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The World Cup, Wimbledon, and a Gospel Concert...

The second weekend in July I thought I was going to just enjoy a great weekend of relaxation and sport. I had no idea my plans were going to make me think of tree care companies yet again!

After getting all the family business things taken care of on Saturday, I was looking forward to my day of rest. I started the morning by joining a worship service, which was followed by one of the best gospel concerts I have ever seen in my life. (Yes, my Southern roots are showing!) What captivated me, aside from unbelievable vocal talent, was the way that the group worked together. These guys were HAPPY. They enjoyed each other’s company. This was not just a performance. It was who they are. They supported each other during each song. They high fived each other. They joked and kidded with each other, and they got the job done. They engaged a huge audience, but they also individually engaged each other throughout the entire concert. There was an attitude from the moment they walked on the stage that they were going to deliver something of value; they were going to have a great time doing it; and they were going to make sure that they supported each other the whole way through. It really made me think about tree care crews.

If each time our crews arrived in the morning, they brought and found an attitude of “Heh, it’s going to be a great day. We’ve got some really exciting work to do together. Our company has provided us with terrific, safe equipment to get it done. We’re going to look after each other all day long, and we’re going to have a great time getting it done.” Can you imagine what a fantastic company that would be to work for every day? The harmonies of a gospel quartet would have nothing on the energy and passion of a tree care crew.

After the morning’s inspiration, I indulged in my annual passion of watching the Wimbledon finals. Individual champions have a totally different quality about themselves than in team sports. You see the individual struggles of nerves that are self-defeating and have absolutely nothing to do with the talent that is on the other side of the net. Once you’ve got the world class skill set, it’s all about internal self-talk. Ever wonder what your people are saying to themselves in their heads every day? You may respond, “I have no idea.” On the one hand, you’re right. You can’t possibly know what somebody is thinking. On the other hand, sure you can. If you watch someone who is confident, take charge, has a smile on their face, and is all about “how can we?” – you can pretty sure that they woke up in the morning saying things like “It’s going to be a great day. I’m capable of doing the work that has been assigned to me. I’m looking forward to the challenge; it’s going to be fun; and I’m going to do everything I can to support my teammates.” You can come up with the dialogue on your own that is running through the head of someone who has a negative attitude. What’s more, you can feel it, and you can see the results on a daily basis of where that gets you and your company. It is the opposite of the championship mental attitude required to win Wimbledon.

If you watch the doubles players, they may have all the skill in the world, but there is something else that allows them to win. First, they know their partner’s strengths and weaknesses; they have a clear delineation of roles and, more importantly, they have an agreement to have each other’s backs. The only way the championship is won comes from a critical behavior decision on both of their parts – to communicate constantly. Watch next time – after every point, they talk to each other. They keep each other’s winning attitude up; they high five after every won point; they encourage each other when they’re down; but most importantly, they’re constantly talking strategy.

From Wimbledon, I finally decided after a month of unceasing reports on the World Cup in my 50 percent British household that I finally just had to join him for self-preservation. So yet again, in watching the World Cup final, tree care companies reared their heads in my thoughts. After a full 90 minutes of regular play and 30 minutes of overtime, the game was decided on the skill of a few select players’ abilities to make penalty kicks. On the one hand, you could say brilliant defensive play, which resulted in a tied game, only one goal each, and the coaching ability of selecting the right players to bring the game home. On the other hand, you could say, for crying out loud, what happened to the offensive play? Couldn’t you bring the game home in normal time and get the job done in the world’s most celebrated international sport after four years of practice leading up to this moment, without having to go to penalty kicks? This made me think of our business lives; how we strategically plan, build the resources, and work to have all the dominoes fall into place; and yet, how often the environment shifts, a resource contracts unexpectedly, or we miss a key variable in our planning. We have to adjust, adapt, and sometimes, it takes us longer to get where we hope to wind up.

However, with the right players on our team, exhibiting the right attitude, who agree to have each others’ backs every day, work in harmony, and are determined to deliver a great performance, we have the majority of what we need to win the championship of operating a terrific company.

So, now you know what the World Cup, Wimbledon, and a gospel concert have in common with tree care companies.
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The Growing Business of Tree and Plant Appraisal
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Part I: PHC vs. IPM, and providing sustainable environments

By Dr. Dave Shetlar

I would like to challenge you in this industry to think about some ideas and concepts. To begin with, we need to understand that urban landscape management, of which tree care is a part, is changing worldwide. What goes on here in North America is going on elsewhere in the world; whether you like it or not.

I joke that we have our eco-terrorist friends saying we are doing terrible, nasty things to the environment. The reality is that urban habitats in North America are way behind the Europeans. The Europeans have already figured out that they have destroyed their entire natural environment. There are no natural environments left in Europe. When you go to a forest in Europe, that forest is probably in its fourth or fifth cutting because they have been there so long and there are so many people there that they have modified those habitats. But when scientists decided to take a look at the urban habitat, guess what they found? They found that the urban habitats are actually more diverse in the numbers of species of plants and animals than the so-called natural habitats.

We need to be reassuring our customers that it is the same here in North America. Yes, we have some pristine habitat, but ongoing studies indicate that the population diversity in our urban habitats still exceeds the so-called natural environment.

For example, everybody says that a lawn is a monoculture. It is not. Yes it is grass, but it is grasses. There is a considerable amount of genetic diversity in those grasses. I call it the backyard rain forest. What happens to turf virtually every day? You get a dew event or guttation of water that not only supplies moisture, but more
importantly there are nutrients in that water. Take a look with a microscope at what is going on in that turf grass. I have a student studying that right now and he is taking soil samples from typical lawn areas and in a typical sample he finds more than 300 different species of arthropods out of each little four and a half inch square. Most of us don’t understand that we have this great diversity.

However, things are changing and one of those things is that we need to be thinking about less chemical input. Canadian provinces have already banned certain chemicals in many of their municipalities. The industry that doesn’t understand this and hasn’t figured out how to change and work with their customers to provide services and take advantage of that are disappearing. Those who are learning to take advantage are making money. No matter where you are, I challenge you to think about how you are going to change and morph into this new system.

Emphasize your expertise. Homeowner customers don’t even know what type of tree they have. You have the expertise. You know what the trees and shrubs are and you know what the plant materials are and you know what it takes to grow them healthily in an urban environment. You need to be selling more than just applications of materials – sell your expertise.

We also need to pay more attention to long-term solutions versus short-term remedies. Again, that comes down to your expertise. If you have a customer with a European white bark birch in the front yard, you need to be honest with them and tell them that it is a short-term plant for their landscape. You need to tell them that they could pay you every year to take care of this thing and you may be able to keep it for 10 years, but sooner or later something is going to come in and kill it. On the other hand, if the customer likes white bark, you could put in some other white-barked tree that won’t be as likely to succumb to insects or diseases. We need to be thinking and selling our customers long-term, sustainable solutions.

We are also going to find that the new categories of insecticides coming down the pipeline are quite different than what we have dealt with. We have had the luxury of dealing with organophosphate and carbamate insecticides, which, when you applied them, the bugs died quickly. There were no ifs, ands or buts about that, but the problem is, those same organophosphate and carbamate insecticides are deemed by the Environmental Protection Agency to be too dangerous to use in the urban landscape. Whether you agree or disagree, that is the reality. We are losing those materials. I consider them “tools,” but we are losing these curative tools. The replacement tools, the new insecticides, actually work better as preventive materials. They have much lower toxicity and they have much lower impact in the environment and have almost no effect on human beings, pets or the birds in the landscape. But to maximize their efficacy we have to use them in a preventive mode and not in a curative mode.

What are my pest management options? I hereby give you permission to do nothing!

I know that seems bizarre, but I am amazed at the times that we go into landscapes and we figure we have to do something. Remember, if you are selling your expertise, what the customer really wants to know in most cases with their plant is if their plant going to be OK or not. It is OK for us to tell them that the plant has had a temporary setback; that there were some caterpillars that ate some of the leaves, but the plant will put out new leaves. The plant is not going to die or succumb to a little defoliation, and next year

The bronze birch borer is most damaging to European birch while native American canoe birch is relatively resistant, however canoe birch doesn’t attain its white bark until several years after transplanting!
Preventive action

As I noted above, many of these new pesticides have preventive action and actually work best in a preventive mode. I have some of my landscape people tell me that they understand what I am saying but they don’t like making applications in October or November to protect plants for the next year because the customer may cancel on them this winter. If that is the relationship you have with your customers, then you need better customer relationships. If you are afraid of losing a customer over the winter, then you probably didn’t do something good during the year. If you have a good long-term relationship with your customer they are not going to cancel out. As a matter of fact, tell them that you are making preventive applications this fall so that they will not see any pests next year. Remind them of that in June or July when you send out the bill. Jot down a little reminder that you previously put materials down for prevention and it worked. You will look super.

There are always going to be pests that show up unexpectedly for which you have to take curative action. The one that I don’t like is what I call the “rescue action.” When you discover that a tree has borers, it is at risk of dying. You have to apply some high-end rescue treatments, but again you need to communicate that with the customer. Tell them that no matter what measures you take, there is a chance of losing the tree or shrub.

PHC vs. IPM

The term we see most academics now using is plant health care, or PHC. What do we mean by PHC? In integrated pest management (IPM), we were always putting the emphasis on the pest. In reality, what is it that you are trying to maintain? You are maintaining plants. Even those of us in the pest management area, whether it is plant pathologist or weed scientist or entomologist, we are now turning to this other concept of what we call plant health care. I, as an entomologist, need to understand what it takes to grow a “healthy” plant!

We need to understand what plant health care is. Plant health care is really not much different than human health care. As human beings, if we take care of ourselves and give ourselves just enough nutrients to survive and live, we live longer lives than those of us that eat a lot. The same thing happens in plants. When you give a plant sufficient nutrients to survive in that habitat, it starts making decisions. One of the decisions a plant has to make is to find out how to defend itself. Plants that are fed too many nutrients feel that they do not need to defend themselves because they can outgrow anything that happens, but plants that are under just a little bit of stress say, “Wow, I better produce some protective chemicals in order to protect myself from diseases and insects because I don’t have
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anything extra to spare.” I know it is counterintuitive, but that is what science is showing us.

In implementing PHC, notice that we also have to deal with the owner of the plant. I know, and I get those calls all of the time from the sweet little old lady who has this purple leaf plum in her front yard that has wilting leaves (from borer attack) and the Japanese beetles have skeletonized everything. They ask me, “How can I get rid of these bugs on my purple leaf plum,” I tell them, “Cut it down!” She could not possibly do that because they planted the purple leaf plum when her spouse died two years ago. The owner will pay anything to have it taken care of. As arborists, you do have to deal with her as the client owning that plant, and you need to evaluate that plant.

How many of you “read” plants when you go into the landscapes? It is very easy and we do this all the time. Closely inspect a tree in a landscape, observing the yearly growth over the last five years. It only put out a little three-inch growth three years ago, and the next year it put out a four-inch growth. But, this year, it put out a 10-inch growth. It is now putting on good growth and two years ago it only produced three inches of growth. You think about what happened two years ago and remember there was a drought. You can read plants and figure out from that plant evaluation if the plant is in trouble and if it is in trouble enough for you to have to do something about it. Do I have to intervene? As part of that intervention, do I need to relieve the stress on the plant or is there a pest associated with this plant problem? If a pest is involved, we implement IPM.

Remember all trees and shrubs and plants have organisms feeding on them. It is only if those organisms start causing damage to that plant that we really need to intervene. The terms that are often used with this are “key pests.” Borers are key pests. Aphids are a nuisance but they are not going to kill the plant. If I had a tree with aphids in the back of the landscape and nobody is worried about the honeydew dripping out of it I would let it go. There will be predators and parasites that will come in and take care of those aphids. On the other hand, if I have a...
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client who has planted a Norway maple overhanging the driveway and I have more maple aphids that are dripping honeydew all over the cars, then I will probably have to take care of it for the nuisance factor, not a damage factor.

We must consider all our options. In this case, we cross over with plant health care. Remember, in IPM, we always have cultural controls which include using resistant plants and maintaining plant health. Should I tell the customer that they just picked a poor plant, and can I help them or encourage them to change this plant early on in my relationship with them and put a plant in that is more suited for their particular landscape?

New terminology

Environmentally Based. Sounds great but what the heck is it? What do we mean by environmentally based? There are such things as sustainable environments, and what we mean by sustainable environment is resilient environments. These are plant environments that we have created that can withstand years of wet weather, such as some parts of the country had in 2003 and 2004, and then go right back in 2005 and have a hot dry summer. We would like to establish landscapes that can deal with that and we need to select the correct type of plants.

To be honest, I am not a big proponent of using native plant material. We have native plant material that is horrible for our landscapes and there are some excellent foreign plants that work well in our landscapes.

What is the difference between American flowering dogwood and Kousa dogwood? Kousa dogwood almost never gets borers and never succumbs to insect damage, but our native plant does. Sustainable environments involve picking plants that have performed well in particular areas and using them.

Reduced Toxic Risk. How many people die from our applications of pesticides per year? According to the poison control center run by the federal government, on average, we have about 12 deaths documented in the United States per year from pesticide usage and 80 percent of those are deliberate suicides. This means that two people die from accidental exposure out of 300 million. The reality is that we really don’t need reduced toxic risk. We are already using reduced risk materials, but we have new things, new pesticides and new application methods to consider.

We need to be selling that we are producing sustainable environments. This means modifying what we deliver and what we give to the customers.

In Part II of this article, which will appear in next month’s issue of TCI, we’ll discuss toxicity, the new pesticides and which ones to use for various pests.

Dr. David Shetlar is an associate professor of Urban Landscape Entomology at Ohio State University, where he is known as the “Bug Doc.” He earned his BS and MS Degrees in Zoology from the University of Oklahoma and his Ph.D. in Entomology from Penn State. He was an assistant professor at Penn State from 1977 through 1983, a research scientist with Chem Lawn Services from 1984 through 1990. He recently co-authored a book, Distinctive Turf Insects, Second Edition, with Dr. Harry Nimchex.
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Envirometrics opens Tree Band U.S. distribution center

Envirometrics Systems has made it easier and less expensive to stop climbing and crawling with its BugBarrier Tree Band®. Envirometrics has established a U.S. warehouse and distribution center in Charlotte, N.C., to reduce border costs for small orders.

“Customs fees are less per kit when we ship a truckload rather than smaller orders,” says Brian Pancoast, Envirometrics’ commercial sales manager. “This will make it more attractive for our distributors to fill one and two kit orders without incurring high shipping costs. Multi-pallet orders will continue to be shipped to distributors directly from the London, Ontario, factory.”

The BugBarrier Tree Band is effective, clean, easy to install and remove, and contains no pesticide. The band consists of a dense, flexible, fiber barrier, which is wrapped around the trunk to fill bark crevices. An adhesive film barrier is installed over the fiber, with the adhesive facing the tree. The band will continue to be sold through distributors, and orders will continue to be processed through the New York sales office.

TBEI buys Hardee Equipment to expand truck offerings

Truck Bodies & Equipment International (TBEI), a manufacturer of dump truck body, hoist, and related equipment, has purchased Hardee Equipment of Lakeland, Fla.

The fusion of Hardee with TBEI’s portfolio of quality brands – Crysteel, Ox Bodies, and Rugby Manufacturing – strengthens TBEI’s position as in the design, manufacture, delivery, and servicing of a broad portfolio of high-precision and high-performance truck body and hoist equipment.

Hardee Equipment, founded in 1965 and headquartered in Lakeland, Fla., produces steel and aluminum dump bodies (classes 5-8), flat beds and flat bed dumps, roll off hoists, cranes and service bodies, and a range of other truck mounted equipment.

“Hardee’s strategic location in the Southeast, and its excellent manufacturing capabilities, make it a great fit for TBEI,” comments Dale Pilger, TBEI CEO. “With now 8 high-performing production facilities, and a broad portfolio of top-notch products, we can continue to improve our breadth, reach and speed in serving our valued customers, across North America.”

New U.S. marketing director at Dow

Monty Bayer has accepted the role of U.S. marketing director and will manage the marketing specialists for the U.S. Crops, Specialty and Turf & Ornamental businesses. A 16-year veteran of the company, Bayer has served as regional commercial unit (RCU) leader for Japan and Korea since 2003. He is a native of Medicine Hat, Alberta, Canada, and holds degrees from the University of Alberta and Queens University. He replaces Doug Vail who has taken another position within the company.

Dow AgroSciences LLC, based in Indianapolis, Ind., is a wholly owned subsidiary of The Dow Chemical Company.

Becker Underwood moves four in Landscape Coatings

Becker Underwood, producer of specialty bio-agronomic and colorant products for turf management, wood recycling, vegetation management, forestry, and other industries, has promoted four employees in its Landscape Coatings Division.

