. In short, all team members need to be safety leaders.

Some people are born leaders. Their ability to get others to follow comes naturally and is effective. Others struggle in leadership positions and need coaching and development. To be a safety leader you do not need to have a group under you. In fact, most safety leaders have only one follower, themselves. But the attitudes and biases needed for a team member to keep herself or himself safe daily are the same ones needed when leading a large group. Personal connection to other workers develops empathy, if not a genuine liking. Decisions must be made constantly at the job site, hence the necessity for decision making skills. One hundred percent accountability for actions is a must. These and many others are leadership skills necessary to choose safety and act accordingly.

Develop your whole team as leaders. Let the ones with more drive and natural ability develop into managers with a strong backing in leadership skills. Grow your leaders from the inside; grow your safety culture along with them and not only will your company be safer, but also stronger overall.

Leadership is not about how far an individual leader can go, but how far a leader can take others. By encouraging leadership through and with internal growth, you will also achieve the third and final aspect and benefit of safety culture development.

Involvement through buy-in

It is a tongue-in-cheek philosophical maxim that your own ideas are the best! What is more accurate to say is that individuals are more likely to support an idea or system that they helped create.

Innately, we are proud of our accomplishments. We work hard to achieve them. We dedicate time and energy to fulfill them. We enlist others to help us. By making the development, implementation and maintenance of a safety program – and hence a safety culture – personal through the involvement of each and every team member, we distribute the responsibility throughout the entire team.

Programs that people help make are programs that the people who use them believe in. Remember, your own ideas are the best! Involvement of the whole team also leads to a more comprehensive safety culture. No one person can do it all. Who better to ask what needs to happen than those who you trust and develop to do it? Involvement also makes the process of buy-in easier. No person is going to do something well that she or he does not believe in. A team member may go through the motions and appear to be involved, but without belief, connection and involvement he or she will not buy-in.

Buy-in is a must, most importantly from the top down. Leaders, as well as the newest hire, must model the actions, attitudes and beliefs. From CEO to ground person, every single team member must be involved and held accountable for safety leadership in the established safety culture. This is the essence of buy-in. Having your team consciously develop the culture they work in is the essence of involvement.

Conclusion

There are many resources to help a company address the issues raised here. Safety and a safety culture should be approached like any other business process. Determine a need. Budget time, people and money. Develop a plan based on available resources, both internal and external. Execute the plan with an eye to changes along the way.

A fully evolved safety culture is an investment in the present and future. Policies and procedures will have full effect with a deep-rooted culture of safety. They will grow and develop as your business grows and develops. Team members will buy in to the culture because they helped form it. New team members will embrace it as well because others do, and in time they will make their input felt.

An established, deep, lasting safety culture will keep your workers safer and help them grow – and will help your business grow as well.

Anthony Tresselt is operations manager for Arborist Enterprises, Inc. in Lancaster, Pennsylvania, and a Certified Treecare Safety Professional (CTSP). For information on the CTSP program, or to find a CTSP workshop near you, go to tcia.org/public/main_ctsp.htm.
Altec marks 80 years in business

This year, 2009, represents a milestone in Altec Industries’ history – the company’s 80th anniversary.

Since its launch, Altec associates have worked at building a company based on solid, conservative business principles and a value system that remains the cornerstone of its corporate culture.

Founded in 1929, Altec’s history has been one of growth. What began as the Alabama Truck Equipment Company, distributing dump bodies, front-end loaders and utility bodies, has grown into a world leader in providing products and services for the electric utility, telecommunications, contractor and tree care industries. Altec currently has manufacturing, sales and service facilities located throughout North America, and sells and services equipment in more than 100 countries.

Since 1970, Altec has experienced dramatic expansion: adding new office and plant facilities; designing, producing and bringing to market a large number of significant products, such as digger derricks and aerial lifts; expanding employment; and establishing a worldwide distribution organization.

Another important expansion in Altec’s recent history has been the development of Altec Environmental Products, a supplier of brush and tree chippers to the tree care industry that, through acquisition, already has decades of experience in the chipper manufacturing industry. The product line of self-feed drum chippers, control-feed drum chippers and a comprehensive disc-chipper product line insures that AEP has a chipper for all applications.

