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There’s a new sheriff coming to your town and he is fully armed – with fines and enforcement mechanisms. It has taken a year and a half for the Obama administration to change the way the Occupational Safety and Health Administration (OSHA) operates and the trend is clear. Inspectors are coming to your job sites with the goal of fining you. And they are pushing to take matters further with proposed legislation called the Miner Safety and Health Act of 2010. You might think that since there aren’t many trees growing in coal mines this law doesn’t apply to you. Well, mine safety is simply the headline grabbing vehicle to accomplish much more. The bill includes significant changes in enforcement, penalties, abatements and whistleblower provisions that will impose substantial costs on tree care businesses.

Some highlights of the legislation:

- Section 703 would allow OSHA inspectors to order a work stoppage at a jobsite and order immediate changes that the inspectors require without OSHA showing an imminent threat or any hearing or judicial review of the inspector’s allegations. Employers who failed to comply with the work stoppage would face a fine of $7,000 per day. The Agency is currently able to halt operations within an hour if a serious hazard poses an imminent danger to employees. Granting OSHA inspectors the authority to shut down businesses without showing imminent danger will result in unnecessary and costly shut downs. Inspectors are not industry experts and lack knowledge or background regarding the industry specific safety practices and operations.

- Sections 705 and 706 make changes to the penalty provisions. Currently, “any responsible corporate officers” that “willfully” violate the OSH Act can face criminal liability. Section 706 would impose felony criminal sanctions against “any company officer or director” for “knowing” violations of the Act. The bill, however, provides no definition of “knowing,” nor does it provide any limitation or guidance on which “officers or directors” could face criminal charges. At the same time, the bill dramatically increases civil and criminal monetary penalties.

In order to work toward our shared goals of healthful and safe workplaces, OSHA should be as much a resource for employers as it is an enforcement agency. Unfortunately, the new sheriff mentality will create a more adversarial relationship between small business owners and OSHA, as fears of felony prosecution will rightfully make people leery of working with OSHA.

TCIA members might want to dig out their “Surviving an OSHA Inspection” guides and read them – before the sheriff arrives. OSHA recently announced that it had filed a complaint against a U.S. Postal Service facility in Rhode Island, seeking $558,000 in fines for eight willful and four serious violations. And this is the Post Office … imagine what they plan for you!

Mark Garvin
Publisher
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AUGUST

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Four issues hold most companies back.

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Letters, E-mails & Tweets

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Advertiser Listing

From the Field
By Ben Boivin
PPE is not meant to last forever.
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IPM in a nutshell

Integrated pest management (IPM) is the selection, integration and implementation of pest control based on predicted economic, ecological and sociological consequences. Today, perhaps more than ever, this approach is relevant to arborists, urban foresters and landscape managers who must deal with pests. Societal concerns about pesticide use have never so greatly affected the day-to-day operation of the green industries. To implement an IPM program for any given system or, for that matter, any specific pest, several components must be in place.

First, the pest manager must have a thorough knowledge of the biology and ecology of the pest. Understanding the relationship between the pest and its host plants is vital. By knowing the cultivars and species most susceptible to pests, managers can reduce losses by growing resistant materials and by focusing their monitoring and management activities on pest-prone varieties and cultivars. Trees and shrubs vary widely in their susceptibility to insect pests and diseases and in their response to environmental stresses. Interactions between the environment and the plant may favor or disfavor potential pests. Knowing how to alleviate environmental stress is an important tool in mitigating attack by and losses to pests.

The distribution of a pest in time and space is also vital information needed to make decisions regarding intervention. Monitoring is the regular and systematic inspection of plants and landscapes to detect the presence of damaging insects and environmental conditions adverse to the health of plants. Monitoring provides the information to pinpoint the location of pests and apply controls in the most effective and timely way. Monitoring also provides information on the presence and activity of beneficial organisms that may eliminate the need for other controls and informs managers how effective previous controls have been.

When a problem is detected, the pest manager must go through a decision-making process that involves the following minimum considerations. First, is the problem severe enough now, or does it have the potential later, to cause true damage? Is control most effective at this time or would another time be better? What is the best combination of control tactics to provide economically and environmentally sound results?

Once the decision is made to control a problem, the pest manager combines one or more control tactics, such as cultural controls, mechanical controls, biological controls, resistant plant materials, and chemical controls into an integrated management plan or strategy. The final component of IPM is an evaluation plan. This plan allows the manager to determine the efficacy of control actions, the cost effectiveness of monitoring and control tactics, and the overall value of the management program.

EAB in a nutshell

Emerald ash borer (Agrilus planipennis) is an invasive metallic wood boring beetle (Buprestidae) from Asia, first detected in the U.S. in Michigan in 2002. Adult beetles nibble leaves and cause virtually no injury to trees. However, larvae called flatheaded borers are egregious pests that consume living cambium, effectively girdling a tree. When numerous, they are lethal. EAB has
killed tens of millions of ash trees in 14 states in the U.S. and two provinces in Canada. It poses a major threat to the sustainability of natural and urban forests in North America. 

During the past decade, much progress has been made in understanding basic elements of the biology of this pest and methods to control it, especially in the area of chemical control tactics. An excellent review of insecticides for controlling EAB can be found at the following Web site: www.emeraldashborer.info/files/Multistate_EAB_Insecticide_Fact_Sheet.pdf (also, see Table 1, page 13). In this article, we briefly review progress in other areas of EAB research that contributes to the development of comprehensive management programs for this pest.

**Tracking the spread of EAB**

One of the most important pieces of information necessary to develop a plan of attack for an invasive pest is to know how quickly it spreads. It is generally believed that EAB arrived in North America near Detroit, Michigan, sometime prior to 2002 in wooden packing materials, or dunnage, and escaped into the surrounding landscape where it established in ash trees.

Since 2002, it has moved progressively outward in all directions, frequently abetted by humans as they move firewood, logs or other wooden products. In 2003, we also learned that it spreads with infested nursery stock when a shipment of ash trees from Michigan arrived in Maryland and initiated a focus of EAB in the Free State.

One important area of research centers on how rapidly EAB moves once an infestation gains a foothold. Accurate knowledge of the rate of spread of EAB can help municipalities plan management strategies. Several studies conducted in the field and laboratory tackled the question of how far EAB can move. Using tethered female beetles one study estimated a maximum flight distance of more than 6 miles over several days (Taylor et al. 2007). A variety of studies conducted in the field estimated movement to range from less than 0.2 miles per year to more than 12 miles per year (see references in Sargent et al. 2010).

In Michigan, the spread of EAB has two phases, an early one where beetles spread relatively slowly, about 4 miles annually, and a rapid later phase where beetles may spread more than 12 miles each year (Siegert et al. 2007). Recent studies in Maryland indicate that EAB is moving away from the infested nursery where it was introduced at a rate just slightly less than one mile per year (Sargent et al. 2010). We have used this piece of information to alert arborists and city planners about the potential timeline for EAB to reach their cities.

For example, in locations such as Upper Marlboro, Maryland, or the District of Columbia that lie less than 10 miles from the infestation in Maryland, beetles are likely to arrive this year, in 2010, whereas Baltimore, some 50 miles away, may not see its first EAB until 2060. This of course only holds if the rate of movement remains unchanged at about 0.9 miles per year. By coupling dispersal data with inventories of trees in cities surrounding the EAB infestation, we hope to enable city managers to develop IPM actions plans to deal with this pest.

Rate of spread studies conducted in Maryland employed autopsies of infested trees to confirm the presence of beetles and track their movement. In cooperation with federal agencies, many states are now relying on a variety of trapping devices to see where EAB is and how quickly it spreads.

One of the most common and widely used standard monitoring devices is a large triangular sticky trap hung in a tree. This trap is tinted the color of the affable purple dinosaur Barney and has been affectionately dubbed the “Barney” trap. For reasons known only to Mother Nature, EAB is attracted to the color purple and if beetles are in an area, they will be attracted to these traps, alight, and become ensnared in sticky goo where they are observed and recorded. In 2009, almost 2,500 sticky traps were placed throughout the state and checked from May until August to detect infestations of EAB.

**Resistant plant materials**

One of the mainstays of agricultural IPM programs is to use cultivars or species of plants that resist attack of an offending insect or pathogen. To date, all known species of ash trees in America are susceptible to attack by EAB. However, in an important study conducted by Eric Rebek, Dan Herms, and Dave Smitley (2008), the exotic ash, Fraxinus mandshurica, experienced far less mortality than native ashes, including F. pennsylvanica and F. americana.

Four years of exposure to EAB resulted in more than 75 percent of North American ashes succumbing, but less than 20 percent of Asian ashes died. Curiously, a hybrid between American black ash, F. nigra, and Manchurian ash also lacked resistance. Nonetheless, results of these studies demonstrate the existence of resistance in Fraxinus and provide arborists with hope that this tactic can be used to defeat EAB in urban ecosystems.

**Biological control**

Biological control is the use of predators, parasitoids and pathogens to reduce pest populations to tolerable levels. In the
In the case of exotic invasive pests, one approach known as classical biological control, or importation, is sometimes attempted. Under this plan, natural enemies of the target pest are imported from the pest’s native range and released in its new home. The goal is to allow one or more exotic natural enemies to establish and wage war on the pest and reduce its abundance to non-damaging levels.

This approach is not without shortcomings, but in the case of pests such as gypsy moth and its fungal pathogen, *Entomophaga maimaiga*, and ash whitefly and its parasitic wasp, *Encarsia inaron*, spectacular reductions in pest abundance and associated damage occurred. Some species of North American predators and parasitoids attack EAB and one in Michigan seems to kill EAB in large numbers. However, the overall impact of North American natural enemies appears to be minimal.

In cooperation with several states, the USDA has reared and released three species of natural born EAB killers – *Oobius agrili*, *Tetrastichus planipennisi*, and *Spathius agrili*. These tiny wasps set about their murderous deeds in subtly different ways.

Tiny *Oobius* females seek eggs of EAB on the bark of trees and deposit their own eggs within. Eggs hatch and the developing larvae of the wasp consume the eggs of EAB. Each female *Oobius* can kill more than 60 eggs of EAB.

*Tetrastichus* uses her remarkably clever egg-laying appendage called an ovipositor to locate an EAB larva under the bark of the tree. She bores through the bark with her ovipositor, lays eggs inside the EAB larva, and her eggs hatch into small grub-like larvae that devour the beetle from the inside out. More than 120 of these endoparasites can emerge from a single larva of EAB.

*Spathius* females also drill through the bark with their ovipositor and lay about...
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20 eggs on the skin of the EAB larva. The parasitoids hatch and feed externally through the skin as ectoparasites, killing the pest as they develop. Both *Tetrastichus* and *Spathius* complete several generations each year. The hope is that these wasps will decimate EAB, especially in natural forest stands where few other options for intervention are feasible.

To lessen the threat of catastrophic loss of trees in natural as well as urban forests, it will involve a multifaceted plan that requires the intervention of scientists and practitioners from a variety of disciplines and vocations working together. No single tactic or strategy will be sufficient to defeat this awesome pest. Rather, the synthesis of economic, biological, ecological, and sociological information under the umbrella of IPM present the best hope for saving ash trees in North America.

To learn more about EAB and its natural enemies, please visit the following Web sites.

- www.emeraldashborer.info
- http://pestthreats.umd.edu/

**Literature cited**


Michael Raupp, Ph.D., is a professor of entomology and extension specialist at the University of Maryland, College Park, Md. He has worked closely with the tree care industry to develop and implement IPM programs for almost three decades. He will be presenting an “Invasive Insect Species Update” at TCI EXPO 2010 in Pittsburgh this November.
Table 1. Insecticide options for professionals and homeowners for controlling EAB that have been tested in multiple university trials. Some products may not be labeled for use in all states. Some of the listed products failed to protect ash trees when they were applied at labeled rates. Inclusion of a product in this table does not imply that it is endorsed by the authors or has been consistently effective for EAB control. See text for details regarding effectiveness.

<table>
<thead>
<tr>
<th>Insecticide Formulation</th>
<th>Active Ingredient</th>
<th>Application Method</th>
<th>Recommended Timing</th>
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<tbody>
<tr>
<td>Professional Use Products</td>
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<tr>
<td>Merit* (75WP, 75WSP, 2F)</td>
<td>Imidacloprid</td>
<td>Soil injection or drench</td>
<td>Mid-fall and/or mid- to late spring</td>
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<tr>
<td>Xytec™ (2F, 75WSP)</td>
<td>Imidacloprid</td>
<td>Soil injection or drench</td>
<td>Mid-fall and/or mid- to late spring</td>
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<tr>
<td>IMA-jet*</td>
<td>Imidacloprid</td>
<td>Trunk injection</td>
<td>Early May to mid-June</td>
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<tr>
<td>Imicide*</td>
<td>Imidacloprid</td>
<td>Trunk injection</td>
<td>Early May to mid-June</td>
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<tr>
<td>TREE-age™</td>
<td>Enamectin benzoate</td>
<td>Trunk injection</td>
<td>Early May to mid-June</td>
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<tr>
<td>Inject-A-Cide B*</td>
<td>Bidrin*</td>
<td>Trunk injection</td>
<td>Early May to mid-June</td>
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<tr>
<td>Safari™ (20 SG)</td>
<td>Dinofurtran</td>
<td>Systemic bark spray</td>
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<tr>
<th>Homeowner Formulation</th>
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<tr>
<td>Bayer Advanced™ Tree &amp; Shrub Insect Control</td>
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<th>Imitate this... if you can!</th>
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TREE CARE INDUSTRY – AUGUST 2010
Notices have been popping up all over California about government budget cuts that will affect tree maintenance companies. News releases in Fremont, which is in the Bay Area, and in the City of Los Angeles declare that budget shortfalls are beginning to affect the trimming of street trees. In fact, maintenance cutbacks have been severe in the last couple of years, extending to delays in repairs of root-damaged sidewalks. In addition to less work for TCIA members, this has meant there are more hazardous trees and sidewalks in this devil’s bargain.

In a budget crisis that has reverberated nationally for tree care companies, California is the poster child for fiscal failure. As a response, cities and counties in the state have not only pared back their own tree care employees, they have also reduced the amount of contract work that is normally sent out to private companies. That is the experience of Jacob Griffiths, CEO of Great Scott Tree Service in Stanton, a 13-year TCIA member firm east of Los Angeles. As an example of the effect it has had on his company, he has had to eliminate 90 full-time jobs over the last 15 months – and much of that is due to the scarcity of municipal work.