Kenny Van Der Pol is the new colorant systems coordinator. He will provide technical support and value to all colorant systems users.

Matt Steward will serve as national sales manager of the division. Steward will be responsible for the supervision and expansion of all sales territories and help ensure the division meets sales goals and customer expectations.

Michele McCammon will serve as controller, responsible for the supervision of all financial reporting as well as strategic management and budgeting of company finances.

Rebecca Lister has been named the new product development chemist. She will aid in the development, expansion, and improvement of colorants for mulch, sand, aggregates, rubber, and other landscape products.
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Fecon stumper attachment for hydraulic excavators

Fecon, Inc. recently introduced the Stump Hog SH340 for reaching up and down slopes and other area’s that can’t be reached by traditional stump grinding equipment. Excavator-based stump grinders can be more productive than traditional stump grinders. They are able to move from stump to stump more efficiently. The SH340 has 90 cutting tools with large, thick carbide tips that are patterned for maximum cutting action while protecting the wheel and each other from wear and foreign materials. The 33-inch by 4-1/2-inch wide tip-to-tip cutting wheel utilizes a Sandvik DURA DiskTM II Stump Cutting System. Tools are easily independently changed with an impact wrench. The SH340 requires as little as 40 gpm when powered by a 20-ton excavator and can accommodate up to 100 gpm when powered by Fecon’s self-contained Power Pack. It also features complete plumbing with built-in hydraulic motor protection for plug-and-go installation. Contact Fecon at 1-800-528-3113 or via www.fecon.com.

Please circle 193 on Reader Service Card

Send your Cutting Edge Product information to: Don Staruk at staruk@tcia.org
**RedMax trimmer/brush cutter**

RedMax's new EXZ2401S-BC, powered by a 23.6cc stato-charged engine, is a commercial trimmer/brushcutter equipped with RedMax's durable PT104 Plus head. The engine meets emissions compliance by introducing fresh air into the engine between the exhaust gases and the fresh charge of air/fuel mix. This pure two-cycle engine has fewer moving parts, requires no valve maintenance and uses less fuel than traditional two-cycle engines. The PT104 Plus is a heavy duty tap-and-go head. A metal insert in the nylon tap knob extends the head’s life by reducing wear and abrasion to the nylon. The EXZ2401 has a split shaft and both the upper and lower drive shafts are made of solid steel, which allows the trimmer/brush cutter to be interchanged with RedMax pole saw, edger and long reach hedge trimmer attachments. Contact RedMax at 1-800-291-8251 or visit www.redmax.com.

Please circle 7 on Reader Service Card

**New Cambistat rates**

Rainbow Treecare Scientific Advancements has updated the rate card for Cambistat. Cambistat is a tree growth regulator that can reduce shoot growth by 40 to 70 percent over three years and enhances stress tolerance. It is used widely for size maintenance and as part of a plant health care program for trees in stressful sites. Responses that promote stress tolerance include increases in fine root production, leaf thickness, leaf hairs, and chlorophyll content. Trees differ in their sensitivity to Cambistat, so having the latest rate card is critical to your success. Applications are made once every three years by basal drench or soil injection at the root collar. Dated January 2006, the rate card contains information about: Timing of application; mixing instructions; dosing considerations for trees with missing canopy, multi-stemmed trees, and trees that fork below DBH; and precautions for use on highly stressed or injured trees. Obtain the rate card as a PDF at www.cambistat.com or call 1-877-272-6747.

Please circle 194 on Reader Service Card

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*My friend Martin Morales just did something amazing in his pants.*

Martin is an expert tree climber and rope splicer who develops innovative climbing safety systems for professional arborists. That’s him in his Original Tree Climbers’ Pants.

Here’s an idea for an innovative climbing safety system, Martin. Build a time machine, go back to 1997 and show me how to not fall 35 feet from that Red Maple tree.

Gear’s to you, Martin.

*Arborwear*

*Seen some action in your Arborwear lately? Drop by arborwear.com or call (888) 578-TREE and tell us all about it. If we post your story, we’ll send some amazing Arborwear gear off to you, too.*

Please circle 195 on Reader Service Card
Events & Seminars

August 10, 2006
No Business Like Snow Business; If You Prepare Early!
MGIA Summer Programs;
Bingham Farms, MI
Contact: (248) 646-4992

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

August 21-25, 2006
ArborMaster Training Programs
2-day & 3-day modules: Rigging levels 1 & 2
Haddam, CT
Contact: ArborMaster Training, Inc: (860) 429-5028;
info@arbormaster.com; www.arbormaster.com

August 22, 2006
Plant Identification
MGIA Summer Programs
Plymouth, MI
Contact: (248) 646-4992

August 24, 2006
ISA Certified Arborist Exam
Austin, Texas
Contact: www.isa-arbor.com/certification

August 25, 2006
PTCA Annual Seminar & Field Day
Professional Tree Care Assoc of San Diego
Balboa Park, San Diego, CA
Contact: (619) 443-6202;

September 19-22, 2006
ArborMaster Training Programs, Two 2-day modules
Level 1 Climbing & Level1 Precision Felling
Longmont, CO
Contact: ArborMaster Training, Inc: (860) 429-5028;
info@arbormaster.com; www.arbormaster.com

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

September 28, 2006
MGIA’s 2nd Annual Snow Mgt. Conf. & Expo
Troy, MI
Contact: (248) 646-4992

September 30-October 4, 2006
Society of Muni Arborists Annual Conf & Trade Show
Crowne Plaza Resort,
Asheville, NC
Contact: Mark Foster (828) 258-5979; www.urban-forestry.com

October 2, 2006
Urban Forestry/Nursery/Landscape/Turf Field Day
Virginia Tech/Mid-Atlantic Chapter, ISA
Virginia Beach, VA
Contact: bapple@vt.edu; www.vaes.vt.edu/hampton

October 4, 2006
ISA Certified Arborist Exam
Marriott North, Round Rock, TX
Contact: www.isa-arbor.com/certification

October 5-6, 2006
ISA Texas Annual Tree Conference
Round Rock Marriott, Round Rock, TX
Contact: Mike Walterscheidt; (512) 587-7515;
mwalters@totalaccess.net; www.trees-isa.org/events

For the most up to date calendar information, visit
www.treecareindustry.org ⇒ news ⇒ industry calendar

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- Radial Trenching
- New Construction
- Locating Utilities
- Reducing soil compaction
- Treating Plant Diseases

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Concept Engineering Group, Inc. (CEG)
888-55-SAFEX (888-557-2339)
www.air-spade.com; Email: ceg@air-spade.com
October 9, 2006
Tree Hazard & Habitat
Risk Assessment & Ancient Tree Mgt. seminar
Sturbridge Host Hotel & Conf. Ctr,
Sturbridge, MA
Contact: Safetrees, LLC, www.safetrees.com

October 10, 2006
It's All About the Water
Farmington Hills, MI
Contact: MGIA, (248) 646-4992

October 11, 2006
Tree Hazard & Habitat
Risk Assessment & Ancient Tree Mgt. seminar
Washington, D.C., area (location tba)
Contact: Safetrees, LLC, www.safetrees.com

October 12, 2006
MGIA Compliance 2006 and Test-n-Tune
Shelby Township, MI
Contact: (248) 646-4992

October 13, 2006
Tree Hazard & Habitat
Risk Assessment & Ancient Tree Mgt. seminar
The Dawes Arboretum,
near Columbus, OH
Contact: Safetrees, LLC, www.safetrees.com

October 17, 2006
Tree Hazard & Habitat
Risk Assessment & Ancient Tree Mgt. seminar
The Mountaineers Building,
Seattle, WA
Contact: Safetrees, LLC, www.safetrees.com

October 19, 2006
Tree Hazard & Habitat
Risk Assessment & Ancient Tree Mgt. seminar
Finley Community Center,
Santa Rosa, CA
Contact: Safetrees, LLC, www.safetrees.com

October 20, 2006
Perennial Plant Conference
Scott Arboretum, Swarthmore Coll.,
Swarthmore, PA
Contact: Longwood Gardens (610) 388-1000 x507;
www.longwoodgardens.org

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

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

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

November 7-8, 2006
Certified Treecare Safety Professional (CTSP) workshop
Prior to TCI EXPO 2006
Baltimore Convention Center, Baltimore, MD
Contact: Peter Gerstenberger 1-800-733-2622;
peter@tcia.org

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

January 17-19, 2007
Mid-America Horticultural Trade Show (Mid-Am)
Lakeside Center at McCormick Place
Chicago, IL
Contact: www.midam.org

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

March 6-7, 2007
MGIA’s 20th Annual Trade Show & Convention
Rock Financial Show Place,
Novi MI
Contact: (248) 646-4992

April 16-18, 2007
Trees & Utilities National Conference
National Arbor Day Foundation
Tuscany Suites,
Las Vegas, NV
Contact: www.arborday.org/TUconference
1-888-448-7337

June 5-7, 2007
National Oak Wilt Symposium
Austin Hilton, Austin, Texas
Contact: Mike Walterscheidt, (512) 587-7515,
mwalterscheidt@totalaccess.net; www.trees-isa.org/events/

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Loffin Equipment Company
Phoenix, AZ
Ph: 602-272-9466

Arkansas, Southern Illinois, Eastern Missouri, Western Tennessee
C.K. Power Products
St. Louis, MO
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California, Hawaii, Northern Nevada, & Guam
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Colorado, Montana, New Mexico, Wyoming
EC Power Systems/Colorado
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Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont, Delaware, Maryland, New Jersey, New York, Eastern Pennsylvania, Washington, DC
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Bahamas, Florida, Puerto Rico
Southeastern Power Products
Pompano Beach, FL
Ph: 954-979-5899

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E.C. Power Systems/Idaho
Boise, ID
Ph: 208-342-6541

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Indiana, Lower Michigan
Engine Works, Inc.
Batavia, IL
Ph: 630-879-7977

Indiana (Excluding Northwest Indiana)
Kentucky, Ohio, Western Pennsylvania, West Virginia
Capital Engine Company
Reno, OH
Ph: 740-964-0089

Nebraska, Iowa
Anderson Industrial Engines
Omaha, NE
Ph: 402-558-8700

Kansas, Western Missouri
Kansas City Power Products
Kansas City, KS
Ph: 913-321-7040

Louisiana, Mississippi
Gulf Engine Works Inc.
Belle Chase, LA
Ph: 504-393-1701

Upper Midwest, Wisconsin
Excluding Northwest Corner
Engine Power Inc.
Oconomowoc, WI
Ph: 262-567-8575

Minnesota, Northwest Corner of Wisconsin, North Dakota, South Dakota
Northern Power Products
Edgar, MN
Ph: 651-452-8900

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M.G. Bryan
Dallas, TX
Ph: 214-631-9787

Oregon
E.C. Power Systems/Oregon
Portland, OR
Ph: 503-224-3623

Southern Texas
Cay Power Products
Houston, TX
Ph: 713-642-5022

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E.C. Power Systems/Utah
Salt Lake City, UT
Ph: 801-886-1424
Ph: 801-886-1464

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Join Us at TCI EXPO in Baltimore this Fall

The tree care industry is buzzing with excitement about TCI EXPO 2006 – and we want you to join us there! If you have never attended a true trade show for the tree care industry, you should check out TCI EXPO in Maryland this fall.

The Baltimore Convention Center will host TCI EXPO November 9-11, 2006. This is not a conference with a few pieces of equipment on display but the world’s largest tree care industry show, with almost 200 exhibitors – and 700 booths – to visit. All of the major vendors will be there with great deals on their latest products.

TCI EXPO offers the ideal venue for company owners to check out the latest commercial tree care equipment, and it also offers managers and working arborists non-stop opportunities to learn from experts. This year’s theme is “Bring Together the Power of Your Team.” Truly, company owners will have the chance to learn how to advance their businesses while harnessing the power of their technical team. We are offering “buy four, get one free” trade show-only passes and Gold Cards to encourage you to bring the entire team.

TClA has really expanded educational offerings this year, offering more than 28 sessions – more than ever before – on Thursday, Friday and Saturday. The seminars are specifically directed at company owners, while offering even more CEUs covering safety and tree care practices for working arborists. Our PreConference Workshops on Wednesday November 8 give you the opportunity for even more hands-on learning. TCI’s Electrical Hazards Awareness Program will provide participants with most of the formal requirements and will be offered in English and Spanish. In addition, we are offering an intensive Sales and Marketing Workshop.

On November 6 and 7 we will offer a CTSP Workshop. The Certified Treecare Safety Professional (CTSP) is a new certification program offered through TClA designed to improve worker safety. CTSP workshop registration is separate from EXPO registration. Please contact peter@tcia.org or go to the TCIA Web site www.treecareindustry.org for more information on CTSP.

Attendees who take advantage of a fraction of the opportunities available will walk away with valuable strategies they can put to work the next day. Sessions cover a wide range of hot topics in the industry. For the first time ever, TCI EXPO will have three concurrent seminar tracks to choose from that focus on:

1. Business and Leadership
2. Safety
3. Arboriculture

No other event brings together tree care and green industry owners and managers from around the world with the manufacturers, distributors and dealers that supply their needs like TCI EXPO. This is not a conference but a buying bazaar with education.

For more information or to register, call 1-800-733-2622, or visit www.treecareindustry.org.

TCI EXPO 2006 Exhibitor Listing

By mid July, the following businesses were planning to exhibit at TCI EXPO in Baltimore. Exhibitors can sign up through October.

A. M. Leonard, Inc.
Tools for the nursery, landscape industry, horticultural tools, etc.

ACRT, Inc.

Adams Business Media/Arbor Age
Horticultural magazines serving vertical markets: Arbor Age, Landscape & Irrigation, Outdoor Power Equipment, Sports Turf.

Aerial Lift, Inc.
Manufacturer of Aerial Lifts of Milford, Conn., since 1958. Lifts range in height from 38 to 80 feet.

Agape Designs
Beautiful copper sculptured trees and custom manufactured wooden belts and jewelry. Uniquely designed tree T-shirts.

Air-Spade®/Concept Engineering
Manufacturer of the genuine AIR-SPADE® product line, which can uncover roots without damaging valued trees, shrubs and plants. AIR-SPADE® uses powerful supersonic air jets that excavate root area soils.

All Gear, Inc.
New for 2006: Prolite 24, a 24-strand neon arborist line. The first to offer a high visibility neon, 16-strand arborist line – Safetylite™, NeoLite™ and Forestry Pro-16™. Also 16-strand Prusik line, Tech Cord™; high tenacity throw line, Fling-It™; high strength bull ropes, Husky .5 thru IV; 12-strand arborist line, Forestry Pro™, 1/2-inch and 5/8-inch; double braid winch line in 60, 90, 100 & 120 feet. Come see us for splicing instructions.

Alliance Equipment Company, Inc.
Fiberglass replacement buckets, polyethylene bucket liners and accessories for aerial lift trucks.

Altec Cranes
Exhibiting one of their truck-mounted cranes series.

Altec Industries, Inc.
Exhibiting the LRV Series of aerial devices.

Allturnamts, Inc.
Super tough polyethylene drive-on matting system for easy accessibility over lawns and ground that needs to be protected.
3 MYTHS About TCIA Accreditation

1. TCIA Accreditation is only for large companies
   This is one of the biggest myths. TCIA Accreditation is designed to work for companies of all sizes. In fact, if you are a small to medium size business you may actually see a larger return on your investment. What is true... If you want to become a more profitable company, this is an excellent place to start.

2. TCIA Accreditation is too difficult to complete
   You may be pleasantly surprised. In fact, you may already meet most of the requirements. What is true... The Accreditation process is carefully structured so that you will have access to many tools, resources and association staff that will help guide you through the process.

3. I don’t have enough time to complete the program
   You have the ability to complete the program at your own pace. Some companies have completed the program in one month while others chose to fulfill the requirements over several months. What is true... When you apply for Accreditation, you are investing time to become more professional and strategic. More importantly, you are setting your company up for future success!

Are you ready to take your company to the next level?
Call 1-800-733-2622

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American Arborist Supplies Inc.
The professional’s source for everything that makes the job easier and safer. Come by our booth to see the latest in rigging and safety equipment, reference books, diagnostic tools, saws, pruners and power equipment.

Amerisafe/American Interstate
Hazardous workers’ compensation insurance.

Arborjet, Inc.
The Arborjet Injection System is a revolutionary tree and plant injection system designed to preserve and protect the natural and urban forest with minimally invasive methods and environmentally safe products.

ArborMAX Insurance Program
Provides a comprehensive property and casualty insurance program specifically designed to meet the needs of the tree and landscape industry. ArborMAX also provides unique coverages such as Workmanship Error with a $1 million limit that includes coverage for consulting.