Altec joined TCIA (then NAA) in 1986, and is a Crown Level supporter of TCIA’s Partners Advancing Commercial Treecare (PACT) program, investing in the transformation of the tree care industry.

In 1929, Lee Styslinger founded a company based on values, placing the customer first and viewing people as its greatest strength. The factors giving rise to Altec’s business success are fundamental, according to Lee Styslinger III, current Altec president and CEO.

“Our longevity and success can be attributed to the dedication and commitment of our associates, the partnerships we share with our suppliers and, most importantly, the loyalty and guidance we receive from our customers,” says Styslinger.

“Many of our customer relationships span decades and are a testament of the trust they have placed in our company, in our people, and in our solutions.”

Altec partnered with Eaton, Navistar International and the Hybrid Truck Users Forum to develop a diesel/electric hybrid bucket truck for the utility industry. Altec’s Hybrid significantly reduces fuel consumption and greenhouse gas emissions and meets current EPA standards.

In 1980, Altec designed and manufactured its first aerial device.

1963 marked the first year Altec began building truck bodies. Three years ago, in 2006, Altec opened its Burnsville, N.C., plant specifically to manufacture truck bodies.
TCI EXPO online registration opens in June

TCI EXPO 2009 is scheduled for the Baltimore Convention Center in Baltimore, Maryland, November 5-7, 2009.

Pre-conference workshops are Wednesday, November 4. The trade show floor will be open and seminars will offered during the day Thursday, Friday and Saturday, November 5-7.

We anticipate more than 60 hours of CEU-eligible education to be offered during TCI EXPO; please see the brochure when it becomes available and watch the TCIA Web site for specific information. We expect to open online registration in mid-June. Please check tcia.org frequently, as we add more information to the EXPO site.

Baltimore is always a popular destination for TCI EXPO, and one reason for that it that it is central to the entire East Coast. As such it is easily accessible by Amtrak service to Baltimore (www.amtrak.com), a cost-effective alternative to flying. Baltimore is also a Southwest Airlines hub.

Baltimore’s Inner Harbor, with its sightseeing cruises, museums, shopping and restaurants; the Fells Point historic district’s restaurants and boutiques; and Federal Hill, with all its history, are just three of the numerous areas to visit and experience in Baltimore. To learn more about what the city has to offer, visit www.baltimore.org.

Hotel Information

TCIA has room blocks at three hotels in Baltimore. All properties are within walking distance to the Baltimore Convention Center. The TCI EXPO 2009 hotels are:

- Marriott Baltimore Inner Harbor, the TCI EXPO host hotel, $199 (410-962-0202 or toll free 1-800-228-9290); Rate is good thru September 7, or until our block sells out.
- Radisson Plaza Lord Baltimore, $154 (410-333-8400 or toll free 1-800-333-3333). Rate is good thru October 9, or until our block sells out.
- Days Inn Inner Harbor, $125 (410-576-1000). Rate is good thru October 3 or until our block sells out.

Please reference the TCI EXPO/Tree Care Industry Association to ensure the preferred rate at all of the hotels. Hotels sell out fast!

More hotels may be added if need be. We suggest checking the Web site (tcia.org) periodically.

If you have any questions about TCI EXPO, please contact Debbie Cyr at Cyr@tcia.org, or visit tcia.org and click on the “Meetings” tab.
CTSP - Easy as 1 … 2 … 3

T CIA has made becoming a Certified Treecare Safety Professional easier than ever by combining most workshops with other important events. In June, attend a CTSP workshop held in conjunction with the Trees Florida Conference & Trade Show in Sarasota. In July, attend a CTSP workshop held in conjunction with the ISA Annual Conference in Providence. In August, attend a CTSP workshop held at Target Specialty Products in San Jose. (No conference here, but lots of products to see and purchase.) In September, attend a CTSP workshop held in conjunction with the 2009 ISA-Texas annual meeting in Round Rock. In November, attend a CTSP workshop held in conjunction with TCI EXPO in Baltimore.