“We have not generated a new city contract in the last 24 months,” says Griffiths, who keeps good records. Over the last 10 years the company has had as many as 20 municipal contracts in Southern California, and now they are down to four. Municipal work peaked for Great Scott in 2006 and has been declining ever since. “Cities are back on their heels right now.”

Just as depressing is the effect this is having on tree health throughout the area. Griffiths notes that municipalities and commercial clients as well have cut back on the normal seasonal work generated as certain tree species come up for scheduled maintenance. He cites the example of coral trees, a popular species in the region. This is a fast-growing tree that requires aggressive trimming to remain sound, but after years of deferred maintenance these trees are becoming a public hazard. He says that in the last two years large numbers of coral trees have blown over in windstorms because their canopies have not been thinned properly.

Street trees are one of the most affected sectors, Griffiths says, but parks trees may be in even worse shape. That’s because even with budget cutbacks, municipalities will respond to calls from the public about tree hazards, and park trees see fewer people and generate fewer calls. Thus, they get less attention. In fact, although long-term contracts are not being renewed, Great Scott is getting some of these service request jobs.

The impact of all of this deferred maintenance could be disastrous, Griffiths says, as hazardous trees become even more dangerous. He has seen no sign that homeowners, who are being notified that they must take on street tree maintenance responsibilities, are picking up the tab to keep street trees pruned. One of his government clients, however, the California Department of Transportation, has increased spending somewhat for tree trimming, and some of that work is for homeowner trees.

Griffiths – whose company’s income has fallen 60 percent over the last two years, the bigger share of it in the loss of municipal contracts – says there is some light at the end of the tunnel. “It seems like there has been some increase in some government spending.” Tree trimming plans are so far behind schedule that something will have to be done soon, and he is hoping that,...
as governments discuss budgets in the next couple of years, they will see the need to keep those trees healthy. In addition, local governments have laid off a lot of their tree care employees, so once tree care budgets are revived, that work could go to private companies.

The legal ramifications of cities handing private property owners the responsibility for pruning trees and repairing sidewalks uplifted by tree roots are “complicated,” to say the least, says Randy Stamen, an attorney who specializes in tree-related legal disputes. These issues are actually coming to a head because of a 2004 California Appellate Court ruling on ordinances passed by the City of San Jose.

Basically, San Jose passed ordinances saying that the city owns the sidewalks but that adjacent private property owners are responsible for their upkeep. It was a way for the cash-strapped city to get homeowners to take over the maintenance of the sidewalks. The ordinances in effect tried to pass off the liability for sidewalk hazards, which are often caused by aggressive tree roots, to property owners as well.

“No court had really addressed that issue before,” says Stamen, whose firm, The Law Offices of Randall S. Stamen in Riverside, handles cases both for plaintiffs and defendants in tree disputes. He says that the court came out with three basic rulings in the San Jose case. First, the city’s ordinances did not absolve it of liability in the event of harm arising from an unmaintained sidewalk. Second, a sidewalk has an important public function, so the adjacent private property owner has a duty to maintain it if the government doesn’t. And third, such ordinances give injured plaintiffs an additional entity to sue: the property owner.

“This makes it clear that this type of ordinance does not absolve the city of responsibility to injured people,” Stamen says. Thus, all such ordinances do is place a financial burden on private property owners and give plaintiffs a private person to sue in addition to the municipality. This court case sets the precedent for the resolution of all such cases, and cities around the country are paying attention. Stamen adds that the court decision will also apply to other issues – such as the trimming of street trees to reduce hazards – that have to do with the interface between public and private properties. But if neither the city nor the property owner has the money to maintain the trees and sidewalks, that work just won’t get done.

Cities are handling this issue in individual ways, Stamen says, with some continuing their traditional policy of trimming trees and repairing sidewalks themselves. One novel approach that some cities are adopting is the “point-of-sale plan.” This requires property owners to repair the sidewalk or trim the hazardous tree once the property is sold, thus delaying maintenance but adding another cost to the sale of a house or
business. Of course, if a property isn’t sold for many years, its street trees and sidewalks may not be maintained for many years.

What is significant, Stamen says, is that large cities with depleted budgets are getting into the act. The City of Los Angeles, for example, in addition to cutting back on tree trimming budgets is also looking at adopting sidewalk repair ordinances similar to the San Jose regulations or enacting a point-of-sale ordinance. This is simply a way to get financial help in keeping up its sidewalks that have been damaged by tree roots, and this could be a precedent for other larger cities around the country to follow if enacted. In fact, Los Angeles is looking at it as a practical method of getting its sidewalks repaired by private parties.

Asked whether he has seen any increase in the number of lawsuits from the growing number of unrepaired sidewalks or untrimmed trees, Stamen notes that it isn’t happening yet. Litigation over such issues is fairly rare, after all. But after some years, if private property owners don’t shell out the money to have the sidewalks repaired and the trees trimmed, the increasingly hazardous interface between public and private property could result in a lot of legal activity from death or injury.

David Nelson, sales arborist from The Davey Tree Expert Company’s San Ramon office in the Bay Area, says that he has worked on contract with various municipalities in the region in the past. Now there isn’t much work coming from them, and trees in the area are being neglected as a result.

“I talk to the City of Oakland guys all the time, and they’ve cut their staff 50 percent to 60 percent. They’re not doing any routine maintenance that I can see,” Nelson says. They do respond to tree emergencies, but they are not hiring many private companies to do that work. He also doesn’t see much sidewalk repair work going on in his travels around the area.

On a positive note, Nelson is getting some work from both business owners and a few homeowners to service street trees. One business owner had a limb from a tree
fall on a car, which prompted a call to Davey to take care of that and some other work. “The business owners are having to pay for that,” he says, and one commercial enterprise is trying to get many business-men on one street to band together to pay for tree care as a group. Nelson sees the neglect of trees in the Bay Area resulting in a lot of work at some point in the future.

“I can see that happening, especially in our pear tree population,” which is particularly susceptible to becoming hazardous with neglect. Commercial property owners especially may be a good source of work, and an enterprising tree company might want to market to it.

Nelson says that his Davey group has laid off some workers and closed one office, but he is having a good year. His customers are not municipalities, however, but commercial business owners, home-owners and homeowner associations, which he says are more willing to take on the burden of tree care even in trying economic times.

Street trees in Los Angeles County – Hanging over the heads of many Californians are untrimmed street trees, such as these in Los Angeles County, that are being neglected because of budget cutbacks. Even worse, some communities are now asking the property owners to pay for the care of the city trees adjacent to their property. Photo by Don Dale.
Hartney Greymont Joins The Davey Tree Expert Company

The Davey Tree Expert Company in July acquired Hartney Greymont, Inc., based in Needham, Massachusetts. Hartney Greymont will continue to operate under its existing name as a division of The Davey Company. Jim McGuire, Hartney Greymont president, will be general manager of the Hartney Greymont division of Davey.

Hartney Greymont was established in 1938, when Mike Hartney started Hartney Tree Surgeons, Inc. In 1976, Hartney Tree merged with Greyman Tree Specialists to form Hartney Greymont. In 1988, the ownership of Hartney Greymont passed from Robert Greymont to its employees through an Employee Stock Ownership Plan.

"Hartney Greymont is a welcome addition to The Davey Company. ... This will strengthen Davey’s presence in the Northeast and will bring additional regional business expertise, talented arborists and employee owners to our organization,” said Karl J. Warnke, Davey chairman, president and CEO. “Both Hartney Greymont and Davey are actively involved in efforts to preserve and improve the health and beauty of our environment and are committed to supporting the highest professional standards, particularly through programs that educate current and future arborists.”

Mark Tobin, Hartney Greymont chairman and CEO, is a former chairman of The Tree Care Industry Association and a past recipient of TCIA’s Award of Merit, the organization’s highest honor.

“We were attracted to Davey because of the company’s commitment to employee ownership,” said Tobin. “Hartney Greymont’s success has been based on core values that are central to achieving our mission: honesty, quality, dedication, safety, respect and accountability. We believe The Company shares these values.”

This is Davey’s ninth such transaction in the past three years. It follows Davey’s June 2008 merger with The Care of Trees, Inc., and March 2008 acquisition of Wolf Tree Experts, Inc.

The Davey Tree Expert Company has U.S. and Canadian operations in 45 states and five provinces. Founded in 1880 and employee owned since 1979, Davey has more than 7,000 employees and is the 16th largest majority employee-owned company in the United States according to the National Center for Employee Ownership.

ValleyCrest acquires Waverly Landscape

ValleyCrest Landscape Companies in June acquired Belmont, Massachusetts-based Waverly Landscape Associates, Inc. The combined landscape operation, with sales of $45 million, serves more than 300 commercial customers in metro Boston.

Waverly has operations in Belmont, Billerica, Foxboro, Dorchester and Lunenburg, Mass. ValleyCrest has operated a landscape construction and maintenance location in Boston, and has built numerous landscape projects at some of the area’s most recognizable places.

“This is a terrific opportunity for ValleyCrest,” said Richard A. Sperber, president and CEO of ValleyCrest. “The Waverly team has built an enviable reputation in the market and we are confident that the acquisition will contribute toward our goal of providing companies in Boston the highest quality of landscape maintenance, installation and design services possible.”

Two hundred members of the existing Waverly team and workforce, including founder Paul Tocci, are joining ValleyCrest Landscape Maintenance.

“We are excited to be a part of a strong organization that matches up so well with our core values and mission,” said Tocci, now vice president and regional manager for ValleyCrest Landscape Maintenance.

“We were attracted to ValleyCrest most to Waverly is that it is just a good old-fashioned company – every ounce of its culture exudes great customer service, hard work and doing the right thing,” said Roger Zino, president of ValleyCrest Landscape Maintenance. Zino noted several advantages, including, “In particular, our resources for snow services will be second to none and we are excited about the combined resources we have to help our customers with this most critical service.”

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**Bandit Model 3090 Track Chipper**

Bandit recently upgraded Model 3090 Track Chipper, a 30-inch capacity chipper, now offers a roomy operator’s cab with a rear entry door, an emergency escape door and a pop-out escape window. Joystick controls operate all functions, from the loader’s main and jib boom movement to the engine controls and feed system. Heat and air conditioning units are mounted inside the cab, and it has an AC/DC current for operating such devices as laptop computer or radio. Optional monitors provide a view of the discharge and infeed system from the cab. The new Model 3090 Track chipper will fill a 30-ton chip trailer in less than 15 minutes. The 30-inch by 30-inch chipper opening is fronted by Bandit’s diagonal dual top feed wheel system, allowing it to process the toughest whole trees with limited trimming. The baffled drum is virtually indestructible, and is included in Bandit’s five year ‘guts’ warranty. The babbitted knives are simple to change during routine maintenance. An air compressor to assist in changing knives and cleaning up around the machine is standard.

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**Mobile Awareness VisionStat Plus**

Mobile Awareness, LLC’s new VisionStat Plus is an affordable and complete commercial-grade system to prevent vehicle backing accidents. VisionStat Plus offers an integrated version of their SenseStat Obstacle Detection Sensor System that connects directly with their wired VisionStat Camera System with no additional cabling required. Utilizing a leading-edge obstacle detection sensor system (SenseStat), which is displayed on a backing camera video monitor (VisionStat), the driver is provided both audible and visual information when an obstacle is detected in the rear of the vehicle. The combined features allow for visual confirmation via a CCD camera along with the distance and proximity from any of four sensor zones – the driver sees the exact distance (accurate to 1-inch), to the closest object on the monitor. SenseStat monitors four zones simultaneously indicating the area closest to an object or person. VisionStat is available with either a 5.6-inch or the 7-inch Color LCD Monitor that is configurable with up to four infrared night vision CCD cameras.

Circle 193 on RS Card or Call 1-800-733-2622
Illinois, a well-respected authority on trees and a longtime champion of urban tree health and improvement, died July 4.

In his 40-year involvement with the Arboretum, Ware selected, developed, or bred numerous trees with superior hardiness or other positive attributes, and he oversaw a significant expansion of the Arboretum Elm Collection, which is now largest in the U.S. and has earned national professional recognition. Ware himself earned numerous, prestigious awards.

Dr. Ware “was a phenomenon among those who care for trees and the environment. He was a trusted source of expert knowledge and inspiration to countless other scientists, arborists and tree-loving citizens alike who have come to share his dedication to the planting and conservation of trees,” says Dr. Gerard T. Donnelly, president and CEO of The Morton Arboretum.

The tree expert was one of the first to look at plant selection for urban landscapes on a natural ecology basis: for example, to grow trees successfully in alkaline soils in urban areas, one should look in natural areas with alkaline soils to see what kind of plants would thrive in those areas, says Dr. Gary Watson, Arboretum head of research.

“He recognized the need for work on soils and root systems. This whole underground focus that he pioneered is still somewhat unique, especially for an arboretum or botanical garden,” Watson says.

The Arboretum has released on the market several important cultivars that Ware’s research developed, including the Accolade Elm®, Triumph Elm™ and Commendation Elm™. These disease- and pest-resistant elms are now planted in countless Chicagoland communities, replacing stately American elms that succumbed to Dutch elm disease.

Ware also developed the Exclamation London Planetree, Ovation London Planetree, Marmo Maple and State Street Miyabi Maple.

His accomplishments earned Dr. Ware dozens of awards, including the L.C. Chadwick Award for Arboricultural Research from the ISA and the Urban Forestry Medal for Research from American Forests. Ware held leadership positions in the ISA and the Illinois Arborist Association, and was an adjunct professor at four colleges and universities, and he served on various environmental boards and commissions. He also authored a great many articles and spoke on topics related to his practical scientific research on trees.