ArborSoftWorx
ArborSoftWorx™ suite of business management software specialized for the commercial arborist (ArborWare®), and municipal/campus arborist.

ArborSystems
Tree injection solutions.

Arbortech
A leading manufacturer of chip bodies, utility tree vehicles and toolboxes for the professional arborist. With a variety of body sizes and options, one will fit your needs.

Arborwear, LLC
The original tree climbers’ gear: Arborwear clothing designed by tree climbers, for tree climbers. Pants, shirts and belts combine comfort and function.

Asplundh Tree Expert Co.
Our company provides a full range of safe, cost-effective line clearance and vegetation management services to the utility industry.

Bailey’s
The world’s largest mail-order woodsman supplies company, featuring arborist equipment and the famous Lucas Portable Sawmill, etc. Call 1-800-322-4539 for your free catalog. Established 1975, California and Tennessee.

Bandit Industries, Inc.
The industry’s leading supplier of hand and loader fed chippers, stump grinders and waste reduction machines.

Barnel International, Inc.
Professional pruners, saws, loppers, pole pruners, grafting knives, etc.

Bartlett Arborist Supply & Manufacturing Co.
Provides tools, climbing, rigging, safety and cabling supplies for the professional arborist. Come see what’s new at Bartlett!

The F. A. Bartlett Tree Expert Company
The world’s leading scientific tree and shrub care company. Services include pruning, integrated pest and disease management, soil analysis, cabling and bracing, tree lightning protection systems and tree inventories. Guided by the scientists at the Bartlett Tree Research Laboratories in Charlotte, N.C.

Bayer Environmental Science
Turf and ornamental insecticides and fungicides.

Get answers to all your questions.

BBA Fiberweb
Biobarrier Root Control and Biobarrier II Preemergence Weed Control. Long-term, slow release technology incorporating a proven herbicide with a geotextile fabric.

Beaver Squeezer Grapple, LLC
Universal hydraulic rotating grapple attachment for either a skid-steer or tractor. Optional 9,000, 12,000, or 15,000 pound. Warn hydraulic winch. Outstanding performance and versatility that has been designed to last.

Becker-Underwood, Inc.
Mulch colorants and mulch coloring systems technologies.

Ben Meadows Company
Distributor of root feeders, climbing equipment, pruning supplies and general arborist products. Call 1-800-241-6401 for a FREE 500-page catalog.

Bishop Company
Presents a complete line of arborist supplies for the professional. Phone 1-800-421-4833 for the newest product innovations and industry catalog. 54th anniversary serving arborists throughout the world.

Blue Ox Equipment
On-road, multi-functional log trailer loaders. Straight body or dump, 5th wheel, gooseneck or pindle. Top-of-the-line loaders with a variety of optional attachments. From tree service to sawmillers to loggers to hurricane clean up crews, we fit your needs.

Buccaneer Rope Co.
Manufacturer of premium climbing and lowering ropes.

Buckingham Manufacturing Co., Inc.
The leading manufacturer of climbing equipment and related accessories for the professional arborist. Stop by our booth to see many new innovative products to make your job safer and easier.

Carl Neutzel Services
Silva Hill road legal forest trailer and loader, Peavey and Gransfors Bruks tools, Timberwolf and Timberharvester products, Mercirusher reclaiming equipment, Nokka loaders and grapples, Brush Blazer tree and brush cutter.

Concept Products Corp.
Manufacturer of portable equipment for wood waste reduction and recycling.

Corona Clipper
Since 1920 we have manufactured the finest quality tools including hand pruners, hedge shears, loppers, saws, shovels, rakes, brooms, striking tools and specialty utility tools. This is why we have been “First choice for generations.”

Creative Sales, Inc.
ACECAP® & MEDICAP® Systemic Implants for trees. A closed system for delivering fertilizers, micronutrients or systemic pesticides directly to the tree being treated.

Cutter’s Choice
Professional’s catalog of arborist supplies – chain saw parts and climbing gear – mail order direct business.

Dave Leonard Consulting Arborist/Supersonic Air Knives
We manufacture Supersonic Air Knives that are used to dig holes and trenches in one-third the time with no danger to roots, wires, pipelines, fiber optics or operator! Out tools are used to perform vertical mulching and radial trenching without root damage. With the Supersonic Air Knife, removal and replacement of contaminated soils is quick and safe.

Davey Tree Expert Co.
ArborGreen Tree & Shrub Fertilizer, tree industry consulting and software services.

DICA Marketing Co.
Outrigger pads, ground cover mats and wheel chocks.

Doggett Corporation
Manufacturer of specialty tree fertilizers, soil amendments and supplements. Slow release specialty formulations, trace elements for specific deficiencies, Ph correctors, organics for soil injection and vertical mulch. Doggett is also a clearing house for information and research dealing with tree health and nutrition.

DuraTech Industries Int’l, Inc.
Manufactures a complete line of reclamation and green waste reduction equipment, including...
tub and horizontal grinders, trommel screens and compost turners.

**Dynamic Manufacturing Corp.**
Cone-Head wood chippers; Stumppro self-propelled riding stump grinders.

**ECHO Incorporated**
Manufacturer of hand-held power equipment – chain saws, power pruners, trimmers, blowers, shred-n-vac and other arborist equipment.

**Electronic Solutions of Harrison, LLC**
High-quality, reliable electronic controls for the tree care, construction and forestry industries.

**Eilet USA, Inc.**
Manufacturer of commercial lawn and garden equipment: shredders, de-thatchers, edge dresser, edge cutter, blowers, overseeder, truck loaders, lawn combi seeders. Innovative technology and highest quality!

**Engineer**
Precleaners that save on engine maintenance, lower cost, extend air filter life; full line of air pre-cleaners to meet full line of engines.

**Engine Center**
Gas and diesel industrial engines

**Envirometrics Systems, Inc.**
BugBarrier Tree Band System – New non-pesticide method of protecting trees against insect infestation. It operates against a variety of insect species.

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Manufacturers of the world famous Fanno Pruning Saws since 1921. Made in the USA. Also featuring Fanno International Tri-Edge saws. Quality and unique saws for the professional. Help us celebrate over 81 years in the tree care industry.

**Fecon, Inc.**
Product line includes: Bull Hog® mulching attachments, FTX track carriers, tree shears and saws, grapples and stump grinders for reforestation and vegetation management.

**Forestry Equipment of Virginia**
Seller of forestry equipment such as bucket trucks, chip dump trucks, wood chippers etc.

**Forestry Suppliers, Inc.**
Climbing and rigging equipment and supplies, clinometers, tree corers, soil penetrometers, diameter tapes, pH meters, sprayers, GPS, laser-pointers, soil testing suppliers, tree/log scale sticks. Free 648-page catalog.

**Fred Marvin Associates**
Manufacturers of pole pruners and pole saws since 1943.

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Supplier of high quality arborist supplies for the modern arborist including a wide variety of climbing equipment and rigging supplies. Shop online at www.frescaarborist.com.

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Manufacturer of equipment for safe and ergonomic high pruning, selective forestry harvesting and virtually zero impact log moving.

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**Giuffre Brothers Cranes**
A leader in the boom truck industry with more than 40 years of experience. We offer a wide range of boom trucks from 8- to 100-ton capacities and 50- to 165-foot reach. These boom trucks can also be equipped with man baskets and remote controls. A unique tool for the professional.

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Manufacturer of Greenteeth stump cutter teeth and pockets. For orders call 1-888-814-7336 or Greenteeth.com. Call (517) 458-1500 for technical information.

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Sprayer units and sprayer parts and services

**Growtech, Inc.**
Professional quality, ergonomically designed pruning and horticultural tools: ARS & GT brand hand pruners, shears, saws, pole saws, long-reach pruners, loppers, flower knives and scissors.

**Gyro-Trac, Inc.**
The Gyro-Trac Brush Cutter – high mobility, able to stand up to difficult terrain, fully hydrostatic, operates in all weather conditions. Track log skidder and 10,000-pound payload carrier also available.

**J.J. Mauget Company**
The time-proven micro-injection system that promotes tree health and protects the environment. Mauget’s pharmacy of cures includes three fungicides, four insecticides, seven fertilizers, two combinations, and one antibiotic.

**J.P. Carlton Company, Div. DAF Inc.**
Professional stump grinders ranging from 25 hp self-propelled to 125 hp turbo diesel; highest quality, most advanced machines available today.

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For more than 20 years Jarraff Industries has been manufacturing the tallest and fastest mechanical tree trimmer. Stop by our booth to see what we are all about and check out the latest in brush mowers as well.

**John Bean Sprayers**
High pressure sprayers and accessories suitable for all tree spraying needs. 50 to 1,000 gallon, capable of spraying 100-foot trees. Compartment tanks. Skid-mounted or DOT approved axle assemblies.

**The Hartford**
Provides business insurance solutions specifically for the tree care industry. With more than a decade of underwriting experience, our in-depth knowledge enables us to offer key coverages such as pesticide & herbicide application, tools & equipment, and workmanship error.

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Chain saws and tree care equipment.

**Hydra Drive Technologies Inc.**
Residential mechanical tree trimmer.

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**Insight Direct, Inc.**
Software for tree care businesses – scheduling, dispatch, estimates, work orders, inventory and equipment management.

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Stop by the ISA bookstore to check out the latest industry publications, videos and more! Learn about ISA Arborist Certification, ISA Utility Specialist Certification and membership benefits at ISA Info Central.

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Chain saw and arborist products distributor.

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The time-proven micro-injection system that promotes tree health and protects the environment. Mauget’s pharmacy of cures includes three fungicides, four insecticides, seven fertilizers, two combinations, and one antibiotic.

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Karl Kuemmerling, Inc.  
Mitts & Merrill brush chippers; Bean sprayers; Timberwolf wood splitters, processors and conveyors; Husqvarna chain saws; ropes, safety saddles, tree trimming equipment, outdoor work clothing and boots.

Kershaw  
Involved in tree care related to the utility industry for more than 25 years, Kershaw manufactures the SkyTrim Tree Trimmer and the Klearway 800 and 1200 Model brushcutters as well as the Klipper Tree Trimmer for sale, lease or rent. Demo units can be made available for serious inquiries.

The Knifesource, LLC  
Manufacturer of brush chipper knives

Kraft Power Corp.  
Specializes in clutches and power take offs for the tree care industry.

Leonardi Manufacturing  
Three new items: Tomahawk™ Teeth, Ultimate Pocket™, Bolts with newly-designed head and threads. All built to give you the highest performance on the market.

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Providing commercial lease financing alternatives to those in the tree care industry purchasing new and/or used business equipment, offering a variety of programs and services.

Lift-All, Div. of Hydra-Tech, Inc.  
Manufactures a full line of aerial devices, including the LSS overcenter tree-trimmer available in heights of 42 through 60 feet. The LSS can also be elevator-mounted for heights up to 70 feet. All Lift-All aerials are covered by the industry’s only 5-year parts warranty.

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Designs, manufacturers and markets Swinger articulated loaders/tool carriers. Swingers turn without creating ruts – ideal for work in yards, turf and other sensitive surfaces. Our products carry a reputation of high quality, durability, versatility and dependability.

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Loftness Specialized Equipment, Inc. provides a full line of tractor 3-point mounted or skid-steer mounted tree and brush shredders, orchard and vineyard shredders, flail mowers, rock pickers, sod roll-laying, and snowblowers. The product line is known for state-of-the-art design, durability and workmanship. Loftness’ Web site includes a complete listings of product pricing, product videos, literature, by state listing of dealers and sales representatives.

Logan Clutch Corp.  
A leader in SAE PTO clutches for auxiliary and direct drive applications introduces a self-adjusting, heavy-duty power take-off assembly for diesel and gasoline engines. Clutch is fluid or air actuated; mounting to a gasoline or diesel engine’s flywheel. Retrofits with existing Twin Disc and Rockford Style PTO. Visit booth 204 for product Demo.

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Manufacturer of aerial devices for the arborist industry, featuring the unique extendable upper boom for easy access to the work area.

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Sales, service and parts distributor for engines manufactured by Deutz, Lombardini, VDO, Donaldson, Kohler, Tecumseh, Katolight, Elliott Magnetics, Gillette Mfg. and Pianac; stand-by, home-portable generators.

There is so much to see at this show that you’ll feel like a little kid in a toy store.

Midwest Arborist Supplies  
Tree care equipment, micro-injection and fertilizer supplies.

Mills Truck Sales  
Trucks for arborists – new and used equipment.

Minnesota Wanner Company  
Manufacturer/distributor for IPM/Plant Health Care sprayers, pumps and accessories.

Morbark, Inc.  
Delivers heavy-duty equipment solutions, including professional grade brush chippers, grinders, coloring systems, bagging units and more – all designed to process and add value to the waste wood stream.

Nationwide Auction Systems  
Specializes in the sale of used forestry and aerial equipment on behalf of tree service companies, utilities, contractors, distributors and manufacturers throughout the U.S.

New England Ropes, Inc.  
Rope manufacturer – spliced goods, braided and three-strand climbing and bull ropes for the professional arborist. Available at finer dealers.

New River Equipment  
Sandvik Dura Disk II stump cutting systems, available for any stump cutting application.

NiftyLift, Inc.  
Manufacturer of a complete line of trailer mounted aerial lifts. Range is from 24-foot platform height to 63-foot platform height.

Northeastern Arborist Supply  
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Northern Atlantic Financial, LLC  
Specializes in financing new and used equipment for the arborist industry, with affordable financing options available.

OMNEX Control Systems, ULC  
Established in 1986, dedicated to the design, manufacture and application of trusted wireless solutions.

Oregon Cutting Systems Group  

Payeur Distributions Inc.  
Distributor of The Wheeler log loaders and The Forester – all to help arborists be more efficient in the operation of their commercial tree care business. Stop by our booth today.

Performance Capital Corporation  
A full service lending institution offering leases and loans geared to the arbor industry. We have 10 years of dedicated industry experience. PCC can put you in the equipment you need today and be there for your needs in the future.

Petzl America  
Provides tools, techniques and ideas that minimize risk and increase efficiency for arborists and tree climbers. Petzl’s product line includes state-of-the-art saddles, helmets, carabiners, ascenders, descenders, pulleys, lanyards, and ropes. For more information, log onto www.petzl.com.

Plant Food Company, Inc.  
Offers a broad range of liquid fertilizers. Manufacturer of Adams Earth organic soil amendment; 16-4-5 50 percent SRN premium liquid fertilizer with minors; and 6-12-12 60 percent SRN.

Plant Growth Management Systems  
Helps you use TGRs by providing competitively priced products, up-to-date arborist rates, marketing expertise and materials, hands-on-training, and application techniques and equipment.

Plant Health Care, Inc.  
The world technology leader in research and commercial development of products using beneficial mycorrhizal fungi and rhizosphere bacteria, and has developed more than 30 proprietary products for improving plant, soil and water quality.
Plastic Composites Company
Replacement booms, buckets, bucket liners and bucket and boom guards for most bucket trucks. Also, safety and efficiency accessories for bucket truck tree workers, including saw holders, floor mats and bucket covers.

Precision Manufacturing
Aerial HyReach Clipper-Tree Shear. Attaches to most aerial equipment including bucket trucks, telehandlers, skid steers, excavators, back hoes. Add-A-Grappler turns bucket into a grapple bucket.

Precision Tree Experts, LLC
Rear-mount log loader/chip truck combo unit.

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Specialized cabling and bracing equipment for the tree care industry: TREE-GRIP™ dead-end, TREE-CROTCH™ grip and safety guy-wire dispenser.

Prime Source, Inc.
Decals, labels, fleet/vehicle graphics, safety decals, vinyl-cut letters, metal nameplates, overlays, P.O.P. displays, screen printing, flexographic printing, digital printing.

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Manufacturer of Agri-Fos Systemic Fungicide for SOD, collar rot and various other diseases that affect trees, and of the pioneering patent pending technology Pentra-Bark, bark penetrating surfactant system designed for basal bark application of pesticides to trees and shrubs.

Rainbow Treecare Scientific Advancements
Scientifically proven treatments for oak wilt and Dutch elm disease, and the tree growth regulator Cambiset.

Rayco Manufacturing, Inc.
Dedicated to the design and production of the world’s most innovative and complete line of stump cutters, brush chippers, compact crawlers and environmental equipment.

RDK Truck Sales and Service, Inc.
New, used and rental grapple trucks, roll-off trucks and garbage trucks, and a full parts department.

ReachMaster, Inc.
The world’s most advanced and efficient series of indoor and outdoor atrium lifts, ranging from 75- to 180-feet working height.

Redmax/Komatsu Zenoah America Inc.
Komatsu Zenoah manufactures a complete line of RedMax brand trimmers, brushcutters, hand-held and backpack blowers, edgers, short-reach and long-reach hedge trimmers, as well as top-handle and rear-handle chain saws, poles saws, and an exclusive gasoline powered scissors called a reciprocator.