Why CTSP?

More than a straightforward “safety trainer” credentialing program, CTSP teaches safety professionals tactics for changing the very “culture” of their organization. A Certified Treecare Safety Professional coaches and, more importantly, works to change attitudes about safety, thereby motivating employees. To move forward as an industry and become safer, we need an industry-wide commitment to a culture of safety. Through CTSP, a culture of safety can be developed one company and one individual at a time.

Easy as 1 … 2 … 3

Advancing safety in your business has never been easier. In addition to convenient locations, attendees have the option of a one-day workshop, followed by an online test at a future time. How easy is it?

1. Fill out a CTSP Enrollment Form

Complete and return the CTSP enrollment enclosed with this Reporter or fill out the enrollment form online under the CTSP tab. TCIA will review the application and, if approved, you will have 18 months to complete the remaining CTSP requirements and certification process.

2. Use the “CTSP Core Competencies Study Guide”

After your application is approved, you will receive the “CTSP Core Competencies Study Guide.” The un-graded, “Critical Thinking” exercises and other exercises in this manual are designed to build your skills and knowledge of safety management. They bring almost immediate benefit to your company’s safety program.

3. Attend the CTSP Advanced Safety/Behavioral Training Workshop

After completing the exercises in the Study Guide, enrollees will attend a workshop and certification exam. The workshop will review safety management concepts. Role-playing, group exercises and skills demonstrations will be used to instruct and evaluate participants. After the workshop, you are eligible to sit for the exam offered the next day, or you can drop into any of the growing number of proctored testing facilities located conveniently throughout the U.S. and, for a nominal fee, take the CTSP exam when it best suits your schedule. Visit the CTSP section on tcia.org for the list of the testing facilities.

Now, another reason to enroll … workers compl!

With revenue tighter than ever this year, TCIA members are examining every expense and looking for ways to cut costs. The safest tree care companies have the lowest workers’ compensation bills. TCIA’s annual accident survey clearly highlights that the safest companies in the industry are accredited and/or enrolled in the CTSP program.

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

Because of this safety record, General Agency Services, through its ArborMAX program, has been able to provide the tree care industry with full-service, TCIA-endorsed, commercial insurance that includes workers’ compensation. The program offers standard coverages, industry-specific coverages, and a very selective workers’ compensation program. Coverages are available to all companies in the industry, though 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

So what are you waiting for? Affordable workers’ compensation insurance could be as close as the next conference you plan to attend.

For more information on enrolling in the CTSP program, contact Peter Gerstenberger at 1-800-733-2622 or peter@tcia.org.

Information can also be found at www.tcia.org under CTSP or Insurance & Benefits.

Help us welcome Tour des Trees riders in New Hampshire July 24

Cyclists taking part in the Stihl Tour des Trees 400-mile ride through New England July 18-25, 2009, to benefit the TREE Fund will stop at TCIA headquarters in Londonderry, N.H., the morning of Friday, July 24.

To honor one of the founding organizations of the TREE Fund, the main body of the Tour will leave Nashua and head to TCIA headquarters for a public education and tree planting event before continuing on to Boston. Members are invited to join TCIA staff in hosting riders for the events at our offices. Contact Diane Morgan at 1-800-733-2622 or via morgan@tcia.org for details.

If you are in New England that week, but can’t make it to our offices on July 24, check the Tour route at www.treefund.org and find another spot along the route where you will be able to show riders a bit of our New England spirit and cheer them on.
2009

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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

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Helping to build a stronger marketplace can have significant benefits for your company. To learn more, contact Deborah Johnson, Director of Development at johnson@tcia.org or call 1.800.733.2622

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www.tcia.org
A taste of the seminars lined up for EXPO ’09

For some attendees, the seminars are only a small part of what makes TCI EXPO a must-attend event; for others, they are the reason to attend.

Last month we listed nine of the seminars scheduled for 2009; The rest are listed here. But watch our Web site and upcoming issues of TCI Magazine for more TCI EXPO 2009 information and offerings.