Dr. Ware joined The Morton Arboretum in 1968 as a dendrologist and becoming research director in 1978. He retired in 1995 but continued his work as research associate until last year.
Events & Seminars

August 10-11, 2010
ArborMaster Level 1 Tree Climbing Methods & Best Practice
Attleboro, MA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

August 12-13, 2010
ArborMaster Level 1 Precision Felling, Chain Saw Handling, Safety & Ergonomics; Attleboro, MA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

August 13, 2010
SHADE: Southwest Horticulture Day of Education
Arizona Nursery Association
The Renaissance Glendale, Glendale, AZ
Contact: (480) 966-1610; www.azna.org

August 16, 2010
ASM Annual Arboriculture Conference
Oakland University, Oakland Center, Rochester, MI
Contact: ASM/Mich. Chapter ISA asml@acd.net; www.asm-isa.org; (517) 337-4999

August 17-18, 2010
ArborMaster Level 1 Tree Climbing Methods & Best Practice; San Diego, CA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

August 18-19, 2010
Certified Treecare Safety Professional (CTSP) Workshop
Arcadia (Los Angeles), CA (at Mauget offices)
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

August 18-19, 2010
ArborMaster Level 1 Precision Felling, Chain Saw Handling, Safety & Ergonomics; San Diego, CA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

August 19-20, 2010
ASM Annual Arboriculture Conference
Oakland University, Oakland Center, Rochester, MI
Contact: ASM/Mich. Chapter ISA asml@acd.net; www.asm-isa.org; (517) 337-4999

August 20 & 21, 2010
PTCA’s 21st Annual Seminar & Field Day
Professional Tree Care Association of San Diego
Balboa Park, San Diego
Contact: www.ptcasandiego.org; (619) 443-6202

August 21, 2010
Michigan Tree Climbing Championship (MTCC)
Oakland University East Campus, Rochester, MI
Contact: ASM/Mich. Chapter ISA asml@acd.net; www.asm-isa.org; (517) 337-4999

August 23-24, 2010
ArborMaster Level 1 Tree Climbing Methods & Best Practice; San Diego, CA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

August 25-26, 2010
ArborMaster Level 1 Precision Felling, Chain Saw Handling, Safety & Ergonomics; San Diego, CA
Contact: (860) 429.5028 x 701; www.ArborMaster.com

September 10-13, 2010
ASLA 2010 Annual Meeting and EXPO*
Walter E. Washington Convention Center
Washington, DC
Contact: www.asla.org

September 17, 2010
MGA’s 6th Annual Michigan Snow Conference & Expo
Rock Financial Showplace
Novi, MI
Contact: (248) 646-4992; www.landscape.org

September 22-24, 2010*
Texas Tree Conference & Trade Show
Hilton College Station, College Station, TX
Contact: isatexas.com

October 3-5, 2010*
MidAtlantic Chapter ISA Annual Conference
Morgantown, WV
Contact: mac-isa.org

October 5-7, 2010
9th Canadian Urban Forest Conference (CUFC9)
“Water, Trees and Communities”
Truro, Nova Scotia, Canada
Contact: Andrew; cufc9info@truro.ca; www.cufc9.ca

October 7-8, 2010
“Tree Risk Assessment in the Urban Area and the Urban/Rural Interface”; Tree Risk Assess. Cert. Exam
Lansing, MI
Contact: ASM/Mich. Chapter ISA asml@acd.net; www.asm-isa.org; (517) 337-4999

October 22-23, 2010
NJ Shade Tree Federation 85th Annual Meeting
Crowne Plaza, Cherry Hill, NJ
Contact: Donna Massa (732) 246-3210; njshadetreefederation@att.net; www.njstf.org

October 24-27, 2010*
New England Chapter ISA Annual Meeting
Plymouth, MA
Contact: newenglandisa.org

October 30, 2010
12th Annual Tennessee Tree Climbing Championship
East Lake Park, Chattanooga, TN
TN Urban Forestry Coun., TN Dept. of Agr./Forestry
Contact: www.urbanforestryconference.org; (615) 352-8985

November 9-10, 2010*
Certified Treecare Safety Professional (CTSP) Workshop
TCIA, in conjunction with TCI EXPO
Pittsburgh, PA
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

November 11-13, 2010*
TCI EXPO 2010 Conference & Trade Show
Pittsburgh, PA
Contact: 1-800-733-2622; cys@tcia.org; ctsp@tcia.org; www.tcia.org

January 5-7, 2011*
National Green Centre/Former WESTERN annual show
St. Louis, MO
Contact: www.wnla.org; 1-888-886-6652

January 9-10, 2011
Northern Green Expo
Minneapolis, MN
Contact: www.northerngreenexpo.org; 1-888-233-1876

February 1-2, 2011
ASM Winter Arboriculture Conference
Lansing Center, Lansing, MI
Contact: ASM/Mich. Chapter ISA asml@acd.net; www.asm-isa.org; (517) 337-4999

February 6-10, 2011*
Winter Management Conference 2011
Grand Cayman
Contact: Deb Cyr cyr@tcia.org; 1-800-733-2622; www.tcia.org

* Indicates that TCIA staff will be in attendance
First Aid: OSHA Compliance & Best Practices

Now that the tree care industry is fully into the busy summer season and companies are probably as fully staffed as they are going to be, it is a good time to consider whether the company’s first-aid policies, procedures, training and supplies will meet or exceed OSHA’s expectations.

Unless one does line clearance, first-aid-related requirements are covered by 29 CFR §1910.151 Medical Services and First Aid. Despite the fact that it is a very short standard, there are key requirements that are subject to interpretation.

The first section, 1910.151(a), says, “The employer shall ensure the ready availability of medical personnel for advice and consultation on matters of plant health.” Hint: When OSHA says, “Plant,” they are not talking about the chlorophyll-containing kind. It is a pretty sweeping statement that basically says the employees must be given reasonable access to medical care.

The second section is the basis of most “first-aid” citations. 1910.151(b) says that, “In the absence of an infirmary, clinic, or hospital in near proximity to the workplace which is used for the treatment of all injured employees, a person or persons shall be adequately trained to render first aid. Adequate first-aid supplies shall be readily available.”

The minimum requirement is that there is at least one trained individual per crew; however, since the mostly highly trained member of the crew is probably the likeliest to be injured and require first aid, the best practice is to have two or more trained individuals per crew.

The training doesn’t necessarily have to be a certificate course in first aid/CPR as long as one can prove to OSHA that the training took place and that it was adequate to allow the trained individual to render appropriate assistance.

In lieu of crew training, can the company rely on outside first-aid assistance? OSHA addresses that by interpreting what they mean by “in near proximity to the workplace.”

OSHA is looking for the employer to ensure that “… adequate first aid is available in the critical minutes between the occurrence of an injury and the availability of physician or hospital care for the injured employee.” OSHA has long interpreted the term “near proximity” to mean that emergency care must be available within no more than three to four minutes from the workplace.

Medical literature establishes that, for serious injuries such as those involving stopped breathing, cardiac arrest or uncontrolled bleeding, first-aid treatment must be provided within the first few minutes to avoid permanent medical impairment or death. Accordingly, in workplaces where serious accidents, such as those involving falls, suffocation, electrocution or amputation are possible, emergency medical services must be available within three to four minutes, if there is no employee on the site who is trained to render first aid.

Other standards that may apply to tree work in certain instances make first-aid training mandatory, and reliance on outside emergency responders is not an allowable alternative. Two relevant examples include 29 CFR 1910. 266(i)(7), which makes first-aid training mandatory for all logging employees, and 29 CFR 1910.269(b), requiring multiple trained individuals on line-clearance crews.

The OSHA 1910.151 Standard has a non-mandatory Appendix that speaks to the content of the first-aid kits. OSHA refers to the American National Standard (ANSI) Z308.1-1998 “Minimum Requirements for Workplace First-aid Kits.” The minimal contents of a generic first-aid kit listed in the ANSI standard should be adequate for small worksites. However, OSHA admonishes that when employers have unique or changing first-aid needs in their workplace, they may need to enhance their first-aid kits.

By assessing the specific needs of their workplace, employers can ensure that reasonably anticipated supplies are available. Employers should assess the specific needs of their worksite periodically and augment the first-aid kit appropriately.

If it is reasonably anticipated that employees will be exposed to blood or other potentially infectious materials while using first-aid supplies, employers are required to provide appropriate personal protective equipment (PPE) in compliance with the provisions of the Occupational Exposure to Blood borne Pathogens standard, § 1910.1030(d)(3) (56 FR 64175). TCIA’s own first-aid kit checklist makes recommendations for the appropriate PPE to mitigate employees’ exposure for this type of exposure.

Incidentally and as a TCIA member service, TCIA has consulted with safety professionals to determine the additional contents needed in an arborist’s first-aid kit. One result was the Arborist First-Aid Kit Supply Checklist, a decal that was this month’s TCIA member giveaway included with the August Reporter newsletter.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.
I remember when I was a young boy pushing my way through tall grass, eventually ending up along the muddy banks of a creek somewhere in Cottonwood, California. Fishing pole in hand, I recall balancing myself out onto prostrate willow branches, where twisted submerged roots offered a window into a murky green unknown world. Then there was the morning I woke to a seasonally unusual snow that carpeted our woodland domain. I remember our family peering through the ranch-house window to see a flock of stray peacocks moving slowly through a thick grove of frostily gnarled oak trees. And, too, the recollection of climbing Eucalyptus trees on the school playground that left a remarkable scent on my hands and clothing.

Most everyone in the Green Industry will profess to have fond memories of trees, but the reason for this trip down memory lane is to make an important point – that trees in the urban landscape are a product of nature. Somewhere along the line, we forgot this important point, and this is why there is so much failure in our urban plantings.

The aforementioned memorable scenarios illustrate that plants exist in nature because their needs are being met. There were no irrigation systems, no staking or fertilization – yet these trees resided in remarkable health. The willow was able to tap into an inexhaustible water source, while the hundred-year-old oaks were genetically programmed to thrive without rain during the summer months.

By looking closely at the individual needs of plants in their natural environment, we now have a methodology called site specific planting. Taking into consideration a site’s soil composition, temperature extremes and available water, we then make an educated choice as to the tree selection.

Fortunately for us every plant has an acceptable range of adaptability. That said, it becomes our duty as keepers of the “Green world” – whether city arborist, landscape architect, urban forester or tree care foreman making a replacement following a removal – to abandon the “one-size-fits-all” philosophy. Trees must be paired to their environment in order to survive and thrive.

It’s not uncommon to drive through any city and notice landscape buffers or gardens in residential neighborhoods exhibiting a positive growth condition, while neighboring properties sport trees that are dead or in a state of decline. In these situations, we should look to the great educator – Mother Nature – for an answer to the question, “Why do we have so many planting failures in the urban environment?”

Plants in the wild occur naturally in areas that are conducive to their requirements. For instance, under the dark canopy of broad tropical foliage, lies the jungle floor, with healthy rich organic soil. Here we find such a cornucopia of diversity that
a botanist could spend a year cataloging an acre of ground. At the other extreme, the saguaro cactus towers like a skyscraper in the sand – a column of life preserving moisture; testament to the periods of drought persistent to the desert.

Think of the devastation that would occur with the aforementioned scenarios if all of a sudden the available moisture situations were switched. How long would orchids and giant tree ferns be happily dancing on the forest floor? Bromeliads and other plants that support our indoor plant-trade would quickly wither. And how many monsoon deluges would it take to create a nasty collar-rot, which would cause the saguaro to plummet.

Whenever we plant a tree, or develop a property, we need to think in these terms. Think site specific. Not that we have to become experts in the individual needs of every tree out there, but we should be reasonably versed in site evaluation to make sure that our choices fall within the plant’s acceptable range of adaptability. Simply having a few solid choices for planting in lawns, versus trees that do well in wetter or drier sites, will be a good beginning.

When a site is deemed inadequate to support a normal tree lifetime due to adverse soil conditions, lack of water or poor water quality, then we must do our intensive research. Hard pan and compacted earth, sandy soils, nutrient deficient soils, salty soils, extremely high water tables, proximity to orchards, which spread bacterial and fungal diseases via wind and bees, and air pollution are just a few problems that may need professional consultation.

If anyone has a responsibility as a “keeper of the Green world,” it is our nursery operators. They are the ultimate aficionados when it comes to what won’t grow well in an area. With 14 years of nursery experience in the California Central Valley, I quickly learned that the Mayten tree (*Maytenus boaria*), the ornamental weeping cherry (*Prunus species*) and Eastern dogwood (*Cornus florida*) can be difficult to grow if conditions aren’t copasetic.

And, as a landscape designer today, if clients desire any of these, I will quickly disperse the following site-specific instructions. The Mayten is native to sandy loam soils in Chile. If you have heavy clay – don’t waste your time. Cherry trees – ornamental and fruiting – are so plagued with diseases and pests they should be the poster child for tree problems; root-rot and a thin bark that sunburns so badly that wood borers can finish them off in a season. The dogwood is, unfortunately, similar in susceptibilities.

Then there are the trees that are offered for sale that would not benefit from any type of site specific planning. They are simply doomed from the get-go. The term “planned obsolescence” should be stamped on the plant label of the Leyland cypress (*Cupressocyparis leylandii*) and the purple-robe locust (*Robinia x ambigua* variety). At least, if you plant these trees in the Sacramento Central Valley, you will have problems.

Leyland cypress is a hybrid between the Alaskan cedar and the Monterey cypress – both plants from cooler regions. With our Mediterranean and often scorching summers, this tree most often fails within 15 years of planting. Robinia ‘purple robe,’ sports beautiful wisteria-like flowers that look great while in bloom along the nursery aisles, but our heat causes rapid-growth and subsequent vertical trunk splits. The tree also has lateral branches with crotches so weak that they would have a hard time supporting a cat – a friend actually saw this happen.

These examples further illustrate that site specific climatic and environmental conditions can affect survivability of trees based on the geographical region in which they are planted. And while they do awful where I garden, they may do exceptionally well in the desert.
well in your neck of the woods. One should be wary when perusing nursery aisles to make sure that their selection will be able to adapt to local environmental conditions that will satisfy its acceptable range of adaptability.

Unfortunately, many nurseries are the supermarkets of the plant world. Just as with foods with trans-fats, terrible trees are available to the uninformed, as they have the potential to turn a profit. Knowledgeable nursery staff are often forced by management to sell compost, tree stakes and plants they know will simply not survive. I remember the days that a five-gallon tree automatically went home with a bag of compost.

That is not to downplay the advances made in the horticulture end of the nursery-trade. Cloned and hybrid selections, along with genetic engineering techniques such as tissue culture, budding and grafting have revolutionized the way plants are mass produced, and given way to plants more able to withstand adverse conditions – giving the landscape designer more plant selections for site specific design.

As keepers of the Green world, we must be willing to face our mistakes and the mistakes of others, and to learn from them. I was recently called by clients from six years earlier to consult on some plant issues they were having in the garden I designed for them. At the end of the hour spent perusing the planting beds, I realized that I was guilty of not fully applying site specific planning in their garden.

While the plants I used in the garden were all proven to thrive in our area, the ones suffering were azaleas, camellias and gardenias. The ‘aptos blue’ coastal redwoods, Japanese maples, arborvitaes, roses and ornamental grasses were exhibiting a positive growth situation and in perfect health. With this observation, I had a clue that the soil was most likely the problem as the plants in question are known for having issues with wet feet.