Renegade Marketing Systems
Tree care marketing information.

Rotochopper, Inc.
An international manufacturer of wood waste grinders, mobile bagging systems and wood chip processor/colorizers. Rotochopper Inc. is unique in that it is the only U.S. company that markets a mobile bagging system and the only wood waste grinder that can grind and color mulch in one pass.

Royal Truck & Equipment, Inc.
Heavy forestry trucks.

Ryan’s Equipment
Skidsteer attachments: 14-inch branching shear with an accumulating capacity of 350 square inches with heavy duty cylinders and RB60 grapple with 360 degree rotation with 2-inch to 60-inch opening.

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Driver monitoring safety hotline service, driver training and coaching series, online safety and compliance reporting systems.

Salesco, Inc.
Manufacturer of 3- to 18-inch capacity, wood/brush chippers, 8 to 200 hp, gas, diesel and PTO. Chipper/shredder/vacuum – 25 hp, gas.

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By applying the latest fiber technology to our design and manufacturing process, we produce ropes that increase safety and enhance productivity for the professional arborist. For more information contact samsonrope.com for a product guide and a dealer near you.

SavATree
Providing environmentally sensible tree, shrub and lawn care to residents, communities, businesses and historic properties for more than 20 years, specializing in plant health care, general tree care and lawn care services that include artistic and maintenance pruning, historic tree preservation, construction damage prevention, storm damage prevention, organic lawn care and integrated lawn care.

Save Edge
Ultra sharp chain saw files and file resharpening service.

Schodorf Truck Body & Equipment Co.
Manufacturer of Silver Knight forestry body for more than 50 years. Get the advantage of DRS (dust release system). Options include removable aluminum roofs, liftgates, cranes for all applications, and more. Complete packages with chassis and demo specials. Attractive lease/purchase programs and delivery available.

SDM Tools
Specializes in quality machine parts at the best prices. We also provide OEM products for manufacturers and distributors. Our current product lines for the tree care industry include stump grinding teeth/pockets, pocket bolts and chipper knives, SDM Tools is dedicated to providing the best products for our customers.

SePRO Corporation
Provides plant protection and plant management products for turf, ornamental, and landscape markets, including fungicides, insecticides, herbicides and plant growth regulators.

SherrillTree
Dedicated to providing the highest quality equipment, unbeatable customer service, cutting edge products and the SherrillTree Price Guarantee. To contact SherrillTree for information about any of our quality arborist supply products or to receive a free catalog, please call 1-800-525-8873, or visit www.SherrillTree.com.

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Work proven tools for tree health professionals. Our company leads the industry in new product innovation.

The Silky Store, LLC
Complete line of straight, curved, folding and pole Silky saws for each and every application.

SilkyUSA
Exclusive importer and sole distributor of premium quality Silky hand and pole saws for the United States.
Simonds International Corp.
Manufacturer of Limb-inator brand brush chipper knives for all types of machines.

Southco Industries, Inc.
Forestry chip trucks.

Spyder Manufacturing U.S.A.
Manufacturers and importers of arborist and lawn care products for your work day. Climbing spikes, carabiners, rope grabs, lanyards, ascenders, desenders, pulleys, loppers, pruner poles, rakes, truck tarp and lawn mower bags.

Stihl Inc.
The number one selling brand of chain saws worldwide. See the MS 361 and MS 361C chain saws, featuring new technology and extreme durability. A full range of Stihl chain saws, outdoor power equipment and hand tools will also be displayed.

Stokes Ladders, Inc.
Aluminum tripod tree care ladders

Stump Removal, Inc/KAN-DU
Kan-Du Stump Grinder: fast, efficient, economical and proven reliability – hydraulically controlled, self-propelled, easy to operate, grinds 24-inches deep, 48 inches working width yet will pass through a 29 1/2-inch opening.

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Proudly displaying our extensive product line of custom mulch/shredder carriers for all your vegetation management needs and applications.

SVE Sales, Inc.
Ground cover mats, portable roadway systems.

T. H. Glennon Co., Inc.
Manufacturer of colorfast colorants for landscape mulch, and producer of the mulch color jet equipment used to inject colorants directly into the grinder.

Terex Utilities
A leading manufacturer of tree care equipment. We manufacture the Hi-Ranger XT Series, providing aerial devices to help you get the job done. We have an aerial device to meet all your tree trimming needs.

Tilton Equipment Company
Jonsered power products including chain saws, brushcutters, grass & hedge trimmers, protective clothing and the Iron Horse log, brush & materials transporter.

Timberwolf Manufacturing Corporation
Professional firewood processing equipment; splitters, conveyors and processors.

Top Notch Tree Care
Quality tree care service in the Minneapolis/St. Paul metropolitan area since 1982.

Tree & Landscape Equipment Trader
Publisher of Tree & Landscape Equipment Trader.

Tree Care Industry Association, Inc.
Since 1938, the Tree Care Industry Association has been providing high quality products and services to member companies. We concentrate on what matters most to you – increasing safety and lowering the cost of training employees, increasing your customer base and profits, keeping your company up to date with the latest industry trends, translating regulatory issues, providing expert arborist advice, and helping your company implement sound business practices.

Tree Health Management, Inc./Rootgrow
Compost tea brewers, compost food sources, live biostimulants and soil inoculums.

Tree Management Systems, Inc./Arbor Gold Software
Management software designed specifically for the tree care companies. Features include: phone center, proposals, scheduling, work orders, invoicing, directions, maps, built-in landscape CAD designer, and most importantly, a 100 percent synchronizable database for mobile offices.

Tree Services Magazine/Moose River Publishing
Magazine for professionals who are maintaining, restoring trees and who are interested in leading edge arborist techniques and technologies. Subscriptions are fee.

Tree Tech Microinjection Systems
Pesticides and fertilizers for tree health care administered by plastic microinjection units.

TreeRadar, Inc.
Portable radar inspection instrument for internal trunk decay detection and imaging, and subsurface structural root mapping.

Trucks & Parts of Tampa
New and used grapple boom trucks and dump trucks always in stock. An excellent selection immediately available for both sale or rent. Visit us at www.trucks.com and see our entire inventory of trucks as well as our large selection of new, rebuilt, and used truck parts.

TrueTimber Tree Service, Inc.
A full service tree care company structured to meet the tree-related needs of homeowners, and to protect the urban forest.

U.S. Auctions LLC
Specializes in the sale of used bucket trucks, chip dump trucks, chippers and related forestry equipment on behalf of tree service companies, utilities and rental/leasing companies. Absolute public auctions are held at permanent sites on a regular basis.

Vermeer Manufacturing Company
Scheduled to display several environmental innovations from our proven line of brush chippers, stump cutters, horizontal and tub grinders, and tree spades.

Versalift, Time Manufacturing Co.
The complete line of Versalift truck-mounted aerial devices, from 29 feet to 65 feet, includes articulated overcenter and articulated non-overcenter aerial devices, telescopic and telescopic/articulated aerial devices.

Waste Handling Equipment News
Monthly trade publication for the wood work, composting, aggregate recycling and scrap industries. Sponsor of the WHEN Recycling Expo in York, Pa., August 2006.

Weaver Leather, Inc.
Arborist supplies including positioning saddles, climber pads, straps, guards, pruner pouches, sheaths, holsters, scabbards, axe guards, replacement pads and more.

West Coast Shoe Co.
From the company’s single location in Scappoose, Ore., Wesco boots are manufactured using a meticulous 155-step process, employing time-honored craftsmanship for the past 88 years.

Wood/Chuck Chipper Corporation
Superior chippers since 1969. Wood/Chuck combines years of manufacturing experience with the latest technology to produce quality equipment for the tree care industry.

Woodsman Chippers
Manufacturer of a complete line of industrial hydraulic-feed, drum-style wood chippers, with more than 10 models to choose from. Woodsman offers 10-inch up to 22-inch capacities with 56 hp up to 500 hp available. Woodsman product line is supported and backed by a global dealer network.

Zeinth Cutter Co.
Chipper knives for all makes and models of brush chippers and other industrial knives.

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There's a region just above general arbor care that deserves the attention of a tree care specialist whether he or she is a small, one-person operation or a multi-crew operation looking to get even larger. Call it brush cutting or right-of-way maintenance or land clearing.

Not so long ago, land clearing meant great expense – largely crews whose job it was to bring down small trees and brush and make clear spaces either for pure aesthetics, safety (as in fire lanes) or for development. But in recent years, the emergence of specialty and multi-purpose equipment have made it so that, in some cases, even the smallest operation can get into the lucrative act.

Mike Slattery is the vice president at Fecon, which offers a full range of powerful options not usually seen with smaller tools. For example the compact side of the Fecon mulching line features three models – 50-, 60- and 70-inch cut respectively - each delivering a mulch-type finish. He sees a need by the industry to better differentiate the classes of brush cutters.

“The industry has yet to fully define the brush cutter,” Slattery says. Generally defined, “Mulchers can be used for anything from brush to mulching complete trees. The rotary and swing flail types typically handle materials of 3 inches in diameter and smaller and don’t really “mulch” the material, while machines like the fixed-tool Fecon Bull Hog, mounted on a skid steer, can process 6- to 8-inch trees without abusing the equipment. People have even cut 12-inch trees, although this is not recommended due to time and safety considerations in the skid steer application.
The limitations are horsepower (of the tool carrier), not durability of the head,” he says, adding that the Fecon cutters will fit virtually any brand of skid steer with sufficient power and lift capacity.

Fecon also offers 2 compact complete machines, the FTX-90-L skid steer/loader with steel tracks designed for severe forestry duty, and the FTX-140. According to Slattery, “The FTX90-L has lift height and versatility like other skid steers, but with features tailored specifically to the demanding requirements of mulching. The FTX140 is a purpose-built compact mulching machine which does not have the same lift (height) as a loader, but has the most power of any compact machine in the industry. The power and agility of the FTX140 enables it to give big-machine production with low ground pressure, and easy mobility for the smaller contractor.”

On the excavator side, Fecon offers six models with a duty range of medium to severe duty and intended to run on anything in the 12-ton or larger classes. Slattery says an operator can add a Fecon power pack onto an excavator to give smaller machines more “oomph.” For example, adding a 250 hp Fecon power pack onto the back of a 20-ton excavator results in the same performance as a 45-ton factory-built. Fecon also offers the Stump Hog stump grinders for excavators for contractors wishing to also stump grind with their excavator.

“The nice thing about cutters for skid steers and excavators is greater, improved versatility for the contractor,” Slattery says. Tools such as the mulcher and maybe the added use of Fecon’s shears, front rotating grapples and stump grinders can make for a “true one-man land clearing operation for $125,000, turnkey,” he says. “Think of it – equipment that makes one operator commercially viable handling up to a 10 acre job.”

“On a higher degree than other industries I have seen, the TCLA group has individual contractors who are typically well-educated in their businesses, sometimes self-taught but always striving to learn more about their craft to become experts in the field. They’ve grown their businesses logically, perhaps starting by cutting grass as a youngster, getting a chain saw, and constantly growing the business in a logical manner, eventually getting into tree care and small land clearing operations of half- to 3-acre lots. Maybe they already have a stumper, skid steer and chipper and need to take the next step to profitability, say, with a mulcher brush cutter.”

Giorgio Carera is CEO of FAE USA, Inc. The Italian-based FAE offers a slew of attachments, from forestry and high-productivity purpose-built mulchers to full-scale groomers favored by the construction industry for mulching wood residues, thus reducing volume, or for clearing rights-of-way. Of greater interest to the tree care specialist are the mulchers. FAE offers three types of its Universal Forestry Mulchers: the UML, UMM and UMH lines.

Carera explains that UML is further broken down into two subsets. The first includes three hydraulic-powered skid steer models with working widths of up to just under 7 feet. Second is a PTO-driven line that features 11 models with working widths up to 6 feet 4 inches. Equipped for 60- to 100-hp units with PTOs of 1,000 rpm capacity and capable of mulching stumps, options for this part of the UML line include a pushing frame, hydraulic top link, special skids and a hydraulically adjustable hood. (After making a first pass at brush cutting with the hood open, a second pass with it closed makes for a well groomed path.)
The heavier UMM line, for 80 to 220 hp units, has working widths of up to nearly 8 feet. “ST” models are equipped with a single transmission, the “DT” models with dual transmissions.

At the top end, the UMH line (110 to 350 hp) has very heavy duty machines with working widths of about 5 to 8 feet. These are rated severe duty.

“The entire fleet leverages FAE’s advanced shredding technologies, which result in a clean and groomed area and material that also helps maintain optimum ground conditions, namely moisture retention,” Carera says.

Bandit Industries has long been known for its chippers and stump grinders, but is making a major statement in the right-of-way clearing marketplace this summer with the introduction of its 4000T. This is built on a 275-hp, diesel-powered...
Freedom of movement

FAE’s FORESTRY equipment is a clear leader in its field. It offers a perfect combination of power, technology and safety in a range designed for land reclamation and maintenance, as well as the reclamation of dirt roads, forestry trails and firebreaks.
Caterpillar track chassis and comes complete with creature comforts such as an enclosed cab, air conditioning and joysticks. Expected to be released by late July, the 4000T will accommodate either a mega stump grinder or a 7-foot-wide mower, according to Travis Lint, regional sales manager. We’ll keep you posted as this product reaches the marketplace.

Barko Hydraulics is the maker of Strong Arm forestry equipment, forestry loaders, material handlers, feller bunchers, harvesters, processors, mulchers and related accessories. On the mulcher side of the business, according to Jeff Larson, vice president of sales and marketing, “We do larger, rubber tire 305 horsepower units. These are prime movers. What we did formerly was conversions, but last year we unveiled a ground-up, purpose-built redesigned carrier capable of accepting virtually any cutting head.”

He explains that the Barko Model 930 305 hp diesel-powered machines (Cummins or John Deere power plants) are designed for overall tool-head performance, delivering 270 hydraulic horsepower to the tool head, in this case the mulcher attachment (though it will accommodate any type of hydraulic attachment requiring or capable of demanding extreme pressure and flow). As Larson reiterated, it’s largely the available power of the tool carrier (the hydraulic skid steer or the PTO) that determines the tool head’s performance.

What Barko did with the Model 930, Larson notes, is to work on the frame and front arms of the unit, taking out much of the weight yet maintaining structural integrity. The end result is a unit with increased ground pressure, which is one of the major issues for a mulcher to be most effective.

Released as a wheeled version in February, a track-mounted edition is in process – a loader strictly purpose-built as a mulcher – to be released sometime in the third quarter. This 400 hp machine, the Model 640, will be the only machine of its kind in the class, according to Larson.
Make your next STUMP GRINDER a Bandit!

The quality, performance, and dependability you get with our chippers, you will get with our grinders.

Our extensive line includes:

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  (25 – 80-hp, wheel and rubber track machines)
- 2 Towable Machines
- 2 High Production Self-Propelled Track Machines [80 – 200-hp]

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A 275-hp Stump Grinder with steel track, cab, and forestry mower attachment!

Let us show you why your next stumper should be a Bandit! Contact us or any one of our dealers to experience the Bandit Difference.

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Please circle 9 on Reader Service Card
Lee Boyum is president of both Jarraff Industries and its sister company, the Geo-Boy line of brush cutter tractors. He says Geo-Boy brush cutters are available in standard- and heavy-duty models and designed for clearing brush and small trees in especially difficult areas. Boyum describes the Geo-Boy units as self-contained and engineered to be highly maneuverable. The Geo-Boy line is powered by Cummins diesel engines and features Fecon cutter heads, he adds. Other features and options include rearview camera, forward and rear lighting, climate control and roll-over and fall-on protection.

“The Geo-Boy can take on heavy brush and trees up to 12 inches in diameter, leaving a clear 8-foot path of mulch in its wake,” says Boyum, adding, “It is available in standard and heavy-duty versions and two relatively new additions – low ground pressure (all track driven) and a four-wheel-drive version.”

The heavy-duty model is rated at 3.5 psi ground pressure and comes with either a 250 hp or optional 300 hp Cummins engine. A hinged mounting system allows hydraulic tanks to swing open and away from the machine. By removing a few bolts, the cab can be tilted, making for easy accessibility to all hydraulic components. The standard is rated at 3.0 psi ground pressure and is said to be effective in boggy, marshy, swampy areas. Engine options are a 200 or 250 hp diesel. The LGP (low ground pressure) Geo-Boy boasts all-terrain mobility and a tough undercarriage. The four-wheel drive version is aimed at matching maneuverability with raw brush cutting power and low ground pressure in a compact, efficient design – accomplished with an articulated undercarriage.