Tuesday/Wednesday, Nov. 3-4  
(Pre-Conference Workshops)

CTSP Workshop
Peter Gerstenberger, TCIA, Inc., Londonderry, N.H.

CPR/First Aid Train the Trainer Workshop  
Coyne First Aid, Sellersville, Pa.

Consultative Sales Services – Getting New Clients  

Business Boot Camp  
Robert Rouse, TCIA, Inc., Londonderry, N.H.

Family Business Workshop  

Thursday, November 5

How Can I be No. 1 on Google?  
Brian Kraff, Market Hardware, Bethesda, Md.

Safety Update  
Dr. John Ball, South Dakota State University, Brookings, S.D.

John Ball’s review of the year’s accidents is always well attended.

New Methods for Analyzing and Predicting Wind Load on Trees  
Erik Brudi, TreeConsult, Gauting, Germany

Keynote Presentation – The Business of Leading You  

Time Management – Getting Organized Will Save Time & Money  

Accident Trends In Modern Arboriculture  
David Marren, The F. A. Bartlett Tree Expert Co., Charlotte, N.C.

Friday, November 6, 2009

Native Plants and the Biodiversity Movement  
Robert Wells, Robert Wells Tree & Landscape Inc., Princeton, N.J.

Job Costing  
Guy Gruenberg, Grow Consulting, Alsip, Ill.

PHC & Diagnosis  
Dr. Chris Luley, Urban Forestry LLC, Naples, N.Y.

The Who and Why of Insect and Mite Outbreaks In Cities and Suburbs  
Dr. Michael Raupp, University of Maryland, College Park, Md.

Things You Must Know About Business Financing and Do Not Know to Ask  
Itamar Chalif, Atlantic Capital Solutions, Middleboro, Mass.

Testing Trees for Decay  
Dr. Chris Luley, Urban Forestry LLC, Naples, N.Y.

The Business of Safety  
Dr. John Ball, South Dakota State University, Brookings S.D.; and Donald Blair, Sierra Moreno Mercantile, Hagerstown, Md.

Tree Response to Climate Change  
Dr. Kevin Smith, USDA Forest Service, Durham, N.H.

Saturday, November 7

TCIA Accreditation  
Robert Rouse, TCIA, Inc., Londonderry, N.H.

The Impact of Growth Stresses on Tree Risk Assessment  
Erik Brudi, TreeConsult, Gauting, Germany

Safety Presentation  
Peter Gerstenberger, TCIA, Londonderry, N.H.

All speakers and their topics, as well as other TCI EXPO 2009 events and activities, are available for review at tcia.org.
Accident Briefs

(Continued from page 30)

three men were about 40 feet up in the tree.

Firefighters were able to get the two men down, but by the time they could get to Corrales, he had died.

Employee struck, injured by boom

A Kenosha, Wisconsin, man was injured April 13, 2009, when he was hit by the boom of a tree trimming truck in Pleasant Prairie, Wis.

The tree truck had tipped over while being used at a residence to trim trees, according to *The Daily Kenoshan*. A tow service was called to help lift the truck. The tow service was able to get the truck upright, but the boom arm with the basket for workers to stand in was still extended.

Jason Stankus, 31, an employee of the tree service, was then lowering the boom when it fell in an awkward manner back toward him, striking him.

Rescue personnel transported Stankus to a local hospital with what were believed to be potentially life-threatening injuries.

Bees sting tree trimmer 100 times

Three tree trimmers were hospitalized after they were swarmed by bees in Irvine, California, April 14, 2009. One of the workers received more than 100 stings. Another victim was stung 50 to 75 times. The third victim was stung fewer than 25 times, according to NBCSanDiego.com.

All three were hospitalized at Western Medical Center in Santa Ana. Authorities said they suffered allergic reactions.

The attack occurred while the workers were landscaping. The hive was in a tree in which they were working.

Man dies in tree-cutting accident

An Effingham, South Carolina, man died April 15, 2009, after the tree he was cutting in Hartsville, S.C., fell on him, according to a report on www.scnow.com.