Luckily, I had my soil core auger and took a soil profile. It was a smelly black clay, so heavy in fact that I was unable to remove it from the coring tool. Had I tested the soil prior to the design, these failures would have not occurred, as I would have fine-tuned my site specific plant selections. I will in the future look at soil condition more closely.

If you are in the business of selecting trees for clients, remember that the choices you make are a living advertisement for future business. If you plant a root-aggressive tree next to the clients beautiful new slate patio or pool deck, or a tree that is a ticking time-bomb, guess who is not keeping your company’s name on Rolodex to refer to friends and neighbors. If unsure, find a local tree expert to consult with.

The city arborist will usually offer friendly advice. And if you can find a local nurseryperson that is into rare and unusual plants, you may have a gold mine for reference from time to time. These are plant lovers who have learned everything they can about the generic plants in the trade, become bored and are constantly learning and collecting new treasures for the garden. They may have some new and exciting tree-choices that will excite your customers.

Planting the Green world
Site specific planning was employed in the development of my own garden. Blessed with a loamy soil over most of the five acres, there were a few locations where hard pan soil was clearly not in the acceptable range of adaptability of most desirable planting choices. Unfortunately, one of these zones fell in the planting area...
within my driveway circle.

One solution was to bring in healthy fill soil and create a raised mound to plant on, but I had done this in the other problem areas, and wanted something unique in this highly visible approach to the house. I had always wanted to install a bog garden and this was the perfect situation to employ site specific plants, and broaden my design abilities in doing so.

After excavating the oval shaped area down approximately one foot below grade, I was into extremely slow draining clay, which was the perfect base for my swamp garden. And while a bog garden is clearly one of the most challenging gardens to design because of its highly site-specific plant demands, there was no doubt in my mind as to which trees to choose.

The *Taxodium* species, pond cypress (*Taxodium ascendens*) and bald cypress (*Taxodium distichum*) are deciduous trees native to swamps in the Southeastern U.S. If you have ever toured the Everglades, you’ve probably seen the bald cypress growing in thick groves in the floodplains or along streams. Movies often include them in scenes because of their mysterious mood-setting appearance. The pond cypress is lesser known because it’s native locations are remote areas with standing or slow moving water. Because of their ability to grow directly in water, what better choice for the bog garden – site specific planning to the max.

And while the seeding forms of these trees exhibit great seedling variation, fortunately some wise nurserymen have keenly spotted superior specimen and cloned them. My swamp garden now contains one cultivar of *Taxodium ascendens* and four cultivars of *Taxodium distichum*. They include: *Taxodium ascendens* ‘Nutans,’ the pond cypress; *Taxodium distichum* ‘Cascade Falls’, a beautiful weeping form; *Taxodium distichum* ‘Pendens’, one of my top 10 favorite trees on the planet (I first
saw this tree as a centerpiece in a botanic garden in New Zealand. The tree was well over 100 feet tall and so perfect in form it looked as if it had been sheared as a Christmas tree); *Taxodium distichum* ‘Peve Minaret’, a semi-dwarf form of bald cypress (called bald because it is deciduous); and, *Taxodium distichum* ‘Secrest’, a true dwarf form with tiny leaves.

Those who have grown these grafted or budded varieties know that they should be planted more in our landscapes. Extremely useful for site-specific planting in wet sites, these astonishing trees do well in normal garden conditions and will adapt to drought conditions as well. Cypress knees, scientifically known as pneumatophores, are erect stalagmite like woody growths that facilitate gas exchange between the wet soil and atmosphere – although many horticulturists disagree with this explanation. Others believe they provide a post foundation-like structure to stabilize the tree in muddy conditions.

While these growths are desirable to the plant collector, as they are extremely interesting as they develop, homeowners may not appreciate them in the lawn where a mower would scalp them. It should be noted that the cultivars don’t seem to develop to the degree that the seedlings do. Also, because they are a corky-like tissue, I’ve read that they aren’t a problem around concrete. Hardy to zone 4-5, with no susceptibility to verticillium wilt and no major disease or pest problems, *Taxodium* should be added to your arsenal of potential tree choices, whether thinking site specific or not.

In closing, it should be noted that our nursery industry is in infancy when it comes to tree selection. If you have an area that requires site specific planting due to wet or boggy conditions – forget the willow or alder and plant a *Taxodium*, and be a keeper of the Green world.

Rod Whitlow is a landscape designer, garden writer, ISA Certified Arborist, Certified Nurseryman, and CLCA Licensed Landscape Contractor living in the Sacramento, California, area. Visit his Web site at www.rodwhitlowdesign.com.

As evidenced in Whitlow’s garden, it is the tree that makes our landscape special. As “keepers of the Green-world,” it is our duty to learn all that we can in order to preserve them.

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A s an invitation to a local environmental organization’s annual fundraiser recently declared, “green is the new black.” It is stylish. It is hip. And, sometimes, it is compulsory.

Everyone wants to go green these days. Though trees, ironically, do not dominate many discussions of green issues (it’s not all about light bulbs and caulking guns, folks), trees of course were green before it was cool (trees are “OG” – original green). Sometimes going green is demonstrated through participation in voluntary programs, while other times it is required through laws and regulations.

Whether the public has demanded that you go green in particular ways, such as by passing laws that require certain protections for trees, or whether you engage in voluntary programs that help you demonstrate to clients how much you care for trees, these are opportunities for you to improve natural resources, provide service to clients, and create opportunities for your business. What are voluntary approaches to tree protection? What are regulatory approaches to tree protection? What are the differences between the two? How can they help trees, people and businesses?

Let’s begin by defining tree protection. For the purposes of this discussion, we will define tree protection very broadly, and include about anything you associate with trees, these are opportunities for you to improve natural resources, provide service to clients, and create opportunities for your business. What are voluntary approaches to tree protection? What are regulatory approaches to tree protection? What are the differences between the two? How can they help trees, people and businesses?

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The Table on page 31 compares various facets of the regulatory and voluntary approaches to tree care with regard to why they exist, who they apply to, what entities may comply with or participate in them, when and where they apply, and how they may be obtained and enforced. Laws, because they must be enforced (you must prove whether someone is in compliance or not) and must not apply unintentionally to non-target audiences, are normally narrow and specific. Voluntary programs may be more broadly designed. In addition, regulatory programs are more likely to focus on enforcement while voluntary programs are more likely to focus on professional development and continuing education. Finally, regulatory programs are normally the “floor” – they delineate the minimum standards someone must perform to in order to legally engage in an activity. Voluntary programs are, in contrast, about the “ceiling” – they represent things a practitioner voluntarily does to demonstrate care and competence above and beyond the minimum in order to demonstrate quality and added value in the marketplace.

In the interest of full disclosure, I’d like to note here that I administered two of the regulatory approaches discussed here (Maryland Roadside Tree Law, Maryland Forest Conservation Act) and was a founding member of the group that created one of the voluntary approaches (TCIA Accreditation) discussed below. In addition, the new headquarters facility of my employer, Casey Trees, has been chosen as a pilot site for one of the voluntary measures (SITES™) discussed.

Regulatory approaches

A law passed in Maryland in 1914 to protect any tree in a public road right-of-way was studied in 2001. That study found that the law protected the quality but not the quantity of roadside trees – trees present were in very good health, but stocking was extremely low. In addition, the forecast was not good regarding species, as a high percentage of seedlings found were invasives.

A law passed in Maryland in 1991 related to development required compliance for any project for which grading is required on a unit of land 40,000 square feet (0.42 ha) or greater. A 2009 study of the law found that from 1993 through 2007, it resulted in 107 percent of pre-development forest after construction. It also found that most requirements were addressed via retention rather than mitigation (applicants saving trees rather than planting trees) except for within municipal boundaries, where more clearing and more mitigation via planting occurred.

In 2003, the Urban Forest Preservation Act was enacted in the District of Columbia. It is intended to protect canopy, not individual trees, and so designates all trees with circumference of 55 inches (17.5 inches dbh) or greater as Special Trees. Special Trees cannot be removed without a permit unless they are of a certain species or are deemed Hazard Trees. Special Trees must be mitigated on square-inch-of-cross-section basis. Casey Trees’ Tree Report Card 2009 and 2010 found that > 80 percent of trees were considered Hazard Trees and required no mitigation. It also found that only about 100 trees per year are subject to law and that more than 75 percent of the money in the District’s Tree Fund is used to fund agency operations rather than mitigation plantings. This year, the District government passed a bill to take all of the money from the District’s Tree Fund and use it to fund agency operations rather than mitigation plantings.

In 1974, Tampa, Florida, enacted a suite of tree protection ordinances. These ordinances address site clearing and land-
scaping requirements on new development, and tree removal and replacement on new and existing developments. Statistical results of a 2010 study of these ordinances revealed significantly greater tree cover on parcels with homes built after compared to before adoption of these tree protection policies, despite a trend toward increased building cover.

Voluntary approaches

- The Tree Care Industry Association launched its voluntary Accreditation program in 2004. It covers issues of technical competence, business process and consumer protection. As of May 2010, 321 facilities operated by 140 companies were accredited. Employees of TCIA member/accredited companies work, on average, close to a full work year, while employees of non-member companies work on average significantly less – less than three-quarters of a work year. TCIA member companies share similar Incident Rates (IR) and Days Away from work, Restricted work activities, and job Transfer (DART) Rates; and these rates are significantly different from the IR and DART rates of non-member companies.

- The SITESTM initiative (also known as the Sustainable Sites Initiative) was issued in draft in 2008. SITES benchmarks were launched in 2009. Some have referred to it as "LEED (Leadership in Energy and Environmental Design) for the site." It consists of a rating system that contains 15 prerequisites and 51 credits that cover all stages of the site development process, from site selection to landscape maintenance. It does not contravene, but does not reference, ANSI A300 Part 5. A pilot program was launched in 2010 with around 200 sites selected to test the system. The pilot will provide a feedback loop for refinement of program.

- The International Green Construction Code (IGCC) was launched in 2009. It is ISO/ANSI compliant and is somewhat like “LEED + SITES” in that it covers the building and the site. It will use the “model” code approach and provides for minimum and advanced levels of performance (Green and high-performance buildings). It is written in mandatory language that provides a new regulatory framework and will provide performance and prescriptive solutions.

So, do these approaches work? Maybe. This was certainly not a comprehensive or scientific survey. In the small sample we looked at, we saw some good accomplishments on the regulatory side but some significant failings as well. The regulatory approach has been around a lot longer – long enough for some studies to be performed on specific approaches. Voluntary approaches are more recent and there is not a lot of published research on tree-related voluntary approaches. Some of the approaches we looked at haven’t really even gotten off the ground yet. So why bring them up?

Summary

The regulatory approach is the “floor” – it is the basic level you must perform to in order to be in business. You need to know the rules and be in compliance. The voluntary approach is the “ceiling” – it is your chance to shine for your client (and your employees, owners, board members and investors). It also has (in most places) much broader opportunity to participate in a variety of aspects of your business and provides market differentiation and opportunity.

The regulatory approach is traditional while voluntary approaches are newer and the trend is toward increase. Voluntary approaches can sometimes pre-empt or avoid regulation; other times they serve as the basis allowing industry consensus rather than government officials to write regulation. A great example is the IGCC, which is a voluntary industry consensus standard written with the intention of adoption as local regulation.

Whether a client needs to comply to get a project done (floor) or wants to “go green” (ceiling) for status, marketability, etc., knowing the rules of regulatory and voluntary mechanisms will provide new market opportunities for you, new resource protection opportunities for your site/subject, and new choices/options for your clients.

Michael F. Galvin is deputy director with Casey Trees in Washington, D.C., and was formerly with the Maryland Department of Natural Resources. This article is an excerpt from the presentation he will be making on the same subject at TCI EXPO 2010 in Pittsburgh this November.
Why is Job Costing Critical?

By Marcus vandeVliet

Why is job costing critical? It provides the information you need as an owner or manager to fully understand your tree company’s production performance.

It provides information in a format that can be used in many different ways because it is broken down on a job-by-job basis. Job costing provides the most current information about your company. Your accounting information only shows the history of your company at a very high level. Job cost information is for managers and supervisors not accountants.

Job costing will provide information that can be used to track changes and improvements. Most companies have changed during the last couple of years. Which changes have been effective for your company?

Job costing measures performance and can be used to hold all employees accountable. This includes salespeople, managers, supervisors, foreman and crews. As your company grows, the owners and managers have less direct contact and therefore control in the field.

Job costing is also the link between the estimate and the project produced. You would be able to compare each crew’s performance versus the estimate. Job costing validates the estimating information and system.

Imagine any sporting event without a scorecard. Using baseball as an example, would we be fans if there were no statistics kept for each game? The umpire starts the game by yelling “Play ball!” At some point, a couple of hours later, the game ends. We have no idea what the score is. No idea who won the game.

For batters, we would have no stats for home runs, singles, doubles, triples, RBIs, batting averages, on-base percentage and previous performances. For pitchers, we would not know their earned run average, pitch count, pitch speed, type of pitch thrown previously and number of walks.

We would also have no idea what the league standings and averages would be. Managing your company without job costing would be like playing baseball without keeping score.

Your estimating system and job costing

The primary report generated from job costing is the estimate versus actual. It is, therefore, extremely important that the estimate be set up correctly to allow for proper comparison. Only a cost-based estimating system will work properly for job costing. This will allow for a direct comparison between labor, materials, equipment and subcontractor costs.

Labor is estimated using the number of man-hours at an average crew wage. The man-hours can be further broken down by divisions or profit center, such as general tree care and plant health care. Materials are estimated at cost. There are no markups. Equipment is based on cost per hour. The hourly cost of all equipment must be calculated including purchase, operation and maintenance. Subcontractor cost is used in the estimate, if required.

Computerized estimating and job costing

With the quantity of information required for an effective job costing system, using software is required. If any detail or report writing is desired, software is necessary to process and analyze the volume of data. The ability for software to track, filter and analyze the data is what makes job costing so powerful.

Job costing provides structure, process and consistency to the estimating phase. There is a definite link between the estimate and job costing. The way the project is estimated relates directly to the detail of information that can be tracked in the field. A computerized estimating system forces each salesperson or estimator to be consistent with the estimating methods. If the estimate is not set up correctly, then the usefulness of the job costing information will be diminished.