Loftness product manager Bill Schafer had another take with respect to brush cutting. As with any other major undertaking, “Routine cost-effectiveness is a big deal, as it is in any business,” says Schafer. “The understanding is this: that brush cutting is a brutal application, so companies like Loftness have to overbuild equipment and to make it rugged to take a regular beating as well as to handle things you run into.” These unpredictable challenges start with wood and roots and unforeseen things such as junk engine blocks or car wheels that might damage equipment. “We’re used to overbuilding,” he says.
“The idea is to have equipment that’s well-balanced, runs smoothly, and doesn’t take vibration to the power unit and rob it of power,” says Schafer. “All Loftness tools are balanced at full speed after being computer-designed, laser cut and true balanced. Exclusive of debris or worn knives, they will not go out of balance if the rotor is not damaged. Replacing cutters will bring the Loftness cutter into like-new balance.”

One of the best-recognized Loftness products is the TimberAx, which has a new feature. “The new things going are patented, sharpened, chipper style blades – a new technology introduced into an established market,” says Schafer. “This fits best the application that needs to chop residue when a groomed site is needed. This new technology picks up material and runs it through a shear bar, leaving the job site looking nice.”

He explains that the company recognized a problem, namely the time it takes to sharpen a blade in the field, and addressed it. “By experimenting with knife materials we found one alloy that stood head and shoulders above the rest, with operators making claims of longer blade life and vastly reduced sharpening time.” Right now, he says, that knife technology is in limited distribution partly to gather more and better data in real-life applications.

Loftness expanded its product line in about nine months ago to introduce a carbide cutter with an alternate design. “The drum and shear bar setup reduces the power requirement, hammering effects and wrapping and binding,” says Schafer. “When the carbide cutter passes the shear bar, it tends to clear off material held by the shear bar in area to be chopped up before it goes through the drum. This leads to another innovation – no moving door.” He explains that they changed the machine’s geometry by changing the hitch angle, which also drops the heel of the machine closer to the ground, so that it throws material straight out. Altogether, the design eliminates the need for some hydraulics and maintenance, and the burdensome access door.

Shafer says the company designs the TimberAx and carbide technology for “extreme size and duty versions,” scaled-up of for PTO and hydraulics powered up to 300 hp – typically dedicated brush cutting prime movers.

Rayco is another super-duty brush cutter manufacturer. Erika Harwood pointed to three of its three-track, compact crawler units, each of which will accommodate a mower or tree shear attachment.

The C87FM is an 87 hp, Deutz-powered forestry mower, one of the more recognizable units, that mows (shreds to a mulch) up to a four-inch diameter tree with a 52-inch wide cut. The cutter head is a
rotary-type with a ground pressure of 6.4 psi. The loader version, the C87L, similarly powered, accommodates various tool options, including a 47-inch cut mower attachment, she says. Rayco also offers the C87SM strictly for mowing shorter or small diameter brush. The company recently beefed up the C87, enhancing it with a powerful, liquid cooled 131 hp Deutz turbocharged diesel engine.

The FM7260 is a mower/mulcher system aimed at transforming previously unmanageable tracts into prepped acreage for reforestation or development. This is an extra-heavy duty mower featuring forward rotation of the cutting tool to distribute processed material down as the push bar directs fallen trees in preparation of mulching.

One of the newest additions, introduced within the last year, is the C130 Super Crawler. This is a “prime mover” device with 130 hp that accepts the company’s mower and stump cutter heads. Harwood says the stumper attachment can take on larger stumps, up to 80 inches, and can take down larger trees. There is also a 140 hp version.

Gyro Trac is known for single-purpose-built mulching equipment and its new line of low-flow skid steer cutting head attachments. The GT-13 is a light to medium duty, compact mulcher cutting a 64-inch swath. It’s powered by a 125 hp turbo diesel, and the design allows for more aggressive use on inclines. The patented Toma-Ax 500HF features a spiral tooth design, individually mounted for quick replacement.

“The flagship of Gyro Trac is the GT25, a 230 hp brute,” says Santo Iaradi, Gyro Trac marketing manager. The Toma-Ax 700HF planar, fixed-tooth head is a Gyro Trac exclusive, chipping even the hardest of hardwoods, he says, “like a series of wood planes mounted on a giant chain saw.”

Want more? Look at the GT50, a 600 hp mega-mulcher, said to be ideal for groomed site prep where roots and stumps need to be raked and mulched.

As Loftness’ Bill Schafer says with respect to brush cutting, routine cost-effectiveness is a big deal. Now your challenge is to figure out which of these machines can best provide that for your business.
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A memorandum of understanding between the organization that represents utility companies, the Environmental Protection Agency and five federal agencies may make clearing rights-of-way on federal lands easier and more effective.

The Edison Electric Institute, whose members serve 71 percent of all electric utility customers in the United States, helped develop the agreement signed by the EPA as well as the Forest Service, the Bureau of Land Management, Fish and Wildlife Service, and National Park Service.

According to a press release, the memorandum “will support these federal agencies by providing practical, sustainable, and cost-effective policies, procedures, and practices that will reduce risks to the environment and the public, while ensuring safe, reliable, and uninterrupted electrical services to customers.”

Those who helped draft it say that by acknowledging best practices for utility vegetation management, the memorandum will help them address some of the difficulties that come with working on federal land. That’s a particularly important issue in the western United States, where the utility lines travel over hundreds of miles of federally protected parks and forests.

Specifically, those in the electric industry are hoping to create consistency from land district to land district by educating district managers on the benefits of integrated vegetation management methods.

The memorandum is a tool that many in the industry and the federal government have been working on for several years.

Clearing the rights-of-way for utility companies is an important component in producing energy safely and efficiently. Trees or other vegetation that have come into contact with power lines have long
been identified as a primary cause of major blackouts, and have also sparked wildfires.

“What we try to do is remove tall growing trees that encroach onto our clearance distance,” explains Michael Neal, an arborist and manager of forestry and special programs for Arizona Public Service, the largest utility in that state. Neal was one of those who helped develop the memorandum.

“Of the three major blackouts that have happened in the last 10 years, there were other factors, but what broke the camel’s back were the trees,” Neal says. “Trees tripped the lines off, and it cascaded from there.”

The most recent blackout was the 2003 event that knocked out the power of 50 million customers on the East Coast. Prior to that, in July and August of 1996, were blackouts on the West Coast that impacted a total of about 8 million customers. In all three cases, the blackouts could have been avoided if the rights-of-way had been properly cleared.

“Back in ’96 we had a heat wave out West here,” says Neal. “California had a heat wave and the Northwest had a heat wave. The demand for electricity was high.”

Transmission lines can arch or sag up to 15 feet depending on the voltage flowing through, Neal notes, which makes it important to keep all vegetation at a distance. Otherwise, “it can make contact, and it just trips the line off. The electricity goes to ground, just like a lightning bolt.” The increased demand then overloads other lines, tripping off substations all the way down the line, and cutting off electricity.

“When that happens, it affects people’s quality of life, and also affects central services like hospitals, airports, etc.” Neal says.

Based on years of science and research, most of the tree care companies that specialize in line-clearance activities use integrated practices for maintaining right-of-way, pruning, mowing, and in some
cases using herbicides to not only assure clearance but also to cut back on invasive species and assuring biodiversity in the surrounding ecosystem.

Promoting biodiversity has greater benefits for environmentalists than for the utility, but is done as part of the job because of the utilities' sensitivity to the needs of the land where the line runs. A bio-diverse environment is considered healthier for the variety of species native to a particular area, and is therefore preferred by environmentalists. Invasive species, on the other hand, will frequently out-compete native species for nourishment and tend to grow more rapidly as the native species die out.

The memorandum documents the EPA’s confidence in integrated vegetation management techniques.

“Integrated vegetation management increases electric reliability, reduces wildfires, and reduces the cost of providing electric power while protecting the environment by minimizing habitat disruption and increasing the diversity of native plant species,” says Amy Farrell, deputy assistant administrator, EPA Office of Prevention, Pesticides and Toxic Substances.

Rich Loughery is director of environmental activities for the Edison Electric Institute, which represents U. S. shareholder-owned electric companies, international affiliates and associates. He calls the agreement a proactive step for his industry, but says there’s no guarantee that it alone will solve the problem.

“It’s not a silver bullet, but it could help foster cooperation between the companies and the agencies,” he says. Its success will be determined by how – and whether – it is used by the district land managers and the companies.

While the standards and best practices for utility vegetation management have been long-established, the problem for many utilities and tree care companies has been in securing the proper permits needed to do the work in the most effective way. Each district has a manager who needs to approve permits for the type of work he or she allows to be done in that district. While some will give a company carte blanche to...
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do what needs to be done, others may allow much, much less.

“There are inconsistencies all along the way,” says Loughery, adding that it is hoped the memorandum would create more consistency within the federal system.

“In Arizona, we deal with four national forests, and there are probably 25 districts,” Neal explains. “Each district manager can tell you how they want you to maintain your utility corridor and a lot of these folks don’t have any knowledge about electricity and trees. So what you do in one district, you can’t do in the other. What we are trying to do is get a consistent vegetation management approach through all national forests as well as (other land).”

While the utilities have permission to operate on the rights-of-way, the land managers frequently have other constituencies to consider. That’s why the approval process was originally put into place.

“To be fair to the federal agencies, there are a lot of things they have to look at,” Neal admits. “They have to look at visuals, recreational use, endangered species, cultural resource concerns – and also, they get sued a lot by environmental groups, to be quite frank – so they tend to be cautious in some cases. However, sometimes people make decisions not understanding our needs and our issues, because there’s also a trust issue. (They have the misconception) that we’re a big corporation and we’re going to come in and cut all the trees down. That’s part of the educational process.”

The failure of district managers to come to an understanding with the utility companies may have serious consequences.

“I never had an outage on a transmission system until last June (2005),” Neal says. “That was because one national forest would not allow us to come in and clear. I’ve been trying to work with them since 1997, and finally wrote up a letter and sent it off to D.C. saying, ‘If you don’t let us do this work, we’re going to have a possible contact,’ and we did six months later. It tripped a line, and started a fire.”

Back in 1999, 13 utility companies in Arizona and New Mexico began discussions with representatives of federal agencies in that area to make the job of clearing rights-of-way easier and more effective. One of those involved was Arizona Public Service, which supplies electricity to more than 1 million customers over a 50-square mile service territory.

Talks stalled at the regional level, but Neal is a member of the Edison Electric Institute’s Vegetation Management Task Force, where there was also an interest in developing a national memorandum of understanding. Neal and other members brought it to the institute, and the institute brought the negotiation to the federal level.

“Our thought process was that if we had something approved from Washington, it would filter down to the local district, encouraging best management practices and integrated vegetation management,” Neal says.

The federal Energy Policy Act of 2005 gave the negotiations some additional impetus, says Loughery, when it recognized the importance of vegetation management practices. One of the main sections of the act called for reliability standards, and directed the Federal Energy Regulatory Commission to develop standards for vegetation management for transmission lines. “Theoretically, there are fines of up to $1 million for non-compliance,” Loughery says.

The memorandum is not a one-size-fits-all solution, but puts in writing the understanding of what the best practices are for this type of work. An individual prescription still needs to be written for each job, based on the needs of each, but the memorandum educates and communicates what the best practices are.

The next step for the utilities, Neal explains, will be to use the national agreement as a framework for developing a memorandum for other regions of the country. That’s something being worked on in the Arizona region, and Neal was optimistic that it would be signed before the end of the year (if not before this magazine’s publication date).

Based on that agreement, utilities will be able to chart out the work planned for the next year, and go and do it, communicating with the agencies but skipping the approval process because the methods have already
been approved in the memorandum.

“It gives you all tools in the toolbox to manage those utility corridors in the best way possible, which is environmentally sound and cost effective,” Neal says.

If it works the way it is intended, there will be a benefit to all of the parties involved, say those who drafted the memorandum. Stewards of federal land will see those corridors maintain native species and biodiversity, while increasing the safety and efficiency of the utility line. Utilities and the tree care companies that they contract with will save time and energy, because they’ll be able to do their jobs more efficiently, says Neal.

“If they know going in what type of prescription that they are going to fill in a utility corridor, it helps them manage their costs and they can turn that over to the utility company as savings,” Neal says.

“Prior to the memorandum of understanding, it was a completely decentralized process. With the memorandum, there is at least some guidance from Washington, which had never been in place.”

Jim Orr, Asplundh

A handful of TCIA-member companies – Asplundh, Davey, Wright, Lewis, Wolf, Trees Inc. – are major players in ROW clearance and will be at the forefront of carrying out the work outlined in the memorandum. Asplundh’s Jim Orr, general manager of technical services, expressed optimism that the agreement will help the utilities’ arborists as they move through the approval process of obtaining permission to properly manage vegetation on federal lands.

“I think it’s very safe to say that the memorandum is a positive step. It’s certainly going to take some time to see how it will play out, because we don’t know,” Orr says. “They sure worked hard putting it together for a long time. Prior to the memorandum of understanding, it was a completely decentralized process. With the memorandum, there is at least some guidance from Washington, which had never been in place.”

Anything that will help the utilities should also help the contractors.

You can download a copy of the memo or understanding via www.epa.gov/pesticides/grants/eei_integrated_mgmt.htm, or www.eei.org/industry_issues/environment/land/vegetation_management/.
In an effort to show skeptics that it can enforce the nation's immigration laws, the Bush administration has conducted a number of high profile raids on employers who hire illegal workers. While Congress continues to debate the future of the more than 11 million illegal aliens, a guest worker program, and increased border security, Immigration and Customs Enforcement (ICE) has been shifting attention to worksite investigations.

What can you do to ensure your company is not front page news and what can be done if ICE does come knocking on your door? One of the most critical steps is to complete Form I-9 accurately and follow up on any relevant expiration dates.

The Immigration Reform and Control Act of 1996 requires ALL employers to verify employment eligibility for all employees. Here are the top 10 things every person responsible for employment verification should know:

1) Do not request specific documents to verify employment eligibility. Instead provide employees with the list of acceptable documents attached to Form I-9;
2) Complete Section One of the Form I-9 on the first day of employment;
3) The Form I-9 MUST be completed within three days;
4) All new employees - regardless of citizenship - must complete the Form I-9s;
5) If the employee provides a document that does not satisfy the I-9 requirements, simply return the document and request them to provide another one from the I-9 list;
6) Do not over document or retain documents past the required date;
7) Do not accept any documents that aren’t originals, except as stated in the Form I-9 directions;
8) Review your Form I-9s and develop a tracking system to track any employment authorization documents that may expire;
9) Update and reverify information;
10) If in doubt always consult counsel to avoid exposure and liability.

Don’t wait for the government to come knocking. After ensuring that both current and future I-9 compliance mechanisms are in place, it is important to look back. A voluntary, in-house audit is an excellent way to assess your company's I-9 habits in the past and provide an excellent opportunity to correct errors or determine potential exposure in the event of an audit. It is also important to understand prior habits or routines, particularly in an organization where more than one person is involved in the verification process or where there has been a great deal of turnover. As the employer you are responsible. "The person who used to handle that is no longer with me," will not serve as an adequate excuse in an audit.

Once the initial Form I-9 is completed, if there is an expiration date included on the form, such as for a non-immigrant H-2B worker, this employee must be included in the company's tickler system that tracks employment authorization for immigrant workers.

There are times when it seems that the best thing to do is just start anew if we have filled out forms incorrectly. However, federal regulations prohibit destroying I-9s that contained incorrect information. You must NEVER:
- shred or throw away the old version and do a new Form I-9 with the old date;
- request copies of specific documents to match those originally presented so that you can attach copies to the original Form I-9;
- make corrections on the original Form I-9 without initialing the changes and annotating that the changes are updates to the Form made after the original completion; and
- fill in data points that were previously left blank on the Form without initialing and dating with the new date.
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A homeowner returns home after work to find his favorite tree has been cut down by a neighbor. Another discovers that an out-of-control car has destroyed the specimen tree in his front yard. In another situation, a city wants to protect an old oak on a construction site.

Tree appraisers, who specialize in determining the monetary value of trees, work in the insurance, real estate and home building industries as well as for individual property owners. They can be consulting experts, expert witnesses, mediators and arbitrators.

Tree care contractors are in an excellent position to expand their business into appraisal, because appraisers need years of experience in the field of tree care.

Appraisers also need a wide range of information, especially about the different methods of appraising trees, and which method to use in a given situation, says David Hucker, an appraiser who owned a successful tree care company for more than 20 years. Hucker is a member of the Tree Care Industry Association, American Society of Consulting Arborists, International Society of Arboriculture, and also is a Registered Consulting Arborist (RCA).