Nathaniel McDonald, 67, of owner of a local tree service company and with more than 20 years of tree experience, had an aerial lift on site, but opted to take down one of the easiest trees by back cutting the tree at the base, with a loader operator pushing the trunk, according to additional witness accounts. The tree was 12-14 inches in diameter and about 60 feet tall. The trunk apparently split and fell on McDonald’s back, killing him. Jahn Hultgren of Hultgren Tree Service LLC in Florence, S.C. contributed to this report.

Man knocked from ladder, injured

Dean Biondi, of Brighton, Michigan, was seriously injured April 16, 2009, while trimming a tree in his backyard.

Biondi and a friend tried to remove a tree limb that had grown too close to Biondi’s house. Biondi was on an extension ladder with a chain saw while the friend was on the ground with a rope to pull the branch in the right direction. The branch cracked horizontally, and the end came down and sprung toward the ladder, sweeping Biondi off the ladder, according to clickondetroit.com.

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

Send local accident briefs to editor@tcia.org.
By Mike Payonk

A few years ago, a homeowner wanted me to give him an estimate to remove a tree trunk. After looking at it, I noticed it was full of cement. I turned it down (didn’t want the headache), but I knew it had to be the work of my dad, Paul Payonk, since he was the only one who did this type of work back then in our area.

I took photos of the tree in 2006 and put them in my picture album.

One evening more recently, while looking through the pictures, it hit me that some older pictures I had in the album were from the same tree. WOW!

Little did I know, we’ve been working next door to this tree since 2000.

There is one picture of my dad back in 1959 doing cavity work on the Norway maple. A family-owned business, my dad had Payonk Tree Company in the ’50s, but shut it down in the 1980s. I worked for other tree companies, then started Payonk Tree Care in 1997.

Anyone who remembers cavity work can relate to these pictures. Notice in the recent picutre of the trunk how much it callused over. Back then, this might have been acceptable; today we would remove this tree, no questions asked.

The owner said the tree died between 1999 and 2001. That stump is still there today.

Mike Payonk is owner/operator of Payonk Tree Care in Clearfield, Pennsylvania.

TCI will pay $100 for published “From the Field” articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 136 Harvey Road, Suite 101, Londonderry, NH 03053, or staruk@tcia.org.
Altec Environmental Products (AEP) offers an extensive line-up of high-quality wood chippers from 6" to 18" capacity that are rugged, innovative and designed to help crews work "Safer & Smarter". Each control-feed chipper comes standard with the exclusive and patented "Panic Bar". It’s this type of innovation and years of experience that make AEP a leader in tree care equipment.

For more information on products, please call 1.800.269.5188 or email: chippersales@altec.com. For information on financing, please call 1.866.624.4093.
Copy-Cats take notice! If you are going to copy Yale’s New Maxi-Flip Line listen up, a cheap imitation can cost a climber (at the very least) a bad fall. For safety’s sake, if you are going to make an imitation, copy the whole thing, all of it.

Consider first the most important part of any Flip-Line, the steel wire core and eye splice. For reasons of strength it’s obvious why Yale’s Flip-Line has aircraft grade wire core with a Flemish eye splice and a stainless thimble giving integrity and added strength over the life of their Flip-Line. Add to that Yale’s easy running 16-strand Tite-Braid synthetic braided cover, Urethane protected Maxi-Jacket coated for abrasion resistance and you have the safest well-engineered climbing tool available.

Ask about our High Tech light weight aluminum hardware, it works.

The weak link in any steel core Flip-Line is the eye splice…and depending on how you make it the results can be devastating. The only safe long term eye splice is a Yale full wire Flemish eye splice, not a cheap swaged eye. The swage is simply a metal crimp holding the two parallel wires together.

With work, over time the wire will flex at either end of the swage and work harden causing serious weakness and eventual failure of the eye. Any swaged eye splice will fail sooner than later, that’s a fact.

Imitation may be the sincerest form of flattery but only if you imitate the whole thing, a cheap copy simply won’t cut it.

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