A computerized estimating system could also be used to maintain lists and databases including: materials, customers, estimates, employees, vendors, subcontractors and equipment. A computerized estimating system streamlines the process.

Although it does take a substantial amount of work to set the systems up properly, it will save a tremendous amount of time in the long run by:

- Using assemblies or kits.
- Creating customer proposals.
- Updating proposals and changes.
- Creating internal forms.
- Generating purchase orders.
Using a database of information accessible to all.

Using templates.

A computerized estimating system provides many report options. The type and detail of the reports needed will determine how the estimate is set up. Resist the temptation of trying to initially put too much detail into the job cost reports. It is far more important to have good, solid, accurate and complete information than to have more detail that may lead to erroneous information.

The many different types of job cost reports include:

- Project Profit
- Bid vs. Actual
  - By project
  - By foreman
  - By salesperson
  - By project size
  - Overhead by function
- Standard Production Rates
- Estimate Review and Analysis
- Non-billable Labor Usage.
- Analysis: Estimator/Sales, foreman, lead, productivity by product
- Closure rates

Job costing determines:

Most profitable job size range: it is important to determine the most profitable job size for your company. There is usually a range of job size that best suits your company’s experience, knowledge and setup. Your marketing and advertising should be geared toward generating more work within that size range.

Smallest / largest project size: each company should know what the smallest project size is for their company. This usually relates to larger companies with a larger overhead. This would also relate to the crew size and equipment allocation. Many smaller companies are tempted to take on larger projects to quickly achieve their sales goals. Unfortunately these projects are seldom profitable, and in many cases will have a negative impact on your reputation.

Crew size efficiency: in my experience many companies have too many people on their crews. Without job costing, it is difficult to prove. It would also be difficult to show the savings generated by reducing the crew size. I would recommend reducing a three-person crew to a two-person crew and analyzing the job profitability. The total employee-hours for the project are usually reduced.

Crew/Foreman strengths & weaknesses: most foreman and crews have strengths and weaknesses. This may relate to project size, customer type, attention to detail and quality, completeness of project, warranty and maintenance required, and specific type of work functions.

Project type by profit: this information could be used to help determine the strategic direction of the company and in which direction to grow. Project type could be residential versus commercial.

Lead source by profit: this information is typically used to determine how effectively the marketing and advertising budget is being spent. Although it is important to track the number of leads from a particular lead source, it is more important to track the number of accepted projects and the profitability of those projects. For example, Yellow Pages advertising may produce a large number of leads, but the profitability on those leads may be lower due to the competitive environment. The Yellow Pages customer typically gets multiple proposals for each project.

In conclusion, job costing will provide you with the information to ensure improved efficiencies, employee accountability and maintain consistency throughout your entire company.

Marcus vanderVliet operates M. V. Consulting. He will be presenting on “Job Costing & Estimating” at TCI EXPO 2010 in Pittsburgh this November. To register for TCI EXPO, visit www.tcia.org.
Tree trimmer shocked

A tree trimmer was shocked June 4, 2010, in Clearwater, Florida, when he accidentally touched a power line. The 21-year-old man was reportedly about 28 feet up on a ladder when he touched the line and fell to the ground. He was taken by helicopter to a Tampa hospital with non-life-threatening injuries, according to a St. Petersburg Times report on www.tampabay.com.

Trimmer shocked by power line

A tree trimmer working in the backyard of a Bellevue, Nebraska, home was seriously injured June 4, 2010, apparently shocked when his ladder came in contact with an overhead power line. The worker was breathing and had a pulse when emergency personnel arrived but he was unconscious. He was transported in critical condition to the Nebraska Medical Center, according to WOWT Channel 6 News.

Bucket operator hurt in fall

A Portsmouth man hoisting a cut tree with a winch on a truck bucket was catapulted from the bucket when a cable snapped June 6, 2010, in Portsmouth, New Hampshire. Jim Camarato fell 30 feet to the pavement, according to The Portsmouth Herald. Alex Walker, the tree company owner and Camarato’s employer, watched as Camarato operated the winch to lift a cut tree and as Camarato fell from the bucket and landed on his back, according to a WMUR Channel 9 news report.

A co-worker called 911, and paramedics who arrived stabilized Camarato him before transporting him to the hospital.

Tree worker crushed by loader

An employee of a tree service company was killed June 6, 2010, while removing trees in Caldwell, Idaho. Chad Alan Lee Green of Middleton, Idaho, was using a chain saw to cut a tree stump when the chain became stuck. Workers used a Bobcat to try to push the stump and free the chain, but the loader slipped and crushed Green. He died at the scene, according to the KIVI TV report.

Man killed in wood chipper

Henry Lira, 60, a Santa Cruz County, California, maintenance worker died June 7, 2010, after being pulled into a wood chipper in Watsonville, Calif. He was part of a four-person crew clearing road-side at the time of the incident. Officials said he got “caught up in the machine.”

Lira died at the scene, and an ambulance and fire crew were canceled before they arrived. Lira had lost one arm and badly mangled another in a workplace accident in 1985. In that incident, he grabbed jumper cables out of the cab of a crane just as the crane’s extension touched a nearby power line, badly shocking him. He used a prosthetic limb and had worked for the county since 1969. State law would not have stopped Lira from working around machinery such as wood chippers due to his prosthetic limb, according to the Santa Cruz Sentinel report.

Contributed by Ruth Stiles, self-employed consulting arborist and horticulture consultant in Scotts Valley, Calif.

Man dies in fall from tree

A 50-year-old man died after a fall from a tree in Corpus Christi, Texas, June 10, 2010. He was hired to trim a tree in the backyard of a home. A neighbor saw the man lying on the ground and called police. Investigators believe he may have fallen at least 10 feet. The medical examiner was trying to figure out what exactly killed the man, according to KRIS Channel 6 News.

Man injured in fall from tree

A 40-year-old Lucerne, California, man was flown to an area hospital June 14, 2010, after falling out of a tree. The man was trimming the tree when he fell out of it and onto a travel trailer about 25 feet below. The man complained of numbness, according to the Lake County News.

Man falls 40 feet from bucket

A man working for a tree company was injured June 14, 2010, in Saugerties, N.Y., when a falling tree knocked him out of a bucket truck, sending him 40 feet below into the woods.

The man was trimming the trees around the power lines when a tree fell on the bucket, knocking him out of it. The tree took down wires as it came down, with the wires ending up on the truck.

The trimmer suffered non-life threatening injuries to his back and leg and had to

### June 2010

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Accidents in the tree care industry that occurred during the month of June 2010. Graphic compiled from reports gathered by, or submitted to, TCIA staff.
be extricated from the woods, according to the Daily Freeman.

Man hurt cutting tree branch
A man cutting a 25-foot-long tree branch June 16, 2010, in Randall, Wisconsin, landed in the hospital after injuring his shoulder when he fell off a 10-foot ladder he used for the task.

William Solger, 54, was on the extension ladder at his home. When he cut it, he fell off the ladder and the tree branch came down and pinned the ladder. The branch mostly missed Solger when it came down, according to the Kenosha News report.

The branch, in addition to being long, had a canopy about 20 feet wide and was very heavy. Solger had been using an electric saw to cut the branch.

A helicopter transported Solger to Froedtert Hospital in Wauwatosa where he was being examined by doctors, as a precaution, for other signs of trauma.

Firefighters rescue stuck tree trimmer
A tree trimmer stuck about 30 feet up a tree in was rescued by firefighters June 17, 2010, in Los Angeles, California. Paramedics took the man, about 40 years old, to a hospital for treatment of chest pain, according to www.dailybreeze.com.

Son saves father from chipper
Kevin Stacey, owner of a tree service company, and his son, Danny, 17, were on a job in Salem, New Hampshire, June 19, 2010, when the elder Stacey became stuck in the hopper of the wood chipper. He’d been feeding small pieces of wood into the machine when he suddenly realized something was wrong. “I got caught. Something grabbed and tugged my arm,” he told The Eagle-Tribune newspaper. “Before I knew what had happened, it had pulled me in.”

Stacey was inside the chute, with his arm caught in the feed rollers. He tried but could not reach the safety bar to stop the rollers. “The way I was caught, there was absolutely no way I could help myself,” the father told The Eagle-Tribune.

He managed to call out to his son and the next thing he remembers he was out of the machine, and just in the nick of time.

“By the time he said, ‘Danny’ and he looked back, the rollers were right in his face,” Danny Stacey said.

But before his father even spoke, Danny Stacey realized something was wrong because he saw his father move in an unnatural way. “He jerked up,” the son said. “Literally, his feet were off the ground.”

So Danny acted. “My first instinct was to just grab him, but even faster… I hit the safety bar.”

The cleats on the rollers left Kevin Stacey with two gashes on his arm, requiring 14 stitches, and a bruise on his finger possibly from banging into the blade. Danny Stacey, on his first day of summer school vacation, wrapped his father’s arm with a compression bandage and asked the landowner to call 911.

“If he didn’t respond as quick as he did,” Kevin Stacey said of his son, snapping his fingers, “That’s it. That would have been it. Without any question in my mind.”

(Continued on page 57)
When looking at the 2010 offerings in brush cutters and right-of-way (ROW) clearance, three things jump to the forefront.

First, a look at this portion of the industry reinforces the amount of and importance of ROW clearance. With more than a million miles of utility lines in the U.S., and steep penalties for vegetation-related outages, this is an important market.

Second, new manufacturing is addressing two of the most pressing needs of the tree care industry – staffing and safety – while also providing better efficiency, focused on cost reduction.

Third, the variety of new models available to utilities and tree care companies indicates that, when it comes to clearing rights of way and other land clearing jobs, not all solutions are of the one-size-fits-all variety.

“There are so many different terrains, conditions, diameters of material, and even the clients that hire the contractors have different expectations about what the line will look like when it’s done,” says Mike Slattery, chief product officer for Fecon, Inc., based in Lebanon, Ohio. “Do they want a coarse, blow-and-go result or a nice, aesthetically appealing result? So, one size doesn’t fit all. Different cutting technologies will be necessary to reduce the vegetation.”

At the same time, Slattery notes, advances in technology have led his company and others to develop machines that are mechanically more efficient and, therefore, safer and ultimately more cost efficient.

“It seems that right now a lot of right-of-way maintenance companies seem to be experimenting more with mulchers and forestry mowers than they have in the past,” says J.R. Bowling, vice president of sales and marketing with Wooster, Ohio-based Rayco Manufacturing, Inc. “They’ve always used them to some extent, but it seems they’re experimenting with them with wider-scale use over the past couple of years.”

Bowling notes that using machines is a good way to cut back on the number and size of crews, and on-the-job injuries.

“I’ve got some customers using the forestry mulchers behind a machine like a Jarraff that would reach up and trim trees away from power lines,” Bowling says. “Instead of just letting the material fall down and picking it up by hand and putting it in a chipper, they have a forestry mower come along and mulch it on site.”
That’s an evolutionary path that brush cutters have followed since they were originally developed for military use to clear mines and barbed wire during World War II. The brush cutters and related machinery have proven valuable for land-clearing purposes, of which ROW clearance has become a primary one.

Bill Schafer, product manager for Loftness Manufacturing in Hector, Minnesota, describes (first published in “Clear Path Projects,” Compact Equipment, October 2009) that the traditional clearing method is having chain saw crews – on foot, climbing or in bucket trucks – clear the right of way and manually feed chipper trucks that would haul the material away for disposal. In less-populated rural areas, tractor-mounted, flat-deck rotary mowers were used to mow smaller trees and brush under the lines, Schafer notes. Gradually, horizontal-drum mulching heads (fixed carbide teeth or swinging hammer type) have taken the place of the rotaries because the discharge trajectory is much more controlled, allowing operation somewhat closer to populated areas and along roadways. The drum-type mulchers can also cut larger trees, grind the material and return it directly back to the soil as a mulched product.

This process eliminates manually feeding chippers and trucking material to a disposal site. Understandably, the use of the horizontal-drum mulchers has had a significant impact on the move toward mechanization, Schafer says, as has the introduction of self-propelled, insulated-boom trimmers, which make it possible for a single operator to safely move along the ROW trimming branches up to 70 feet in the air.

While Schafer says it is “understood that we will not completely eliminate the need for manual ground crews, climbers, bucket trucks and chippers,” particularly not in heavily populated urban areas, the mechanized approach clearly saves time, money and personnel at a time when all three are valued resources.

Loftness is debuting its Tree Hammer 360 mulcher this year. Targeted at the ROW market, the robust 4,700-pound mower can be front or rear mounted on tractors from 80 up to 160 horsepower.

But Schafer and Loftness are particularly excited about the new Kwik-Trim 53 mobile compact saw trimmer. The company showed off the prototype at trade shows and tested this product for nearly a year before rolling it out in June 2010. To complement the variety of compact mulchers developed in recent years, Loftness created this compact, self-propelled trimmer that uses a mini excavator as a dedicated power unit. Featuring a boom with a cutting height of 53 feet, it can handle much of the work once reserved for larger equipment, but be more agile in smaller spaces, and more readily accepted in populated areas.

As with most other industries in these times, ROW maintenance contractors are challenged to become more efficient, observes Schafer. Citing statistics from the U.S. Dept. of Energy, he notes that there are approximately 1.5 million miles of right of way in the U.S. electric power grid. Of those, he puts approximately 1.03 million miles in the “distribution line” category, and says that many of those right-of-way miles could be handled best with this type of compact equipment.

Rayco Manufacturing is in the process of developing a new crawler it hopes to bring to market this fall, possibly debuting at TCIA EXPO in Pittsburgh in November. This new mulching tool will provide users with a size option between two other Rayco models, the C100L and T275.

“The purpose is to try to offer the most versatile and productive machine without requiring the customers to get into the super-expensive price category that exists today,” says Bowling. “A lot of machines can be very productive but can also be extremely expensive. We’re trying to offer the business owner the most he can get, the
The best price-performance ratio we can give him. The priorities we’ve set include high productivity, low-weight (so it’s easy to transport, and has the best possible ground pressure rating), and we wanted a machine that did not require the customers to shut down (in order) to remove debris from the cooling system. That’s a huge problem in this industry.”

The goal is to give the user a machine that can operate all day, even in hot conditions with dust and other airborne debris that might otherwise plug up the cooling system.

Reflecting the need for multiple solutions, FAE (Forestry and Agriculture Equipment) USA plans to come out with a line of nine different types of hydraulic-driven compact excavator-mulchers.