Scott Cullen, who began as a tree care contractor in 1971, is a full-time tree care consultant, and a real estate broker with a masters degree in real estate development. A member of ASCA and ISA, and an RCA as well, he spends a significant portion of his time on appraisals.

“A good proportion of my business is insurance claims,” Cullen says. “Frequently we’re asked to give an appraisal for a casualty loss for an income tax deduction.”

Cullen also works for municipalities, appraising trees that the municipality wants preserved on construction sites. A recent case was a single family property, where some trees had to be removed. The tree removal permit included a condition that other trees would be preserved. Cullen appraised the trees that were to be preserved and the municipality put a bond on them with the same value. If the bonded trees fail within two years, the construction company may have to forfeit the bond, or part of it.

“The project is almost complete,” Cullen says. “They did a great job of preservation.”

Municipalities also hire appraisers to compile an inventory of trees on city property. This inventory tells the municipality the general value of its trees so the municipality knows the aggregate assets they have to manage.
Hucker has been consulting for 14 years and is an expert witness in cases involving tree appraisal. Hucker’s most notable case took seven years to resolve. “I was called when a utility company removed young trees encroaching on a primary utility wire. The plaintiff found the clearing and said they were being grown for highly valuable hardwood.”

Although the utility company had an easement, the plaintiff argued that he hadn’t been given any warning or opportunity to save the trees. He wanted every tree replaced.

At the request of the utility company, Hucker gave a figure based on the timber value of the trees. The plaintiff came up with his own number. “The difference was massive,” Hucker says, because each used a different method to calculate the damage.

“One of the most common methods is to determine the value based on the estimated cost to replace the tree offered by the utility,” Hucker says, but this isn’t always reasonable.

It’s reasonably easy to calculate the value of trees that are used for income purposes, like timber, fruit or nut crops. But how much is a tree worth for its aesthetic value alone? These are the toughest to deal with, he says.

Sometimes it isn’t even appropriate to replace a tree with one that's the same size and kind.

For example, Hucker was an expert witness in a case where a homeowner hired a tree care company to cut down a tree in his back yard – and the company removed the wrong one. When Hucker went to the site, he realized that the original tree had been too large for the space, and recommended that it be replaced by a smaller, and therefore less valuable one.

Cullen, who has a degree in social science, says, “Appraisal is a very complex deal. All appraisals are not the same, and all values are not the same. Value isn’t just the physical attributes of a tree. It’s a human perception. You have to understand people and how their perception changes things. The definition of value varies by purpose, use, jurisdiction – even within the jurisdiction. It’s also greatly influenced by the law, which is by people who vote, saying this is what the community thinks it wants.”

“In my opinion,” Cullen continues, “appraisal is not something that a novice consultant should be taking on. You have to...
know what you’re doing, just as you have to with any tree care specialty.”

Requirements and qualifications

Anyone can call himself or herself an appraiser, says Beth W. Palys, CAE, executive director of ASCA. “That’s the rub. Don’t represent yourself as competent until you are.”

The first thing anyone who wants to be an appraiser should do is talk to colleagues who are already doing appraisals, Cullen suggests. “It’s a very complex specialty.”

Go to workshops, seminars and college and continuing education classes. Many of these are offered by ASCA. Others are taught by experienced appraisers like Cullen, who has conducted tree valuation seminars throughout the United States and in England. Read publications by TCIA, ISA and ASCA.

According to Palys, “For the most part, ASCA members who are consulting arborists do the bulk of appraisals.”

ASCA offers specialized training in consulting. It requires its members to follow a code of ethics and to attend a certain number of continuing education courses every year. ASCA members can become more highly qualified by becoming RCAs. They attend the ASCA Consulting Academy, a three day conference with workshops and lectures on consulting ethics, forensic science and how it applies to arboriculture and consulting, technical writing, and negotiation skills and dispute resolution. They must pass an exam, write a booklet report and submit one of their own reports.

Appraisers have to have excellent communication skills, both written and oral. They need written communication skills, because appraisals are usually written reports. They need oral communication skills as well, because, as Cullen says, you can be the best appraiser around, but if you can’t communicate that to a potential client, you won’t get the job.

And if you’re an expert witness, the ability to communicate well is crucial. “Most judges don’t know very much about the values of trees,” Hucker notes. You need to be able to convey information they might not be familiar with in a way that’s easy for them to understand. And, he adds, the judge has to see you as knowledgeable and sincere.

Appraisers also have to know when to call in other experts. If they’re doing litigation appraisals, they have to know enough about the law in their jurisdiction to know when they need legal advice from a lawyer. They also need to be familiar enough with IRS regulations to know when they should talk to a certified public accountant or an attorney.
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One case Cullen worked on involved more than 10 experts on both sides. A homeowner had wanted more sunlight around his property, so he hired someone to cut down some trees on the property next to his – which happened to be a state park.

“The state was not very happy about that,” Cullen says, and litigation followed. “There was quite a bit of dispute over the way the valuation was done. It was important to work with an attorney.”

The case was settled, and none of the experts for either side has any idea of what the outcome was. This illustrates another quality appraisers need: To do their jobs the best they can and then to move on without knowing the results of their efforts.

“You do an honest, objective job, and the outcome is the outcome,” Cullen says.

Appraisers also need a copy of the Council of Tree and Landscape Appraisers Guide for Plant Appraisal.

The CTLA is an organization of tree care and landscape associations, including TCIA, ASCA, ISA, American Nursery and Landscape Association and the Professional Landcare Network (PLANET) and the American Society of Landscape Architects. These associations have representatives on the council who compile and update the guide. They’re working on the 10th edition. Hucker is TCIA’s representative.

“We’re trying to provide enough possible solutions to suit as many situations as might arise,” Hucker explains. “What I would like to hear from any member is, ‘I read the book (9th edition) and there’s something I don’t understand.’ Then I can answer the question and hopefully clarify it in the book.”

Unfortunately, no matter how good the appraiser, and the information, appraisers always risk being sued by unhappy clients.

Insurance

“Appraisal is opinion,” Cullen admits, “and because appraisal is so complex, appraisers are sued because of their opinions. Most TCIA members have general liability and workers’ comp insurance, because they’re contractors, but with some very specific exceptions, general liability insurance does not cover giving an opinion.”

Appraisers, whether they are part-time or full-time, need insurance that covers giving an opinion. This is generally known as errors and omissions (E & O) insurance, or professional liability insurance. As with other kinds of insurance, some policies are better than others. Make sure your policy covers paying for a lawyer to defend you, and doesn’t just pay the claim if you lose.

There will always be work for tree appraisers, and the work will always be challenging. “There are endless examples of how someone’s tree can be destroyed without their permission,” Cullen says.

The challenge is to understand the methods, and understand the most appropriate method to determine the value.


Janet Aird is a freelance writer who lives in Altadena, Calif.
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By Wayne Outlaw

All your equipment has just been topped off. You recall the price at the pump last time you filled up and the almost daily news reports on where fuel cost appears to be headed. Has this caused you great concern about its impact on your profitability? Sure! You might absorb a few more cents per gallon with conservation strategies, but this is much more than a few cents. What will this increase in cost do to your profitability? What will it do to your future success and prosperity? If you see each increased dollar for petroleum as being the loss of a dollar of profit, then you are only seeing a small part of the true picture.

This situation is like an “iceberg” where the real danger lies unseen below the surface of the ocean. With the iceberg, it is larger and the area of danger is closer than it appears. The increases in petroleum products’ cost to you is only a small part of what you will be dealing with as its true effect moves through the business cycles.

As a business owner and manager, you must perceive not only the real level of danger, but also react before it is upon you. Just as the captain of the Titanic did not see the obstacle and waited too long to react, therefore impacting the part of the iceberg below the surface of the water, the company that waits too long to respond to this change of market conditions will be in for difficulties.

The tree care company executive who perceives the hidden dangers of today’s market and takes early, decisive actions to respond to the dangers, will be in the best position to avoid difficulties and protect profits. The increase in the cost of a key product such as gas, which is required by almost all businesses, will have both a “perceived impact” and a “real impact.” The degree of that impact depends on the specific business and the composition of their customer base. Some will be affected more than others and even require different responses.

To get an accurate assessment of the situation and a perception of the impact and responses, in the month of June we created and administered an online assessment to conduct research with individuals in tree care companies.

Four hundred thirty-nine individuals, representing almost as many tree care companies, responded and gave us a great deal of insight on not just what is occurring with tree care companies, but also on what is happening with their customers. Their collective insight has provided a unique and candid snapshot to what is happening in the industry, how people are planning to respond, or have responded, and what will be the real impact over the next four months. We will not only share what is going on, but we will also share the impact that will create challenges companies will have to face. Many pointed out that the competitiveness has apparently increased dramatically.

In the survey, because of all the attention fuel cost has been given, we asked what had been the impact of the increased fuel price. Thirty-five percent of those surveyed said it has been moderate, while 48 percent said significant, and 5 percent said extreme. Only 12 percent said it was minimal or they were not affected. Almost all tree care companies have been significantly affected.

Recent articles in Tree Care Industry magazine and other publications have focused on better management, conservation, and reducing consumption. This is a
necessary strategy, but by its nature has limits. There is a point of diminishing returns and real limits to how much consumption you can reduce.

What the conservation strategy doesn’t address, much like the iceberg below the surface of the ocean, is the impact of the increased cost on the customer. A tree care company that primarily serves high-end residential customers may feel that it will not affect their customers; however, some of the wealthiest customers in every industry are the most cost conscious. That is how they got to be wealthy and stay wealthy.

According to the tree care professionals who responded to the survey, the impact to their customer base was significant. Three percent said the impact to customers has been extreme, 27 percent said it was significant, and 43 percent said it was moderate. That represents 70 percent of the customers of tree care companies. This impact is likely to increase the price pressure, create more competition, and even cause the delay of some work. The full impact to the tree care company of increasing fuel prices are once again like the iceberg analogy. If you look at only your increased fuel cost, you could think you are sailing into relatively calm waters with ample distance for safety, but will be woefully mistaken.

During the survey we learned that it has created a more competitive environment. Sixty percent said it was more competitive while only 3 percent said it has become less. This will have a significant effect on price competition.

What does this mean to the tree care companies and those who work with them? It means that it will be more difficult to get business and those who are not ready to respond well will suffer. Those who are ready to respond effectively and move quickly will be healthier in any environment, and this one is no exception.

While many have and will respond by simply changing prices, this doesn’t always work. This is especially true when the customer is under the same pressures. While they may sympathize with your situation, or even be in a similar situation themselves, they are dealing with reduced budgets or increase expenses taking up what would normally be spent for tree care. When money is tight, it is easy for a customer to rationalize putting off maintenance until later if they don’t see the value of what you do.

If the customer has to make difficult choices, he or she will choose to reduce expenses in areas he or she feels provides the lesser value. The ability of the person charged with persuading the customer of the value of your services and the benefits of using you for them will have a significant effect on the outcome. While the person may have great technical skills, the ability to get a customer to see the value of tree care and commit the resources to your company, or any tree care company, may require a new approach and different skills.

Tree care companies spend a significant amount of time and resources developing technical skills and building safety practices. These are critical to the health of the tree care employee. However, in our survey we found 42 percent of the those surveyed said the employees responsible for selling their services have “no organized development.” How effective would a job be if it was done by an arborist with “no organized development?” The good news is that 23 percent said those responsible for selling a tree care company’s services develop sales skills or persuasion skills at an industry association workshop, such as is held at TCIA meetings.

Even with developing new skills, it may require a shift in thinking and taking the time to really define what specific services your customers value and what it takes to meet their expectations. It may require going beyond what traditionally is considered good service and determining what they perceive as value or valuable, and discovering how to use both to motivate your customers to invest.

In this series of articles (this is part one of what is intended to be a four-part series), we will not only share the levels of competition experienced and the levels of price resistance, but, most importantly, we will address how to respond effectively to keep your company healthy. We will share the Outlaw Value Model™ used to increase the customer’s perception of value, explore how those who are charged with persuading customers can improve their effectiveness, and we will show how to determine what creates and builds customer loyalty. It is our objective to show you how to build the value and success of your company.

Wayne Outlaw is author of “Winning the Value Battle: Selling Against a Cheaper Price to Improve Your Margins and Income” and “SMART STAFFING: How to Hire, Reward and Keep Top Employees for Your Growing Company.” He has spoken for the Tree Care Industry Association and consults with companies to improve and increase their results. He can be reached at 1-800-347-9361 or at wayne@outlawgroup.com.

TABLE 1: Impact of increased fuel prices to your customers

<table>
<thead>
<tr>
<th>Impact Level</th>
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<tr>
<td>Not at all</td>
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<tr>
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<tr>
<td>Moderate</td>
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<td><strong>Total</strong></td>
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Surveyed by Outlaw Group, Inc. June, 2006
HELP WANTED

Climber/Production Manager
Min. 5 yrs’ exp. Must know pruning w/o spikes. Year-round, salary, pd vacation/health, help moving. Profit-share/potential partnership. Virginia, near Williamsburg, Busch Gardens, VA Beach. (757) 595-8733, wmhendron@cox.net

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

Well established tree company
Is seeking motivated individuals with experience to join their team. Bucket truck and climbing a must. MCA and CDL preferred. Great pay and benefits. Call Dodge Tree Service, Inc. (978) 468-1711.

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

Help Wanted
Earnest Arborist to work with and/or purchase an established tree care co. in SE PA. Call Jonathan Fairoaks (610) 952-5209.

Tree Worker 4, Arizona Public Service Company
Several positions available throughout the state of Arizona. Primary Job Functions — Physical ability, knowledge and skill to perform tree pruning, tree and brush removal, herbicide applications from and or near energized power lines utilizing mechanical equipment or manual climbing techniques and rigging as required to ensure work is completed in a safe, efficient manner. Ability to operate and maintain chain saws, blower, hand tools, ropes and equipment, including lift or manual truck, pickup, ATV, chipper, to safely perform all functions of line-clearance operations as well as other duties as assigned. Must have a high school diploma or equivalent and have a minimum of 18 months experience. Apply online at Pinnaclewest.com or fax or mail a resume stating which position you are applying for to: Fax: (602) 371-5008, Mail: APS Staffing-Union, Mail Station 3847, P.O. Box 53999, Phoenix, AZ 85072-3999.

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1-800-331-7655

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Several positions available in the state of Arizona. Primary Functions – Physical ability, knowledge & skill in tree pruning, tree & brush removal, herbicide applications from & near energized power lines utilizing mechanical equipment or manual climbing techniques & rigging as required for safety. Ability to operate & maintain chain saws, blowers, hand tools, ropes & equipment including lift or manual truck, pickup, ATV, chipper, to safely perform all functions of line-clearance operations. Direct the activities of the Forestry & Special Programs crew to ensure work is completed in compliance with APS Accident Prevention Manual (APM) as well as ANSI industry standards, OSHA regulations and the APS Vegetation Manual. Prepare and document all company crew time reporting, customer profile work sheets, & departmental work tracking reports as required. Must have a HS diploma or equivalent & a minimum of 2 yrs’ exper.

Apply on line at Pinnaclewest.com or fax or mail a resume stating which position you are applying for to: Fax: (602) 371-5008 Mail: APS Staffing-Union, Mail Station 3847, P.O. Box 5399, Phoenix, AZ 85072-3999.

Bartlett Tree Experts

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

Foreman/Supervisor

Aspen Tree Service, Inc. is a secure, highly regarded tree care company in the Aspen/Pitkin County area of Colorado. We are currently accepting applications for a Certified Arborist or Certified Arborist trainee in a supervisor/foreman position. You must have or obtain a Colorado Driver’s License with no points. For more information, please call (970) 963-3070 or on the Web at www.aspentreeservice-colorado.com
Swingle Lawn, Tree and Landscape Care

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

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* Other outdoor production positions also available

Swingle offers year-round employment plus top industry wages and benefits including 401(k) with company match. We also provide great opportunities for college graduates and student interns! If you are a results-oriented professional and looking for a career opportunity with a growing company, we want to talk to you! Visit our Web site at www.swingle-tree.com to submit an online application or send resume and salary history to Dave Vine at: Swingle Lawn, Tree and Landscape Care, 8585 E. Warren Ave., Denver, CO 80231; Phone: 1-888-266-6629, Fax (303) 373-0157; E-mail: dvine@swingle-tree.com. When it comes to your passion, choose Swingle.