“We’ve always had a very wide range of machines,” says Giorgio Carera, CEO of the company, which has its U.S. headquarters in Flowery Branch, Georgia, an Atlanta suburb. Carera says that the various models will start from a 20-inch carrying width up to 4 feet.

“Before, we had excavator-mulchers starting from seven tons upward to 50 tons,” Carera explains. “This year we are introducing mini-excavator mulchers, covering from 1.45 tons to seven tons. So, basically, we can offer mulchers for any size excavator you can find on the market. We are the only manufacturer in the world that is in a position to do that.”

Carera observes that many states and counties have switched to heavy-duty mulchers and away from other types of machines that do similar jobs, because they don’t kick out as much debris.

The first of FAE’s new units were rolled out in the United States in July. While a rollout of that many new variations is admittedly unusual, Carera says, “We want to be in the position to offer everything that the market requires.”

Remus, Michigan-based Bandit Industries, Inc. has come out with a more compact, smaller version of its Model 4000 mulcher, first launched in 2006, that can be
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equipped with either a forestry mower for brush cutting or a stump grinder.

“The 4000 was basically designed for the high-production right-of-way clearing operator,” says Jason Morey. The Model 3500 is a smaller version that gives the user more options for rights of way or other land clearing for smaller trees and bushes. “It will, basically, just knock it over, and then just mow over the tree after it’s down. It’s almost a pathway by the time it’s all mulched down.”

The deluxe model’s operator cab has safety and comfort features that include a camera that will allow the operator to see behind him, and air conditioning. Joysticks on both armrests allow operation of all functions. At 2,500 pounds, the Model 4000 is still a big piece of heavy-duty equipment, and Morey says even smaller models are “something we might look into in the future.”

Fecon rolled out a mini-sized excavator head (CEM 36), mulching heads (BH 200 and BH300), and in July was rolling out the RTC-22, a mobile bio-mass chipper system on a forwarder chassis. The chipper-forwarder is a single-operator vehicle/tool that is both more nimble and mobile than other options.

“It’s a side-feed chipper for handling 22-inch material, on a tractor that can be driven off road,” Slattery explains. “One man can drive in, grab the material (with a grapple), chip it and disperse it, versus towing the chipper in or having a chipper on tracks that will move at about 3 1/2 miles an hour versus 14 mph.”

While reducing labor, the chipper-forwarder can stay in step with ROW clearance machines working higher in the air, and is also good for cutting materials in a new right of way. “It’s a quick way to reduce very large diameter materials,” Slattery says.

The CEM36 was developed because there are a great number of smaller-sized excavators that traditionally run a knife-type head that have high maintenance needs and short life spans, according to Slattery. The CEM36, he says, provides better durability, reliability and performance advantages for a cutting head on that size of an excavator.

“What the market needed was a head...
that could be durable and be forgiving, and enable the right-of-way contractor that maybe is reclaiming a right of way that has been left gone too long,” Slattery says. “This machine with this head can tackle a 6- or 8-inch tree if it needs to. It’s designed to handle the stresses that that can create.”

The other two mulching heads come with larger stump shafts and bearings for higher horsepower applications, and a new, improved rotor system. “That pattern (of teeth in the rotor system) creates a high level of efficiency that’s new to the industry,” Slattery says.

Also in June, Southaven, Miss.-based Terex introduced two new compact track loader models: the PT-100G and PT-100G Forestry. The largest compact track loaders in the Terex lineup, the new models offer a 14.6 percent increase in tractive effort in low gear for more pushing power, a 32 percent increase in horsepower to the attachment, a redesigned loader arm to achieve greater reach and 13 percent more bucket breakout force over their predecessors.

“The original PT-100 and PT-100 Forestry models are among our best-selling models for construction and utility contractors, landscapers, landowners and vegetation management specialists,” says Del Carver, area director for Terex North America Compact Equipment. “Our goal with the new PT-100G models was to keep the attributes that have made the previous machines so popular with our customers, while enhancing features.”

The new models incorporate Terex’ Posi-Track undercarriage technology and suspension for a smooth ride. With 48 contact points on the ground (compared with 42 on the previous models), the PT-100G machines offer increased traction and higher flotation in all ground conditions, and longer track life.

In these times of higher labor costs, workers’ compensation and safety concerns, doing more with less is crucial for survival. Some of these new land-clearing tools should help meet those needs in an important area of the market.

FAE plans to come out with nine different types of hydraulic-driven compact excavator-mulchers offering from a 20-inch carrying width up to 4 feet, and including mini-excavator mulchers, covering from 1.45 tons to seven tons. The first of FAE’s new units, shown here, were rolled out in the United States in July.

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<th>Opening: 16”W x 12”H</th>
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<tbody>
<tr>
<td>Max Dia: 12”</td>
<td>Total Weight: 5,000 lb</td>
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The DC50, DiscCone™ chipper, efficiently handles difficult to discharge heavy or wet materials. Plus it excels at vines and palm fronds better than conventional drum chippers.

**CH460**

<table>
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<tr>
<th>HP: 115 to 142 hp diesel</th>
<th>Opening: 23”W x 15”H</th>
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<tbody>
<tr>
<td>Max Dia: 15”</td>
<td>Total Weight: 7,600 lb</td>
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We apologize that the Lucas Tree ad on page 39 of the July issue inadvertently displayed the wrong logo.
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By John Spence

During the past five years I have had the opportunity to present leadership and business improvement training sessions for more than 800 CEOs of firms between $2 million and $500 million, as well as dozens of similar programs for senior leaders at a number of fortune 500 companies. During these intensive workshops, I force the participants to make a critical self-examination of the current operational strengths and weaknesses of their organizations through a combination of audits, benchmarking and highly focused discussion questions. One of the key questions I ask in every session is, “what are the three or four biggest challenges you’re facing in your business right now?” Even with an incredibly diverse sample of businesses from every imaginable industry, it has been fascinating to see a clear pattern emerge of four specific issues that the vast majority of these leaders identify as the things that are holding their companies back and keep them up at night.

1. Lack of a vivid and extremely well-communicated vision.

Even though these leaders are personally obsessed with the vision and direction of their company, they reluctantly admit that if you were to go just one or two levels below them in the organization you would likely find very few, if any, employees that truly understood the vision, mission and core values of their organization. One especially frustrated CEO asked me, “John, when do you know that you have communicated these things enough?” My reply was, “When you have talked about the vision, mission and values so much that you feel like if you have to say it just one more time you’ll get nauseous... it is at that point that the lowest person in your organization just heard it for the very first time.” A major job of every leader, whether you lead two people or 20,000, is to relentlessly communicate an exciting and ennobling vision for the future of the organization. In one-on-one meetings, town halls, e-mails, voicemails, team meetings, the goal is to help people clearly see where the business is headed and what they need to focus on to make sure you all arrive there together successfully.

2. Lack of open, honest and courageous communication.

The inability or unwillingness to put difficult, uncomfortable and awkward topics on the table for candid and transparent discussion was identified by these leaders as a major inhibitor to their ability to build strong teams and get their organizations fully aligned. As Patrick Lencioni points out in his superb book The Five Dysfunctions of a Team, in large part this lack of candor stems from a fundamental absence of trust that leads to unwillingness by people on the team to be vulnerable and completely honest. However, the desperate need for courageous communication and high levels of transparency is powerfully demonstrated in Kouzes’ and Posner’s seminal book The Leadership Challenge, which unequivocally shows that honesty is the single most important driver in establishing credibility as a leader. Especially in times of great turmoil, such as we are facing now, employees crave as much information as they can get about how things are going in the company and what they need to do to keep it moving forward. Where there is a lack of a well-communicated vision, mission and values, you quickly see fear, politics and rumor-monster rushing in to fill the void.

3. Lack of accountability.

As a direct result of the lack of honesty and courageous communication mentioned above, one of the difficult conversations not occurring is a frank discussion about tolerating mediocre performance. After taking a good, hard look at their business, many of the participants in my sessions realize that they have a few mediocre performers in key positions in their organization, and that every day they leave them there is another day they are in effect saying to the rest of the company, “we were just kidding about pursuing excellence.”

For example, I am currently working with three large companies that have long established reputations for being exceedingly “nice.” On one hand, people who work in these organizations are very proud to be part of such wonderful and kind company; yet, on the other hand, they realize that major issues and serious problems continue to go unaddressed strictly because people don’t want to “hurt someone’s else’s feelings.” The truth is; it is not “nice” to let someone jeopardize the organization and destroy their own career because their leader did not have the courage to tell them the truth about their poor performance. Here is a test will bring this into sharp focus: Think of a person in your organization who consistently delivers subpar work, turns things in late and has a poor attitude. Now realize that, because they still have their job, this individual is the
person who establishes the level of acceptable work for every other employee in your company. How does that make you feel?

4. Lack of disciplined execution.

For the last five years I have been a guest lecturer on strategic thinking at a special conference at the Wharton School of Business. Each year I have about 100 senior executives in my session and I always ask the same question: “What percentage of the time do companies that have a solid plan for how to succeed in the marketplace actually effectively execute to plan?” The answer has remained the same year after year: 10 to 15 percent. That number is shockingly low but, unfortunately, my experience indicates it is accurate. What is even more devastating is to realize the monumental waste of talent, resources, opportunity and money that terribly low number represents.

Because this was such a serious issue for many of my clients I decided to do a “deep dive” and really study the topic. After more than 5,000 pages of reading and dozens of interviews, what I discovered was that the process for ensuring effective execution was really very straightforward and simple, just a handful of key steps that needed to be applied with vigor and total accountability. I also discovered that nearly every leader with whom I spoke pretty much knew what the process was, they were just unable or unwilling to impose the level of discipline needed to drive higher levels of execution in their organizations.

So, if you had the chance to talk to nearly 1,000 senior leaders and ask them what the four most important things they need to focus on right now to fix their business are, they would be:

► Relentlessly over-communicate a clear, compelling and focused vision for the future of the organization to all stakeholders.
► Foster an environment that demands honest, transparent and courageous communication in order to develop high levels of trust and respect.
► Be clear about establishing specific and quantifiable standards of performance and then be rigorous, but never ruthless, in absolutely holding every single employee 100 percent accountable to meeting or exceeding the agreed upon standards.
► Develop a culture of disciplined execution by establishing the systems, processes and checkpoints to ensure consistent flawless execution of all critical initiatives.

At the end of the day, none of the things I have listed here are particularly new or revolutionary. Actually, I am sure that most of us will recognize them as well-established fundamentals for leading a world-class organization. However, there is a huge difference between knowing something and living it every day in your organization.

John Spence is the author of Awesomely Simple: essential business strategies for turning ideas into action, (Jossey-Bass). He will presenting on this same topic at TCI EXPO 2010 in pittsburgh this November. To register for TCI EXPO, visit www.tcia.org.
Four Seasons Tree Care: Rooted in Knowledge, Growing with Accreditation

A s many business owners know, starting a new company can be a big risk. But many people who start their own business and are successful are glad they did; and they enjoy the freedom to innovate and create a different product or service of their own. Bryan Moller, CTSP, owner and president of Four Seasons Tree Care Inc, in Vista, California, completely identifies with those sentiments.

“Whenever you work for a company, you always see things you’d do differently if you called the shots,” says Moller. Following this kind of thinking, he and his wife, Christy, created Four Seasons Tree Care in July 2007.

Shortly after starting the company, the Mollers hired close friend Adam Heard, CTSP, who, like Bryan, was also a certified arborist, to join the team as the company’s division manager.

“Bryan and I have both had experience working for different companies working in many different markets in tree care, so we discussed what we would and wouldn’t change about those experiences and used them to create our own style at Four Seasons,” says Heard.

That approach led them to becoming TCIA accredited within two years of being in business, and helped them earn a 2009 TCIA Professional Communications Award with one of their marketing tools.

Four Seasons’ variety of work covers the gamut, from commercial to retail, industrial to home owners’ associations and from apartment complexes to various municipal projects, with a mixture of clientele with differing needs. Many of the projects involve long-term management programs where hazard assessments, seasonal pruning programs and detailed removal recommendations are all part of the job. As Bryan Moller puts it, “We prefer to approach trees from the vantage point of the consultant. Our goal is not simply to trim or remove trees, but to provide enough information to our customers (so that they can) justify and feel comfortable with our recommendations. That can’t be done by simple QuickBooks estimates.”

Whenever a member of Four Seasons provides an estimate, they inventory every tree on the project, providing a general description and the tree’s location on the site, etc., which Heard describes as “just another added touch to how detail and communication are part of the company’s standards.”

“Rooted in Knowledge” is the Four Seasons tag line and it is a statement they take very seriously. “We try to provide as many educational opportunities to our community and customers as possible,” says Christy Moller, Four Seasons’ CFO. “Bryan and Adam are always preparing new materials for the lunch seminars they perform at our customers’ offices.”

Along with educational seminars, the company also produces an educational newsletter every quarter called “TREEtise,” for which they won the TCIA Professional Communications Award. “We didn’t want to create a marketing newsletter that just talks about our company – everyone does that and it doesn’t seem very effective,” Bryan Moller explains. “We figure that if we can make trees relevant, fun and interesting to a contemporary audience, then we’ve done exactly what we set out to do with the TREEtise.”

Within that same frame of mind, Bryan Moller and Adam continue to pursue and achieve as many educational accolades as possible. Both are already Certified Treecare Safety Professionals, and each is a few CEUs away from being able to apply for his Registered Consulting Arborist designation from the American Society of Consulting Arborists. They are also pursuing their ISA Board Certified Master Arborist designations.

“It’s a work in progress and we have a long way to go,” Adam remarks, “but it’s important to us and we want to have that level of expertise to offer our customers and our employees... Our education allows us to continually provide new avenues for safety and efficiency to our crews in the field.”

Four Seasons employees are regularly provided cutting-edge equipment to stay up to date on the most recent adaptations and revisions to climbing and pruning techniques. As Bryan Moller puts it, “Our guys will always get the best; we’ve never
had an employee quit on us, because we invest so much into each person from the ground up – literally.”

And they invest in the company’s future as well. Before 2009, pursuing TCIA Accreditation was not even on Four Seasons’ radar. It wasn’t until the 2009 TCIA Winter Management Conference in the Bahamas that Bryan and Christy realized – thanks to advice from Ben Tresselt, owner of Arborist Enterprises and a TCIA Board member – the value of becoming accredited.

“If it wasn’t for Ben and his zeal for the TCIA Accreditation designation, we may have dismissed the notion of even trying to become accredited,” Christy Moller says. “He really helped us see the value in it.”

As in many parts of the country, Four Seasons Tree Care has obstacles to overcome in regard to creating new work and retaining regular customers.

“Our market is flooded with contractors cutting every kind of corner to sell low-cost jobs,” Heard says. “Some of our competitors are engaged in all kinds of craziness, from misclassifying workers to paying cash under the table or finding other unethical ways to keep costs low. We can’t compete with that. TCIA Accreditation helps to set us apart from those kinds of outfits and we appreciate the ability to provide that kind of security to our customers.”

And that it does, according to Heard. The process for becoming accredited requires a complete disclosure of company finances, workers’ comp history, employee manuals, etc., explains Heard, adding that only ethical companies can enjoy the pride and achievement of the Accreditation seal of approval. From open books to company policies and procedures, the Accreditation program has a challenge for any company to increase its expectations, he says.

“Accreditation inspired me to increase the level of training our guys receive,” Bryan Moller says. To that end, five of their employees have become Certified Tree Workers and three more are in the process doing so. “We are very serious about our employees’ careers and want to provide them as many resources as possible to gain a sense of accomplishment and success.”

From the sound of it, Four Seasons Tree Care and its staff are achieving those goals.
Tree Biomechanics Week offers research, education

In 2009, the TREE Fund awarded the Dr. Mark S. McClure Research Fellowship to Brian Kane, Ph.D., at the University of Massachusetts for research entitled, “Assessing the Impact of Decay on the Structural Integrity of Trees.” This month, Kane will be a technical advisor for Tree Biomechanics Week, an intensive field study project and research symposium scheduled for August 21-28 at The Davey Tree Expert Company’s research facility in Ohio. He will be presenting an interim report on his research fellowship findings during the symposium portion of the event.

Tree Biomechanics Week will be a rare opportunity to gather data to validate or refute some of the anecdotal “knowledge” that arborists use everyday. The majority of the week will be devoted to conducting tests in support of more than 20 scientists from around the world and 33 separate research projects. A sampling of the topics and research teams include:

**Missing Wood and Tree Stability**: Tom Smiley, Ph.D., Liza Wilkinson, and Fred Fisher; **Effect of Branch Orientation on Breaking Strength Using Multiple Loading Points**: Jason Miesbauer (student); **Assessment of the Effect of Root-Soil Interaction on the Biomechanics of Trees Subject to Wind Loads**: Tim Newsom, Ph.D., Craig Miller, Ph.D., and Padmavathi Sagi (student); **Effect of Utility Pruning on Residual Branch Strength**: John Goodfellow; **The Effect of Pruning on Tree Oscillation**: Michael Neuheimer.

**Connecting to the Safe Arborist Techniques Fund**

Over the years, the TREE Fund has supported a multitude of research projects, in addition to Dr. Kane’s work noted above, which is dedicated to improving the safety of the arboriculture workforce. It is committed to providing funding for similar projects in the future through the Safe Arborist Techniques Fund. The immediate goal is to raise $10,000 to support Tree Biomechanics Week, enabling the participating researchers and technicians to obtain vital data which will advance the science of tree care and worker safety.

Tax-deductible contributions can be made online at [www.treefund.org/donate.htm](http://www.treefund.org/donate.htm), or the TREE Fund (specify Safe Arborist Techniques Fund), 552 S. Washington St., Suite 109, Naperville, IL 60540.

**New fund, program to honor Bob Skiera and Jack Kimmel**

The TREE Fund’s new Bob Skiera Memorial Fund and Jack Kimmel International Grant Program pay tribute to the work of two great arboricultural leaders. The Wisconsin Chapter of the ISA is leading the effort to raise $500,000 for the Bob Skiera Memorial Fund. This Fund will serve as a lasting tribute to the former Milwaukee city forester whose communications skills were legendary, and whose accomplishments spanned a 50-year career in urban forestry.

The Jack Kimmel International Grant Program, championed by the Canadian TREE Fund, honors the late Jack Kimmel, former director of parks for the City of Toronto, who contributed 46 years of active leadership to the ISA and its Ontario chapter.

For more information and application forms, please visit [www.treefund.org](http://www.treefund.org).

**TREE Fund welcomes two new trustees**

Two new trustees began adding their particular expertise to the TREE Fund board in April. They are Mike Robinson of Bartlett Tree Experts in Illinois and Jeff Carney of National Grid in New Hampshire. Carney is also the newly elected chair of the TREE Fund Liaison Committee.

Tree Research and Education Endowment Fund, 552 S. Washington St., Suite 109, Naperville, IL 60540; (630) 369-8300; [www.treefund.org](http://www.treefund.org).
Federal prevailing wage for tree work

Re: “Is there a federal prevailing wage for tree work?” – From “Call of the Month,” July TCIA Reporter newsletter and the Reporter section of the July 2010 TCI.

We are a unionized tree company in California, and we have been doing a lot of federal work. For tree work, the federal wage that we have been told to use is the Laborer-Group 2 wage rate, which is $26.88/hour and $16.34/hour in fringe benefits. Tree work falls under the laborers union, and they basically decided which rate you pay under.

Jeannette Ramirez, president Treesmith Enterprises, Inc. Anaheim, California

Helpful info in July TCI; kudos for the CEU Quiz

May I compliment you on your July 2010 magazine. I am only one halfway through and I already have found two articles that are very valuable. The one on shrub care is timely and right on, and the one on safety is excellent.

The safety article carries even more value because of the CEU quiz at the end. My opinion is this needs to be done more. Years ago, the old “Weeds, Trees and Turf” magazine offered educational articles like this. I used to save every one and file them to return to.

I was flying recently and noticed the young man across the aisle going through flash cards. I asked him what he was doing. They were study cards for his CPA exam. I thought to myself, our magazines or trade associations will become more valuable when they offer more study guides like this. In tree care alone, card sets on tree ID knots, insects and diseases, pruning terms and definitions, safety, etc. On the business side of tree care, cards on costing; hiring, scheduling work, etc.

In the personal side of our work, a set on personal health management. We don’t always have the cream-of-the-crop employees, so suggestions on personal hygiene, saving, growing wealth, diet, hobbies that make you better at your job, etc. Since we have started offering in-house investment courses, our participation in our 401(k) has dramatically increased.

Keep up the good work!
Larry Ryan, president Ryan Lawn & Tree Overland Park, Kansas

TCIA Twitter talk

TCIA is now using Twitter (@VoiceOfTreeCare) to help our friends and your potential clients locate arborists and tree care companies in their area. Following are some recent comments.

@bullmeister (Nicholas Crawford) said: @VoiceOfTreeCare I think it’s great that you’re responding to arborist searches on Twitter! I’m really pleased!

ethancrockett said: “until we’re all safe”....thanks @BartlettTreeExp! Great #treecare #safety measures for everyone to take into account. http://bit.ly/bdL8lX


Send your letters and e-mails to editor@tcia.org.
Admit it. You’re psyched and ready to try out equipment, test gear and check out the workshops at TCI EXPO 2010. And with more than 140 manufacturers, distributors and suppliers committed already to this year’s show, we’re sure that you’re going to be thoroughly engaged.

But with so much happening, it is possible that you might miss an event or two. Here at TCIA, we don’t want you to miss a second. That’s why we’re kicking our social media into high gear, just in time for EXPO.

- Stay updated on relevant tree care news by subscribing to our RSS feeds.
- Join the conversation by following us on Twitter @VoiceofTreeCare and adding the hashtag #TCIEXPO to your tweets.
- Connect with friends and colleagues via Facebook at www.facebook.com/TreeCareIndustryAssociation.
- TCIA is here to help you, however we can. And since the David L. Lawrence Convention Center has Wi-Fi, this TCI EXPO is the perfect place to connect.

If you haven’t jumped on the social networking bandwagon yet, then this is the time to do it.

Social networking allows you to build your online reputation and make your business more accessible. In the hectic climate, clients are looking for a connection and with social networking tools such as Facebook and Twitter, you’re granted immediate access to clients, colleagues and up-to-the minute information about your industry.

If you need a primer on using social media to enhance your business, plan to attend Jeff Korhan’s TCI EXPO presentation, “Extend Your Marketing Effectiveness with Social Media Engagement,” on Thursday, November 11. [Sign up early, and watch his free webinar for EXPO attendees only on Aug. 11, at 7 p.m. (EST)]

Since TCI EXPO 2010 is all about new innovations and ideas, we’re thrilled to take advantage of our powerful tool of social media. You can do the same.

Don’t forget, you can also register for the conference, book your hotel, and plan your trip online at www.tcia.org.

Plugging into EXPO

The Majestic riverboat plies the Pittsburgh waterways.

Seeking Exhibitors for EXPO Student Job Fair

The TCIA Foundation (TCIAF) Student Job & Internship Fair at TCI EXPO will take place Saturday, Nov. 13, 2010, from 8:30-11:30. This is the place for employers to be to meet and recruit some of the best new talent in tree care. For additional information, call TCIA’s Debbie Cyr at 1-800-733-2622.

Got Safety? Upcoming CTSP workshops:

August 18-19, 2010
Arcadia (Los Angeles), CA
At Mauget offices

November 9-10, 2010
Pittsburgh, PA
In conjunction with TCI EXPO

Other dates and locations are in the works, so please check www.tcia.org and click on the Career Training Series for the most up-to-date schedule. Get CTSP certified in 2010! To register, call 1-800-733-2622.
 Arborist First-Aid Kit Checklist Decal – free!

This busy summer season is a good time to consider whether your company’s first-aid policies, procedures, training and supplies will meet or exceed OSHA’s expectations. This includes first-aid kits. OSHA’s 1910.151 Standard has a non-mandatory Appendix that speaks to the content of first-aid kits. OSHA refers to the American National Standard (ANSI) Z308.1-1998 “Minimum Requirements for Workplace First-Aid Kits.” The minimal contents of a generic first-aid kit listed in the ANSI standard should be adequate for small worksites. However, OSHA warns that when employers have unique or changing first-aid needs in their workplace, they may need to enhance their first-aid kits.

TCIA has consulted with arborists and safety professionals to determine the additional contents needed in an arborist’s first-aid kit, and has incorporated our findings into the Arborist First-Aid Kit Supply Checklist decal, this month’s free TCIA member giveaway included with this month’s Reporter member newsletter. We made it postcard size, small enough to fit on the inside lid of most first-aid kits.

Join TCIA today and start getting your free monthly giveaways. Contact TCIA at 1-800-733-2622, or visit www.tcia.org.

Connect with TCIA through social networking

TCIA is your primary source for in-depth information on tree care news and arboriculture. And now we’re expanding our reach through social media, looking for new ways to help you stay informed and entertained.

If you’re short on time and just can’t absorb all the details, follow TCIA on Twitter (@VoiceofTreeCare) for tree news in 140 characters. If you’re not familiar with Twitter, it’s a microblogging service that allows users to send and read messages in real-time. What are we tweeting about? TCIA EXPO 2010, tree care tips, TCIA member companies, industry news and more. Plus we’ve got tons of promotions and deals, available only to our Twitter followers.

Or maybe you’re just looking for something a little more light-hearted. Connect on Facebook (facebook.com/TreeCareIndustryAssociation) for fun and informative quizzes, tree-related contests and Facebook-only deals. We’re thrilled to engage with you through the world’s most popular social networking site, so become a fan today.

And if you’re looking for quick, up-to-the-minute news, subscribe to TCIA’s RSS feeds. Short, sweet, and to-the-point.

Social media is an undoubtedly great way to connect with your favorite friends, colleagues and companies. So why not connect with TCIA?

Partners Advancing Commercial Tree Care
Supporting and Sustaining the “Original” Green Industry
TCIA would like to extend our sincerest gratitude to the following companies whose commitment to our work is extraordinary.

Crown
Husqvarna
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Morbark
Altec
Wesco
BANDIT

Contact Deborah Johnson, Director of Development at johnson@tcia.org or call 1.800.733.2622
Asian longhorned beetle found in Boston

A small infestation of Asian longhorned beetle was found in the Jamaica Plain section of Boston, Massachusetts, over Fourth of July weekend. The site is at Faulkner Hospital, just across from the Arnold Arboretum (where the Tour des Trees ended last summer). Six infested maple trees were found, all in close proximity to each other, and were removed almost immediately by USDA and the Mass. Department of Conservation and Recreation. Surveys were continuing to determine the extent of the infestation.


Some success against mountain pine beetle

An experiment on the slopes of Smuggler Mountain, above Aspen, Colo., is showing some success in battling mountain pine beetle, according to a recent article on the NewWest.Net, based in Missoula, Montana. A report found the twin strategy of removing infected trees and treating trees that weren’t succeeded in reducing the damage caused by the beetles.

“We were all kind of wowed” by the success, Nancy Gillette, a Forest Service insect scientist based in Berkeley, Calif., told New West.

The operation could have applications across the West, where the beetle has wiped out millions of acres of ponderosa and lodgepole pines from Canada to Mexico. Similar efforts may be difficult on a large scale, where costs and controversies over logging roads and other forest issues could raise bigger concerns, but the method could be a way to protect isolated areas, like those around towns or ski resorts, in an effort to protect views and lessen fire danger. “I can see this easily being done over hundreds of acres,” Gillette says. “Once we get to thousands of acres, I think it becomes questionable.”

Mountain pine beetles attack trees weakened by drought. The beetles bore into the bark to lay their eggs, killing the trees while the newly-hatched insects spread the plague onward, leaving a swath of brown trees across the region.

Aspen and Pitkin County spent $110,000 on a project to treat 250 acres of lodgepole pine. Brood trees, which are trees that are already infected, were removed; healthy trees were treated with the chemical verbenone, a biodegradable pheromone that the beetles themselves produce that sends a message to other beetles that encourages them to seek another tree.

Removing the brood trees lowers attack rates; areas where brood trees weren’t removed showed a 40-fold increase in infested trees. The study also found the risk of beetle attacks was significantly lower in stands treated with verbenone.

The only association dedicated to your tree care business.

Since 1938, TCIA has been working with our members to advance their commercial tree care businesses. Together, we are transforming the industry. We’re working to increase consumer awareness and appreciation for quality tree care; to improve worker safety overall; to shape legislation and regulation through our voice in Washington; to and we’re partnering with industry suppliers to build stronger relationships for member companies.

Our shared goal is a bright future for tree care.
A witness said Spiller was gasping for breath immediately after the fall, but Spiller had no pulse and was not breathing, when rescuers arrived. Rescuers could not revive him.