Tree Trimmer – Foreman

Consumers Energy, a consumer-owned energy company headquartered in Marshalltown, IA, has a position opening for a foreman for our 2-person tree trimming crew. This position will trim trees in a 5-county area that grow into the electric right of way; provide customer service, including obtaining permission to trim trees; and may help line and gas crews as needed. Must have high school diploma or GED plus experience on a tree trimming crew and working with customers. Experience and/or training in electric line work and secondary electrical work a plus. Must have:

- Valid Iowa Class A CDL license within 90 days after being employed; understand and apply all OSHA/DOT regulations and safety rules necessary to perform the job; be able to apply first aid/CPR techniques; be an avid learner; maintain a positive attitude; be committed to excellence; value teamwork, honesty and hard work. Call 1-800-696-6552 for more information. Fax or e-mail resume by August 25, 2006, to: Consumers Energy, Brian Heitloff, CEO/General Manager, Box 1058, Marshalltown, IA 50158, Fax: (641) 752-5738, bheitloff@consumerenergy.coop

Exciting Career Opportunities for Service Industry Managers

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

- Division Managers
- Branch Managers

We have immediate openings in: VA, New England, FL, MO, TX, CO, LA, IL.

Responsible for managing day-to-day operations, including the supervision of field personnel. Business/Recreational degree desired with a minimum of 2 years’ experience working in the green industry. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer an excellent salary, bonus and benefits packages, including 401(k) and company paid medical coverage. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: DeAngelo Brothers, Inc., Attention: Carl Faust, 100 North Conahan Drive, Hazleton, PA 18201. Phone: 1-800-360-9333. Fax: (570) 459-3536 or e-mail-cfaust@dbiservices.com.

EOE/AAP M-F

For People Who Love Trees – www.arborguard.com

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

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

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Tree Climbers/Crew Foreman Needed

For Woodstock, GA, Tree Service to fill positions on our crews. Must be experienced and knowledgeable in all areas of tree work. CDL required for foreman position. We need team players who are able to think outside of the box. Mandatory drug screen req’d. Contact riskmanagement@treecrews.com or (770) 479-9611.
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<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
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USA
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Do you like to work outside? Are you looking for a rewarding and challenging career? Are you looking for full-time, year-round employment that offers excellent benefits? Buckley Tree Service is a growing company with two offices in Southeastern Wisconsin. We have immediate openings for Climbers, Crew Leaders and Plant Health Care Technicians. No experience? Not to worry – we have an extensive training program. We are looking for dedicated, hard-working individuals to be a part of our growing team. Benefits include health, dental, 401(k), profit sharing and paid holidays and vacations, with a relocation allowance/hiring bonus. Stop in and fill out an application or send your resume/work experience to: Buckley Tree Service, 1700 S. Johnson Rd, New Berlin, WI 53146 or office@buckleytree.com. A valid drivers license is required, a CDL is preferred.

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For Leading Tree Care Company, Philadelphia, PA & Naples, FL McFarland Tree and Landscaping Services has been providing superior arboricultural and horticultural services for over four decades. Our client base is comprised of the best of the best, serving the Philadelphia, PA and Naples, FL metropolitan areas. Our salespersons earn the highest commissions in the industry, following McFarland’s time-tested programs. We are looking for people who want to earn at least $100K annually. You should have the requisite skill, passion and the energy to make this happen. All experience levels will be considered. If you feel that your talents have not been sufficiently rewarded and/or appreciated, contact us immediately. YOU HAVE EVERYTHING TO GAIN! Ed Shebert, Peter McFarland, McFarland Tree & Landscape Service, 255 W. Tulpehocken St., Philadelphia, PA 19144; Phone: (215) 438-3970, Fax: 215-438-1879, E-mail: ed@mcfarlandtree.com

Operations Manager

D&B Tree Service with offices in Central & Eastern Massachusetts, is seeking an Operations Manager to help lead our Team. Duties and Qualifications: The candidate must have proven tree care industry experience with general tree care work and plant health care. Responsibilities include: Field Training, Production and Safety Management, and Overseeing Daily Operations. Candidate must be goal oriented and have a strong commitment to Safety and Teamwork. CDL License a must. Certified arborist preferred. Benefits package. Please submit resume to Bob Young: bob@dbtree.com or fax (617) 471-4777 Ext. 30.

Staff Arborist for TCIA

Trade association for commercial arborist companies seeks qualified candidate with arboricultural background for full-time position. Position requires demonstrable and extensive skills in project management, managing volunteers and communication – esp. writing skills. Candidate should possess a Bachelor’s degree in Arboriculture or closely related field as well as two or more years’ field experience in arboriculture. He/she must be willing to take direction and work in a team environment, and must submit current samples of writing and undergo personality profiling exercises during the interview process. Working knowledge of Microsoft Office software products in a PC environment needed; experience with desktop publishing software preferred. Previous experience with volunteer and/or non-profit groups preferred. Position requires travel at least six times a year. Ability to speak and comprehend Spanish a plus. Salary and other benefits commensurate with demonstrated experience and abilities. Please send resume and salary requirements to travis@treecareindustry.org.

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Experienced spray technician wanted now! Open position as a result of growth and an internal promotion. You will be responsible for operating the Plant Health Care profit center. Earn top pay, benefits and year-round employment. Please submit resume to Bob Young: bob@dbtree.com or fax (617) 471-4777 Ext. 30.
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We are seeking highly motivated people for the following positions:
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- Climbers/Grounds person

Immediate openings – call (719) 528-8141.

Ira Wickes/Arborists

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


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

Wanted ISA Cert. Arborist Climber

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

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Entry Level Arborist

Learn how to become an arborist and introduce yourself to all facets of tree care and tree remediation. Train under a registered, degreeed and licensed arborist. Bachelor’s degree in forestry, arboriculture or other horticulture related fields. An individual with a passion for trees, a drive to learn and a “can-do” attitude. Also looking for PHC technicians, foremen and climbers. Fax resumes to the following: Telephone: (214) 544-TREE (8733); Fax: (817) 569-8370; Mail: Advanced Tree Care, 590 N. Meandering Way, Fairview, TX 75069.

Ira Wickes/Arborists

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

Come work with 30 year established, family-owned company

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


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

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Please circle 59 on Reader Service Card
As arborists we have a fatal accident rate that is roughly 10 times the average for all industries. And, if this is not risky enough for you, try logging. Loggers have a fatal accident rate that is 30 times higher than the all-industry average and they, along with us, are engaged in what is probably one of single most high risk activities you can perform in the United States – felling a tree.

We also share another sobering accident statistic with loggers. While our fatalities are much higher than most other occupations, our serious non-fatal injury rate, defined as several days of hospitalization, is not. Why? We do not survive our accidents, they are that serious.

Obviously, we suffer very high non-fatal injuries that are treated on site or only require an emergency room visit such as punctures, lacerations and cuts from chain saws, branch stubs, falling branches, truck doors and a host of others. The point here, however, is that our fatal and serious non-fatal accidents have similar causes; and what does not kill us, often seriously injures us instead.

There is another group of individuals who work in this high-risk environment of trees – homeowners. And they shouldn’t. Not only is much of their “pruning” not healthy for the tree, their work is not beneficial to their health either. Homeowners have about five times the accidents that professionals do, at least measured against emergency room visits. Chain saws are responsible for many of their trips. If there is someone who shouldn’t be out there running a chain saw, it is the homeowner. Interestingly, many of their saw accidents have a similar scenario to ones professionals can have – i.e. kickback – but theirs have a more serious consequence since homeowners typically do not use any personal protection. We have all seen homeowners out trimming or felling trees wearing flip-flops, shorts, a T-shirt and a ball cap and swinging their saw as if they were Luke Skywalker with a light saber.

Captain Ron Lauth, left, and Fire Medic Troy Schurter, both of West Palm Beach Fire Rescue, rescue Pedro Graves from a tree after he had been electrocuted. The landscape worker had climbed the tree and was cutting branches when he reached for one that was touching nearby powerlines. Although very weak, he managed to cling to a branch until fire rescue had him secured in a “hasty harness” made of webbing and carried him down the ladder. He was in critical condition. He survived. © Jennifer Podis/The Palm Beach Post.

Who is the tree care industry?
Statistically, we are older than most would think but our entire work force is aging as well. While we do attract young workers, there are fewer to attract and many of those who do enter the profession leave the field within six months. This does not surprise anyone. Tree work can be physically taxing, is conducted in high-risk
environments, and there are easier ways to make a living. Most tree workers are white, followed by Hispanics, then African Americans, Asians and Native Americans, though regionally the racial/ethnic make-up of the workforce changes and there are crews out there that resemble the United Nations, with Cambodians, Russians and Guatemalans working together. The vast majority of the workers are males, not a surprise, though the number of female arborists is increasing but is still under 10 percent.

According to OSHA there were more than 120 tree and landscape fatalities in 2004. That is probably less than one-third the actual number of fatalities as OSHA has a hard time tracking accidents that occur in small companies and sole proprietors. Some of these 120 individuals worked for tree companies, others landscape companies, but they were all performing tree work at the time of their accident.

As far as what can be gleaned from the OSHA accident investigation reports and those from a sampling of fire, police and rescue calls throughout the country, more than 90 percent of the fatal accidents occurred to males, and they tend to follow the same proportion as the composition of the tree worker population regarding gender and race. For example, whites have more accidents than other groups as they represent more of the workforce.

The greatest disparity is in regard to age; the older the worker, the more likely a serious accident. It is not that they are less agile or complacent, though these can be factors. One factor may be that the arborist has a lifetime of exposure to an increasingly higher risk environment. This is not meant to imply that the oldest worker has the most accidents – many accidents occur to the new person, one with less than one year of employment with the company. The “newbie” will have the most non-fatal injuries (cuts and nicks), and they sometimes make the mistake that results in the veteran’s death. The point here is for the older arborist never to assume that their longevity is assured and that they can let their guard down.

Contact fatalities and non-fatal serious accidents

Contact with an object still accounts for the majority of accidents. The most common object arborists have fatal contact with is a falling branch or the entire tree. A mature tree can have a weight of 10 tons or more and its impact can easily crush a car; a worker is even more vulnerable.

Why were workers killed or seriously injured by falling branches or trees? They come down to a few different scenarios: failure to establish a work zone, failure to use a communication system and improper felling techniques. There is still the common practice of limiting communication to the ubiquitous term “headache” before cutting a limb or felling. Improper felling was another common cause of accidents. Just because you put a rope on it, or cut a notch two-thirds of the way through the trunk does not mean the tree is necessarily going to fall where you want.

The other major contact involves chippers. Despite the increasing safety of these units, workers are still finding ways to
become entangled in them. The two most common scenarios is the worker either uses a foot to clear a jam or feeds small twigs in with gloved hands. If the chipper does not kill the worker, the outcome is usually an amputation of either the hands or the feet. Some readers may wonder how anyone could do either of these, particularly with the way newer chippers are designed, but every month workers manage to be fed into the chipper along with the brush.

Fall fatalities and non-fatal serious accidents

Almost three-quarters of serious fall accidents are from a tree, followed by falls from an aerial lift or more precisely falling with the aerial lift.

The most common reason to fall from a tree is that the climber disconnects his or her fall protection to reposition or cuts through their fall protection with a saw. Falls over about 40 feet are generally not survivable. If you do survive the fall, the injuries are typically head or neck injuries along with backs. Minor injuries include knees, ankles and wrists.

Falls in aerial lifts happen when the aerial lift fails, usually for one of two reasons, each of which involves misuse of the equipment. A common one is the operator uses the lift as a crane. The lift may not fail the day it is used as a crane; it could fail the next time it leaves the yard. We have had accidents when a lift was occasionally used as a crane for more than 10 years but the failure, at the knuckle, happened when the operator had the booms extended at its maximum reach and cut a branch roped to the boom. The branch had an estimated weight of 70 pounds and swung though a 5 foot arc, at which time the failure occurred.

Another source of failure stems from the multiple ways we abuse the equipment. Operators can stress the boom by using the bucket as an outrigger. Have you ever seen an operator push the bucket into the ground so hard it lifts the truck a little bit? That’s using it as an outrigger. Buckets aren’t designed for those types of stresses. We have seen reports where buckets actually have detached from the booms, which does not sound like a pleasant experience, and a reason for always attaching the fall protection to the boom, not the bucket. If the bucket detaches and you’re attached to the bucket rather than the boom, all you did was create a smaller debris field.

People often ask what aerial lift has the most failures. It is not the manufacturer but the age, work history and maintenance of the equipment that matters. If the lift is more than 15 years old, had multiple owners who sold the lift rather than spend the money to maintain it and it has been abused regularly – watch out. Aerial lifts seem to be tremendously forgiving. They tolerate tremendous amounts of abuse, but we should never forget that they are also complex equipment in which the failure of only a few critical parts can lead to the catastrophic failure of the entire unit.

Electrical contact fatalities

Electrical contact is the third leading category of fatalities and serious non-fatal accidents but it is the single greatest source of accidents.
One of the most common reasons arborists are killed by electrical contact is that they did not know the power line was in the work zone. We often consider the work zone as a two dimensional area beneath the tree but it is really three dimensions and includes the aerial environment surrounding and within the tree’s canopy. A critical part of every pre-climb inspection should be checking for electrical conductors. Always assume there is a conductor and look until you cannot find it, then look again; that is much different than assuming there is not one because you did not see it. Many accident reports have the sad commentary that the crew did not realize a distribution line was in the vicinity until contact was made. The workers should not have been there in the first place as they were not a qualified line-clearance arborists. Checking for conductors and observing the minimal approach distances would reduce our fatalities and serious non-fatal injuries.

We need to do a lot more training for arborists who are not supposed to be working around power lines, just to help them understand the hazards of this environment.

Almost all of our electrical contact fatalities and serious non-fatal injuries happen when an arborist touches the power line with either the back, shoulders or hand (direct contact), or cuts a branch that contacts the line while the arborist is still holding the branch (indirect contact) and suffers electrical shock and burns. A few are due to a fall that results from muscle contractions that occur with electrical contact.

We need to do a lot more training for arborists who are not supposed to be working around power lines, just to help them understand the hazards of this environment. There may be dangers. Qualified line-clearance tree trimmers aren’t the people being injured or killed; it is the people who don’t normally do this work.

Arborists do survive electrical contact with distribution lines, though as with falls from heights above 40 feet, the usual outcome from electrical contact is death. If the arborist is not immediately killed by electrical shock they can suffer from internal injuries, severe burns, spinal cord damage and broken bones. Some of the injuries may take days or even months for symptoms too appear and untreated can result in kidney failure and death.

If an arborist survives a contact with an electrical conductor more than 500 volts he should be taken to the emergency room,
and you should alert the EMTs coming to the site, or the hospital if you are driving the victim, that the injury is due to conduct with an electrical conductor so the emergency personnel are aware of the cause. Even if the shocked arborist says he is fine, he still needs to go have a medical evaluation, since some injuries may take several months or even a year to become apparent. Kidney failure from internal injury may occur months later.

Other sources of serious injury and deaths

In smaller numbers arborists have died or been seriously injured from:

- Bee or wasp stings. Every year we lose at least one arborist due to an allergic reaction to a sting. Most of us only find the experience unpleasant. One worker suffered more than 80 stings and survived, but some have experienced a sting, come down out of the tree and died within minutes.

- People. Everyone has experienced the “nutty neighbor” – the neighbor who questions everything you are doing in the yard and screams that there will be trouble if you cut a branch overlying their yard, or drop brush in their yard or a long list of other complaints. In the old days we often ignored their threats but now-a-days these nutty neighbors are armed. We have had arborists shot at while in the tree or when dragging brush. If anyone ever threatens to kill you, believe them.

- Transportation and equipment. Each year arborists are struck while working alongside of the road. One worker was struck by a car that was speeding past another car, overcorrected their swing back into the lane and struck the worker. If not struck by passing traffic, workers are run over by their own trucks. Arborists have been backed over while they are fueling a saw behind a truck.

Our industry surveys indicate that only a small number of tree care companies provide training for their employees. While all managers who responded to the surveys thought having trained workers was important, apparently many believed that hiring trained workers, rather than providing the training, is the way to go. The training that was being provided typically consisted of First-Aid, some equipment training – such as aerial lift, chipper and saw operation – and some that covered work operations such as rigging. The most common trainer cited was one of the company’s employees rather than using an outside trainer. About half of the companies surveyed have procedures established to do aerial rescues, and about one-third practice every year.

Here is an interesting statistic from our
surveys: among companies that responded to surveys, companies that have training programs reported more accidents than companies that did not train. Why? There are several reasons, including the fact that conscientious companies with training programs also tend to do a better job tracking injury data. Companies that have a series of accidents also tend to start training programs in response to these events. But, there is one other important factor – the training itself.

Everyone knows the joke about what it takes to be an arborist – a pickup truck and a chain saw. What does it take to be an arborist trainer? Nothing. We have people out there training others who shouldn’t be trainers. We have people out there who don’t know the facts or don’t know how to convey the material. If you hear a trainer who says, “Let me show you how not to tie this knot,” be leery. People often remember what they see better than what they hear. They will remember the knot, but not that they should not tie it that way.