Spiller was not wearing a helmet, but was equipped with a harness that appeared to be intact. State police will not investigate further, because Spiller’s death was deemed accidental, according to The Morning Sentinel in Waterville, Maine.

A man was taken to the hospital June 23, 2010, with a serious head injury after a tree fell on him near Dilworth, North Dakota. The man was helping a neighbor remove a tree when that or another tree fell on him, according to the www.inforum.com report.

Allen Norwood, a bucket truck operator for a local tree care company, was stuck in a bucket 60 feet in the air for about 90 minutes in hot weather in Jackson, Mississippi, June 23, 2010. Eventually, with the help of firefighters, Norwood was able to slide down the upper boom of the lift, according to a www.msnbc.msn.com report.

Click here to read all of the June accident briefs.

Send incident reports to editor@tcia.org.
S \text{mack! The three-week-old hard hat crashed to the ground from a 40-foot oak. I was on the ground crew and tied the hard hat back into my father’s climbing line for further use. After a successful takedown, the crew departed from the jobsite and the thoughts of the fallen hard hat had been forgotten.}

Less than a month after the hard-hat crash, my dad was scurrying through a cleanup after a technical takedown. On this particular Friday, around sun down, he became restless, with visions of Corona and chicken wings dancing in his head. The trigger of a loosely strapped backpack leaf blower shook my dad’s left hand while a pair of hand pruners opened and closed in his right. The hard hat bobbled back and forth while sweat poured down his sunburned forehead. Rain drizzled on the wet sawdust as the loose blower strap snagged the edge of the debris-covered rail of the deck staircase. Dad’s cleanup came to an end when he became one with the wooden deck – head first!

The shiny, bright orange, relatively new hard hat broke his fall, but shattered in the process. Without proper inspection, my father and the ground crew missed the microscopic cracks that were created when the hard hat dropped from that 40-foot oak a month before.

As the doctor stitched the gash above my dad’s eyebrow, he realized a few important lessons from his rushed Friday clean up. First, that all personal protection equipment (PPE) has a certain number of cycles until failure, even when it does not seem overused. It is important to check all PPE before further use, regardless of how minuscule the accident seems. A hairline crack in a hard hat can be just as dangerous as a tree suffering from heart rot. In both cases, risk assessment needs to be applied. It is better to have – and replace – a cracked hard hat than to have a cracked skull!

Second, the safety considerations taken by arborists and climbers up in a tree should not be undermined down on the ground. Even on a rainy Friday evening, time spent on tightening up straps, doing one thing at a time, and inspecting all PPE can make all the difference in customer satisfaction and employee safety. It is better to spend a little too much time on safety rather than just not enough.

The emphasis on “safety first” has always played a big part in the philosophy of our landscape and tree removal company. What has become an equally valued belief is the “good ‘til the last drop” theory in our PPE and tools of all kinds. When comparing these two concepts, mom’s classic “safety first” rule must always prevail.

Ben Boivin is on the ground crew of, and his father, Bradley Boivin, is owner and primary arborist for, Cascade Landscaping, a tree removal company in Albany, New York.
Many thanks to the riders, fundraisers, support crew and sponsors of the 2010 STIHL Tour des Trees.

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Thom Kraak
Kathy Gilmour
Maggie Harthoorn
Isaac Harthoorn
Steve Lowe
Event Support:
Sandy Hopp
Massage Therapists:
Katie Askew
Kenny Askew
Mechanics:
Andrew “Bubba” Dustin
Brian Parks
Luggage Handlers:
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YOUR WINDOW OF OPPORTUNITY IS OPEN WIDER THIS FALL

There is still time to fertilize your trees.

Fall is the best time for fertilizing trees to build strong roots and overall strength. The vascular system will disperse and hold the nutrients until the tree comes out of dormancy in the spring, allowing the tree to use nutrients at its perfect time. As the pioneer of micro-infusion, Mauget has been the trusted resource for micronutrients since 1958.

- Micro-Infusion allows the largest window to fertilize in the fall
- Tree’s vascular system available for nutrient uptake later in season than other methods
- Provides frost damage control, no need to fertilize in spring
- Fertilizer is in a completely enclosed container; user friendly

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TCI August 2010 issue Accident Briefs
(of June 2010 accidents)

Taken from published reports.

Tree trimmer shocked
A tree trimmer was shocked June 4, 2010, in Clearwater, Florida, when he accidentally touched a power line.

The 21-year-old man was reportedly about 28 feet up on a ladder when he touched the line and fell to the ground. He was taken by helicopter to a Tampa hospital with non-life-threatening injuries, according to a St. Petersburg Times report on www.tampabay.com

Trimmer shocked by power line
A tree trimmer working in the backyard of a Bellevue, Nebraska, home was seriously injured June 4, 2010, apparently shocked when his ladder came in contact with an overhead power line. The worker was breathing and had a pulse when emergency personnel arrived but he was unconscious. He was transported in critical condition to the Nebraska Medical Center, according to WOWT Channel 6 News.

Bucket operator hurt in fall
A Portsmouth man hoisting a cut tree with a winch on a truck bucket was catapulted from the bucket when a cable snapped June 6, 2010, in Portsmouth, New Hampshire. Jim Camarato fell 30 feet to the pavement, according to The Portsmouth Herald. Alex Walker, the tree company owner and Camarato’s employer, watched as Camarato operated the winch to lift a cut tree and as Camarato fell from the bucket and landed on his back, according to a WMUR Channel 9 news report.

A co-worker called 911, and paramedics who arrived stabilized Camarato before transporting him to the hospital.

Tree worker crushed by loader
An employee of a tree service company was killed June 6, 2010, while removing trees in Caldwell, Idaho. Chad Alan Lee Green of Middleton, Idaho, was using a chain saw to cut a tree stump when the chain became stuck. Workers used a Bobcat to try to push the stump and free the chain, but the loader slipped and crushed Green. He died at the scene, according to the KIVI TV report.

Man killed in wood chipper
Henry Lira, 60, a Santa Cruz County, California, maintenance worker died June 7, 2010, after being pulled into a wood chipper in Watsonville, Calif. He was part of a four-person crew clearing roadside at the time of the incident. Officials said he got “caught up in the machine.”

Lira died at the scene, and an ambulance and fire crew were canceled before they arrived. Lira had lost one arm and badly mangled another in a workplace accident in 1985. In that incident, he grabbed jumper cables out of the cab of a crane just as the crane’s extension touched a nearby power line, badly shocking him. He used a prosthetic limb and had worked for the county since 1969. State law would not have stopped Lira from working around machinery such as wood chippers due to his prosthetic limb, according to the Santa Cruz Sentinel report.

Contributed by Ruth Stiles, self-employed consulting arborist and horticulture consultant in Scotts Valley, Calif.

Man dies in fall from tree
A 50-year-old man died after a fall from a tree in Corpus Christi, Texas, June 10, 2010. He was hired to trim a tree in the backyard of a home. A neighbor saw the man lying on the ground and called police. Investigators believe he may have fallen at least 10 feet. The medical examiner was trying to figure out what exactly killed the man, according to KRIS Channel 6 News.

Man injured in fall from tree
A 40-year-old man was flown to an area hospital June 14, 2010, after falling out of a tree. The man was trimming the tree when he fell out of it and onto a travel trailer about 25 feet below. The man complained of numbness, according to the Lake County News.

Man falls 40 feet from bucket
A man working for a tree company was injured June 14, 2010, in Saugerties, N.Y., when a falling tree knocked him out of a bucket truck, sending him 40 feet below into the woods.

The man was trimming the trees around the power lines when a tree fell on the bucket, knocking him out of it. The tree took down wires as it came down, with the wires ending up on the truck.

The trimmer suffered non-life threatening injuries to his back and leg and had to be extricated from the woods, according to the Daily Freeman.

Man hurt cutting tree branch
A man cutting a 25-foot-long tree branch June 16, 2010, in Randall, Wisconsin, landed in the hospital after injuring his shoulder when he fell off a 10-foot ladder he used for the task.

William Solger, 54, was on the extension ladder at his home. When he cut it, he fell off the ladder and the tree branch came down and pinned the ladder. The branch mostly missed Solger when it came down, according to the Kenosha News report.

The branch, in addition to being long, had a canopy about 20 feet wide and was very heavy. Solger had been using an electric saw to cut the branch.

A helicopter transported Solger to Froedtert Hospital in Wauwatosa where he was being examined by doctors, as a precaution, for other signs of trauma.

Firefighters rescue stuck tree trimmer
A tree trimmer stuck about 30 feet up a tree in was rescued by firefighters June 17, 2010, in Los Angeles, California. Paramedics took the man, about 40 years old, to a hospital for treatment of chest pain, according to www.dailybreeze.com.

Son saves father from chipper
Kevin Stacey, owner of a tree service
company, and his son, Danny, 17, were on a job in Salem, New Hampshire, June 19, 2010, when the elder Stacey became stuck in the hopper of the wood chipper. He’d been feeding small pieces of wood into the machine when he suddenly realized something was wrong. “I got caught. Something grabbed and tugged my arm,” he told The Eagle-Tribune.

Stacey was inside the chute, with his arm caught in the feed rollers. He tried but could not reach the safety bar to stop the rollers. “The way I was caught, there was absolutely no way I could help myself,” the father told The Eagle-Tribune.

He managed to call out to his son and the next thing he remembers he was out of the machine, and just in the nick of time.

“By the time he said, ‘Danny’ and he looked back, the rollers were right in his face,” Danny Stacey said.

But before his father even spoke, Danny Stacey realized something was wrong because he saw his father move in an unnatural way. “He jerked up,” the son said. “Literally, his feet were off the ground.”

So Danny acted. “My first instinct was to just grab him, but even faster… I hit the safety bar.”

The cleats on the rollers left Kevin Stacey with two gashes on his arm, requiring 14 stitches, and a bruise on his finger possibly from banging into the blade. Danny Stacey, on his first day of summer school vacation, wrapped his father’s arm with a compression bandage and asked the landowner to call 911.

“If he didn’t respond as quick as he did,” Kevin Stacey said of his son, snapping his fingers, “That’s it. That would have been it. Without any question in my mind.”

Man dies trimming tree
A Platteville, Iowa, man died June 20, 2010, after a tree-trimming accident. Terry Irwin, 48, was pronounced dead at the scene, according to a Telegraph Herald report.

Climber falls 50-60 feet to death
An Oakland, Maine, man died June 22, 2010, in Rome, Maine, when he fell 50 to 60 feet from a large tree he was pruning and landed on his back.

Derrick Spiller, 34, who was self-employed, had just removed limbs at the top of the tree when one of his gaffs let go and he fell to the ground.

A witness said Spiller was gasping for breath immediately after the fall, but Spiller had no pulse and was not breathing, when rescuers arrived. Rescuers could not revive him.

Spiller was not wearing a helmet, but was equipped with a harness that appeared to be intact. State police will not investigate further, because Spiller’s death was deemed accidental, according to The Morning Sentinel in Waterville, Maine.

Man hurt by felled tree
A man was taken to the hospital June 23, 2010, with a serious head injury after a tree fell on him near Dilworth, North Dakota. The man was helping a neighbor remove a tree when that or another tree fell on him, according to the www.info.com report.

Bucket operator waits 11/2 hours for rescue
Allen Norwood, a bucket truck operator for a local tree care company, was stuck in a bucket 60 feet in the air for about 90 minutes in hot weather in Jackson, Mississippi, June 23, 2010. Eventually, with the help of firefighters, Norwood was able to slide down the upper boom of the lift, according to a www.msnbc.msn.com report.

Man killed by felled tree
The family of a Rapid City, South Dakota, man whose body was found June 24, 2010, said David Buster died two days earlier when a tree fell on him.

Buster, 65, left home early on June 22 with his two small poodles to cut firewood. His family alerted authorities that evening when he failed to return.

Family members had searched in the area where he was eventually found, but did not go deep into the forest. On June 24, authorities asked for the public’s help to find the missing man. His body was found that evening.

Buster was apparently cutting down a very large tree that fell on him. His chain saw was found sitting on the tree’s stump. Buster’s dogs were found by family members when they returned to his pickup.

Climber falls 85 feet to his death
A tree trimmer fell approximately 85 feet to his death June 24, 2010, in Doyline, Louisiana.

An investigation indicated that Robert Wayne Meshell, 47, from Shreveport, crossed his climbing line with another rope and one rubbed through the other, causing the climbing rope to break, which caused him to fall. Meshell died from apparent internal injuries before paramedics arrived on scene.

Meshell worked for a Minden, La., tree care company, reportedly had 30 years of experience and was working with a crew and using safety devices, according to KSLA News 12 and www.ktbs.com reports.

Baby girl killed by falling branch in park
A 6-month-old New Jersey girl was killed and her mom badly injured June 26, 2010, when a tree branch fell on them as they posed for a photo at the Central Park Zoo in New York City.

Gianna Ricciutti died in the accident that played out before helpless relatives and dozens of zoo-goers. The tragedy occurred as Mike Ricciutti, 41, of Union City, was taking a picture of his wife, Karla, and daughter, according to the New York Post.

Witnesses heard a creaking sound, and the tree branch fell. The limb fell about 25 feet. It wasn’t immediately clear what agency is responsible for maintaining the trees in the zoo.

Worker killed by struck-by

A 30-year-old man died June 26, 2010, in Wallace, West Virginia, after a tree fell on him. The man worked for a family owned tree or logging company. The man was cutting limbs off a tree when a dead tree farther up the hill fell on him. The victim’s name wasn’t immediately released, according to the www.wvva.com report.*

Man injured when tree fails

A man was seriously injured in Minocqua, Wisconsin, June 28, 2010, after the top of the tree he was strapped to broke and fell to the ground, according to the Blue Lake Free Press.

The man and a co-worker were felling a tall birch when the tree broke and fell with the man still tethered to it. The tree fell on top of his hardhat, which cracked under the force. His partner ran to the closest available residence and summoned for help. The man was taken to a nearby hospital where he was then airlifted out of the area.

Woman killed in struck-by

A woman working with a Mishawaka, Indiana, tree-trimming business was killed June 28, 2010, in Granger, Indiana, when she was hit by a falling branch as she worked to clean up debris from the recent storms.

Shannon Magezi, 34, of Granger, the business owner’s stepdaughter, was helping with the work when she walked underneath a tree as a large limb was being cut. The limb struck her in the head. She was taken to the hospital where she was pronounced dead, according to the www.wndu.com report.

* Indicates items submitted by Paul M. Mautz, CTSP, urban forester, City of Southfield, Michigan.

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