In an effort to save money some companies send one person out to receive training who then comes back to train the entire crew. If that person did not clearly understand the material presented or cannot explain it properly, then problems may occur. There have been instances where trainers have had workers killed while they are conducting the training. We need to look at who is training us to improve safety in the industry.

Dr. John Ball is a professor of forestry with South Dakota State University and has worked on accidents in the tree care industry for a number of years with the work supported in part from grants from the Forest Service and the TREE Fund. He has been assisted in this work by two graduate students, Shane Vosberg, now with Swingle in Denver, Colo., and Sam Kezar, now the owner of Kezar Tree Service, Crookston, Minn.

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Wild Turkeys are Helping to Secure our Children’s Future

By Randy Owen

The headline above has a deep meaning for me. “Securing our children’s future” means the future of my children, my employees and their children, and the future arborists coming into tree care. Our industry now has a vehicle to secure that future called the Voice for Trees political action committee (VFT-PAC).

At the most recent fundraiser for this committee during the Winter Management Conference in St Kitts, I started to accomplish the two goals I have set for myself. One goal is to invest in our industry’s future by putting my money where my mouth is in order to make a difference. My second goal is to make time for personal relaxation and life enjoyments. I was able to make a start on both of these life goals by purchasing a wild turkey hunt at the VFT-PAC auction.

Bidding for the turkey hunt that night was fast and furious. One of my auction bidding competitors, Tom Golon, asked “How much do you want this adventure?” I wanted it a lot, and I can report, Tom, that it was a tremendous experience well worth the investment in our tree care industry’s future.

I arrived in McCook, Neb., on April 17. What a beautiful area – long vast vistas and quite a change of landscape compared to Michigan. After meeting Tom Tolkacz – who is the owner of Swingle Tree and the person who graciously donated the outing and served as host – we went to his beautiful retreat home on the Swanson Reservoir that was used as our base camp.

After settling in, we visited the local marina for my turkey hunting permits and fishing license. From there, we went to the field to start my hunting and fishing adventure. Tom is a master turkey caller as he “speaks the language” of the wild turkey. During the next four days we saw more than 100 turkeys. Some were called in as close as 20 feet – one of the many memorable moments of the hunt. In the end, I harvested my limit of two Nebraska turkey’s and one Kansas mature, long-bearded turkey. Tom harvested two mature birds.

The fishing was slowed by poor weather conditions. However, Tom’s friend, Steve, a fishing guide, lure designer and a Bass Pro Staffer, was able to get us onto some fish. Unfortunately, it was not the trophy class fish that we were expecting to find.

Thank you Tom, for donating not only this quality sportsman’s adventure, but your personal time, company staff, business skills, insights and vision working to advance the future of our industry. I’m sure our donations will be put to good use advancing the interests of tree care in Washington – helping to secure our children’s future. I have already put to use the new skills I learned from you.

Randy J. Owen is president of Owen Tree Service, Inc. in Attica, Mich., and a director on the TCIA Board.

Boehner Legislator of the Year

TCIA’s Legislator of the Year Award is given annually to a Member of Congress who extols the virtues and is supportive of legislative and regulatory measures that facilitate and advance the commercial tree care industry. The award is given to members of Congress who have substantially assisted in the advancement of our policy agenda and legislative priorities.

For 2006, Rep. John Boehner received the award. Former Chairman of the House Education and Workforce Committee, Boehner had direct oversight over OSHA. This spring, he was elected majority leader of the U.S. House of Representatives, replacing Tom Delay. One of the few Republicans in the House who supports comprehensive immigration reform and isn’t interested in penalizing employers with fines or prison, Boehner has been a consistent supporter of TCIA small business issues and strongly on the side of OSHA reform.
When the rules change

By Scott Packard

Most of the hot air that blows west from Washington, D.C., cools down by the time it reaches our home office in Des Moines. I follow the debates over political issues, when I have the time, but mostly I just try to run my business. If I can do that without the obstacle of new laws or regulations that make my life harder, then I consider it a good week.

Fortunately, we have a trade association to look out for our interests in Washington. That’s why I pay dues to TCIA. That’s why I send a check every year to the Voice for Trees political action committee.

Occasionally, an issue is of such importance that I do more than usual. My part of the tree care industry, utility vegetation management, has a separate OSHA standard that governs how we carry out our work. Written more than 12 years ago with the active participation of Bob Felix and volunteers from our association, it is up for revision and rewrite this year. Some of the revisions proposed by OSHA would definitely make my business life harder, so I traveled to Washington with a TCIA delegation this spring to express my views. I also consider this standard to be important for residential tree care companies, since regulations that only affect line-clearance tree trimming operations today could affect the entire industry some day soon.

I’ve learned over the years that as much as I wish Washington would leave our industry alone – or better yet do exactly what we ask them to do – the reality is much different. Organized groups are working the halls of Congress to pass laws and rewrite regulations that will make our business lives tougher. As much as we would like to sit back and hope for the best, we need a strong association to advance our concerns. We need to be involved as an industry and as individual business owners.

Whether the issue is pesticide spray drift, legal and illegal immigration, taxes, or a specific OSHA regulation governing commercial tree care, TCIA is also in Washington as our representative. Through volunteer members, experienced staff, and a D.C.-based lobbyist the interests of our industry has a voice.

As the hot air from summer builds over the Midwest, I’m counting on my trade association to keep that other mass of hot air from crossing the Potomac River. I urge you to get involved to help your industry – and your business – watch out for its interests. Don’t wait any longer. Sitting back and hoping for the best is no longer an option.

Scott Packard is president of Wright Tree Service, Inc., in Des Moines, Iowa, and senior director of the Tree Care Industry Association.

ANLA and PLANET announce end of merger talks

On May 26 the Professional Landscape Network (PLANET) and the American Nursery and Landscape Association (ANLA) announced that they have decided not to proceed with plans to merge the two organizations.

In confirming the decision, PLANET President John Gibson, of Swingle Lawn, Tree, & Landscape Care, said, “Although we achieved encouraging momentum, we have decided that it is in the best interests of the memberships of both organizations not to merge at this time. The PLANET Board of Directors is focusing on alignments that are still being solidified coming out of the PLCAA/ALCA merger of 2004.”

The ANLA-PLANET merger task force embarked on a full-scale evaluation after determining last summer that there was sufficient reason to consider the creation of a single, national industry trade association. The current memberships of the two associations are largely based in different sectors of the green industry and the merger would have brought together agricultural nursery production, wholesale distribution, retail garden centers, landscape design/build/installation, lawn care, landscape management, and interior plantscaping services.

“When you make this kind of investment – volunteer and staff time, as well as financial resources – it is critical to ensure that you are making the right decision at the right time for the good of both organizations,” said ANLA President Buzz Bertolero, of Navlet’s Garden Centers. “Our thorough investigation substantiated the potential of an ANLA-PLANET merger, and we plan to continue working together as green industry associations and re-examine this possibility in the future.”

There is no doubt that some important groundwork has been laid for the future by the due diligence efforts undertaken this year, and a merger would have a dramatic positive impact on the industry. In the meantime, the two organizations intend to remain aligned in delivering services, expanding public outreach, and exerting political influence.
Emerald ash borer confirmed in Illinois

The Illinois Department of Agriculture announced June 13 that a beetle found in the yard of a Kane County home east of Lily Lake is an emerald ash borer (EAB).

“A coalition of local, state and federal agencies, including the USDA’s Animal and Plant Health Inspection Service, U.S. Forest Service and Illinois Department of Agriculture, has been preparing for this day the past two years,” Agriculture Director Chuck Hartke said. “Now that the emerald ash borer has been confirmed, we’ll activate our response plan and begin the task of eradicating it. The first step is to conduct an extensive survey of ash trees in the area to determine the extent of damage. The findings will help establish boundaries for a quarantine that will stop the movement of potentially contaminated wood and nursery products out of the area and prevent the spread of this pest.”

Since the emerald ash borer was first confirmed in the Midwest in the summer of 2002, more than 20 million ash trees are dead or dying.

The homeowner discovered the beetle and alerted the Animal and Plant Health Inspection Service’s Illinois field office, which sent the bug to its lab in Romulus, Mich., for identification and notified IDOA nursery inspectors. Inspectors visited the residence in “The Windings” subdivision where the beetle was found and discovered several infested ash trees. They also canvassed the neighborhood and uncovered at least six additional infested trees within five-blocks of the residence, as well as evidence of an infestation in an adjacent subdivision to the north.

“The diversity of the landscaping in this neighborhood will help our eradication efforts,” noted Warren Goetsch, IDOA division manager of Natural Resources. “Only about 5 percent of the trees are ash varieties.”

Inspectors have not determined how the beetle arrived in Illinois, but suspect it may have been transported here in contaminated firewood. EAB infestations have been confirmed in Michigan, Indiana, Ohio and Maryland.

The emerald ash borer typically moves only short distances by flying, but can survive long distances in transit on ash nursery stock, ash logs, branches and firewood. To avoid the accidental introduction of the beetle to new areas, people are advised to purchase only locally grown nursery stock and locally cut firewood.

The emerald ash borer is difficult to detect in newly infested trees. Signs of infestation include the presence of metallic-green beetles about half the diameter of a penny on or around ash trees, thinning and yellowing leaves, D-shaped holes in the bark of the trunk or branches and shoots growing from the base of the tree.

Anyone who suspects a tree has been infested is urged to first contact their county Extension office. The Illinois Department of Agriculture also will offer a toll-free hotline at 1-800-641-3934 for extension-confirmed infestations.

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Polonski bin not ein Berliner

After reading the article about Leo Polonski’s experiences in Germany in TCIA Member Forum (TCI, March 2006), I wanted to clarify some statements and add some facts.

Unfortunately the majority of German Autobahn nowadays is covered with speed limits between 75 and 80 mph, and strict enforcement results in high fines – probably like everywhere else.

Polonski is really a good observer; he found that German cars hardly have any cup holders. That is because we know that from speeds of 130 mph onward it is better to put the cup between the thighs – it is tighter there. (It is a rumor that is not possible to make phone calls, comb hair and fiddle with the radio at a speed of more than 100 mph.)

It is not true that the small leaf lime (Tilia cordata) is the national tree. Instead, our national tree is the European oak (Quercus robur) and our national emblem is the eagle, even though most Germans have the feeling that this bird is more of a vulture with an insatiable thirst for tax Euros.

It also is not true that all German street trees are being pruned or topped in a way that Alex Shigo would have to turn around. This may be a local problem in some areas, like in North America.

Yes, poplars are a very common species. They were mostly planted after the second world war to provide quick growing wood for heating. In the ‘60s and ‘70s they often were planted between more “valuable” trees to stimulate quicker growth. Nowadays hardly any poplars are being planted along streets or in parks.

Tree climbing is definitely allowed in Germany. It used to be forbidden by the German health and safety authorities until 2001. Since then, approximately 5,000 climbers have been trained in special five-day courses in small groups of a maximum of five participants. Passing the final test is required to be allowed to perform professional tree-climbing. These hands-on courses provide knowledge in safe climbing techniques, rescue operation and material properties.

Additional training and thorough medical tests are required when using a chain saw for tree work. Physical and mental fitness is examined every two years. Quite a few climbers do not comply with the criteria and fail. In addition, every year first aid training needs to be refreshed.

European industry offers high tech, brightly coloured, chain saw resistant full body protection that is not much thicker than the canvas of tree climber pants. It is mandatory to wear special CE (an acronym for the French phrase “Conformite Europeenne”) approved hard hats with chin protection and a visor or other eye protection. Also saw resistant gloves are recommended.

It is also not true that every tree care company uses telescope lifts, but most companies use the good infrastructure and rent these high tech devices on a regular basis. Most companies use a combination of tree climbing and aerial lifts.

Another reason for fewer accidents could be based on the fact that the majority of German arborists are usually highly skilled. Tree care work is mostly carried out by professional gardeners or forest journeymen with a sound two to three year apprenticeship backed up by state run schools. Finally, after a three year practice period, a gardener or forester can qualify for a five month, full tuition course at one of the two German state run schools.

If an applicant has no official professional background in the green industry, six years of practical work experience are required to apply for the final examination.

I believe that a high level of safety for tree workers is not so much a matter of standards, rules and regulations, but is most of all based on solid thorough training, personal health and maturity, and intelligent work planning.

Erk Brudi
Brudi & Partner, TreeConsult, Gauting, Germany

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New ANSI standard for safe motor vehicle operations

A new ANSI standard on “Safe Practices for Motor Vehicle Operations” became effective April 28, 2006. This standard is important because it provides a comprehensive vehicle safety standard.

ASSE developed the new Z15.1 standard because 45 percent of workplace fatalities result from motor vehicle crashes (Bureau of Labor Statistics: www.bls.gov/ifs/osw/cfio/cfoi_rev04.htm). The primary objective in developing this new standard was to define minimum safety requirements that would apply to any type of business regardless of fleet size, types of vehicles and whether regulations apply or not. The standard serves as a tool that helps safety and fleet supervisors and management develop effective fleet risk management procedures and to provide guidelines designed for developing and implementing effective fleet risk management programs.

The Z15.1 standard is a baseline program developed by industry experts for voluntary use by businesses where employees may be exposed to hazards associated with motor vehicle operations. It is believed it will be most beneficial for small to medium sized fleets. The standard should not have a substantial impact on commercial vehicle operations, since most already have fleet risk management programs. For non-commercial fleets, the standard will be of value, as it offers guidelines to develop effective risk management tools for motor vehicle operations.

Key elements include: Scope, Terminology, Leadership, Operational Environment, Driver Management, Vehicles and Recordkeeping, and Sample Policies (can be used as a guide and for information on incident reporting and calculating incident rates).

Copies of the standard are available from the American Society of Safety Engineers, 1800 East Oakton St., Des Plaines, IL 60018-2187 or www.asse.org.
By Adrian Juttner

Underground warrens and nests of the introduced Formosan termite are huge! Studies done by the New Orleans Mosquito and Termite Control Board in the 1990s showed that termites mined under St. Charles Avenue, connecting the trees in Lafayette Park with infested Gallier Hall. Ongoing studies in Armstrong Park and elsewhere map colonies hundreds of feet long and 30 feet deep.

Louisiana State University studies show termite activity in the levees and flood walls. New Orleans sits atop hundreds of feet of alluvium (sand, clay, silt, etc.) laced with prehistoric trees and woody debris. Termites arising from the river and lake beds eat through creosote pilings around the Canal Street ferry, wharves and fishing camps.

Heavy termite activity in trees was observed, and documented in the Adrian’s Tree Service database, at the sites of all the levee breaches. The first tree termite treatment, using a combination of an insect-killing fungus and massive water injection into a tree trunk, was done on a 43-inch DBH Laurel oak in front of 7035 Derbes St. on May 5, 2000. The tree accepted 10,000 gallons of water from a garden hose unimpeded. The water flow was shut off to mitigate the size of the water bill (about $80) for the homeowner. This was just four blocks from the 17th Street Canal levee breach.

On March 1, 2001, a group of infested trees at 1315 Royal St. accepted 70,000 gallons of water – again unimpeded – with a termite treatment. Swarming in subsequent years in an entire city block of the French Quarter has been reduced to nil.

During the week of June 4, 2002, a group of a dozen infested trees under the Skyview Apartments in Algiers accepted 500,000 gallons of water laced with biological termicides in an unimpeded, unlimited flow.

Since May 2000, Adrian’s Tree Service has treated more than 1,000 termite infested trees using biological termicides and massive amounts of water. All of these treatments are documented in our database. Where does this water go? It goes into a massive warren of subterranean nests and passageways that have been mined out by Formosan termites over 60 years. Sometimes native termite colonies or small Formosan termite colonies accept only a limited amount of water – say 500 gallons. Water begins to bubble up out of the ground in the vicinity and the flow must be shut off. Sometimes the access to the warren is narrow or plugged up with termite dung and the tree will accept water at only a dribble. To increase the flow, we hold the nozzle into the drill hole in the tree trunk and raise the pressure and flow to the maximum. Sometimes this blows the bung and allows water to flow freely into the underground warren at an acceptable rate. Tree stumps with termite cavities can accept the full force and flow of a 2-inch line from a fire hydrant.

During Hurricane Katrina, the storm surge blew the bungs under the levees and allowed water to flow freely into the neighborhoods via the underground warrens and toppled infested trees. This is basic hydrology – water seeks its own level. Since the canals are at sea level and connected to Lake Pontchartrain, the water will flow in from a single breach until the entire city is flooded. And the entire levee system – including the Mississippi River levees – is undermined. It is possible that 60 years of mining on the lakefront will limit the surge to the fragile levees, but this termite scenario puts the recovery of most of New Orleans in doubt.

Adrian Juttner is owner of Adrian’s Tree Service, a TCIA member company, in New Orleans.
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