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Are You In Synch?

I’ve had the opportunity recently to reposition a few things in my life; lining up a little better what I value as a person with how I spend my time. I was frankly floored at what immediate satisfaction and peace it brought me personally, and it made me think about how this applies to the business world.

How often have you known that you were pumping money into doing something that quite simply was not the core competency of your company and not of interest to the people who worked with you? Yet, you keep plugging away at it, “because you should be a full service company” or “it’s supposed to pay off within 36 months” or “it’s not capital intensive so it’s a better service track than having to own big equipment” or “my competition does it, so I better offer it.”

OK – so let’s see what the options are here:

- Money is flowing into something you’re not good at and/or your company doesn’t have the skill sets to accomplish.
- The harder effort isn’t making you or your people happy; neither is the money.
- Your people aren’t interested in it so the attention they give it is not top notch.
- It’s not paying off, and everyone is miserable.
- It is paying off, and everyone is miserable.
- You don’t do it as well as your competition, and yet you’re still butting your heads against the wall with it.
- The time that gets poured into this work keeps you and your team from doing work you love to do – and do well.

Bottom line – is this worth it? Something is out of sync here.

There is nothing more de-motivating in life than not to feel a connection with what it is that you are doing. I’m not talking about the sacrifices that we all make in the short-run to get to a long-term goal, such as getting an education. I’m talking about knowingly engaging in something that does not fit either who you are as a person or what your company is at its core.

I recently had a chat with someone I had mentored for quite a while who tested out some other paths in life, earned some additional credentials, and has now found a new journey. In describing this new road, there was certainly a match between background and qualifications for the position. However, the emphasis of what made it “go” over other choices that presented themselves was the chemistry that was felt with the people with whom the work would be accomplished. It created the opportunity for real satisfaction – everything was aligned – head, heart, competency and environment.

When you think about what you value in life, if you aren’t living true to that, it makes you feel off balance. Your company is much the same. If everything isn’t aligned with the company values that have been established, your resources are going to be thrown around in multiple directions instead of being focused. Your people are going to be chasing after all sorts of goals; giving bits of themselves to a variety of things instead of their Grade-A skills to the most important facets of the company. Your results are going to be less than what they could be if it was very clear what the company wants to accomplish and has the capacity to do. If the company’s values are clear, and the people who are hired to make the company’s goals a reality are aligned with those values, there is a far greater chance of being successful.

Individuals have to live authentically. Claiming who you are and being proud of that is a big part of basic self-esteem. When you mess with that, there are a whole host of other things that simply get out of alignment. That causes your life – and in the case of your company, your business – to simply not run well. What are some simple steps that can counter being out of sync?

Step A: Take some time to think about three things:
   1. Who am I? What do I believe? What do I value?
   2. How do these things show up in my life?
   3. What exists in my life that is in conflict with #1

Step B: Take action – purge the list from #3.

Step C: Then, think about three more things:
   1. What are the values of our company?
   2. What evidence can I see in my company that proves our values are alive?
   3. What exists in our company that is in conflict with #1?

Step D: Take action – purge the list from #3.

Step E: Then, do one last thing – Have your employees do Steps A through D.

The courage to align will give you bigger results, more satisfaction, and greater productivity than living an unauthentic life or running a company that is out of sync with its values.

So let me know when you have a minute: Are you in sync?

Cynthia Mills, CAE, CMC
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By Rick Howland

It’s probably just a matter of time before the emerald ash borer appears in a community near you.

Indigenous to China and unheard of in the U.S. and Canada until a decade ago, the emerald ash borer, or EAB, was most likely a stow-away, sneaking into America hidden in green ash used in dunnage, a packing material used in ocean-going shipping. The beetle is believed to have arrived in the upper Midwest in the 1990s, but it would be several years, 2002 in fact, before the deadly decline in ash trees would be attributed to this voracious pest and steps were begun to stop its spread.

Millions of ash trees (true ash species only) in the Michigan, Illinois and Ohio regions and into Canada have succumbed to the larvae, which devour their way through the cambium, essentially girdling the trees and killing them. Illegal and inadvertent shipping of firewood and nursery stock have helped spread these insects far, wide and fast.

The first line of defense was and remains quarantine, preventing the transport of ash and ash products (including firewood and mulch) across county lines. As the summer came to a close, 18 counties in and around the Chicago area had been included in the quarantine. Because ash can be difficult to differentiate from some other hardwoods, especially for homeowners and other non-professionals, the cross-county quarantine has come to include ALL hardwoods. In some areas in the Midwest, it is illegal for a homeowner to take wood for a campfire from one place to another. Pine and other softwoods are the exception. (Mulch is a bit of a question, because, depending on the shred or chip, the processing may or may not be a self-eradicating process.)

On the one hand, regulations are in place at the federal, state and county levels to prevent the physical spread of the EAB. There is a question over the availability of funds to battle the insect and also to enforce regulations, but if you get caught in violation, fines can run about $500 per event.

The experts we spoke with in state and federal agencies, a leading academic on the subject at Michigan State University, and equipment manufacturers all agree that getting the word out to tree care professionals is critical, since the spread is accelerated, literally, by vehicular traffic and equipment.

Right now no protocols exist for equipment other than ensuring that NO ash of any kind is onboard. How easy would it be to take an infested tree down in one coun-

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O

n August 16, 120 tree care professionals from Michigan, Ohio, Indiana, Illinois and Minnesota gathered in West Bloomfield, Mich., to see the latest university research results in the search for a solution to saving ash trees from emerald ash borer. Attendees saw demonstrations of trunk and soil injections and heard several arborists’ success stories in saving ash trees from EAB.

The field day began with a walking tour of fairways 1, 2 and 3 to see most of the 52 ash trees at BayPointe Golf Club that were part of a Michigan State University study on the use of imidacloprid as a basal soil drench to protect ash trees. The results were clear: trees receiving the drench once per year since 2004 looked good while the control trees were dead or close to it. However, the study also revealed that if ash trees were already heavily infested with borers and showed greater than 50 percent canopy thinning and dieback at the beginning of the study in 2004, the drench was less likely to be successful.

After the walking tour participants were divided into groups for a set of six 10-minute demonstrations of some of the most popular tree care products currently being used for emerald ash borer. Trunk injections, soil injections and trunk sprays were demonstrated and discussed.

Among companies/products represented at the Field Day were Arborjet, Inc./IMA-jet (imidacloprid) emamectin benzoate trunk injection; ArborSystems/Wedge Pointer (imidacloprid) trunk injection; Bayer Crop Science/Merit (imidacloprid) soil injection; J.J. Mauget/Imicide (imidacloprid), Inject-A-Cide B (Bidrin) trunk injection; and, Valens U.S.A. Corp./Safari (dinotefuran) trunk spray.

The field day finished inside with presentations by David Smitley (Michigan State University) and Dan Herms (Ohio State University), and talks by Wayne White (Emerald Tree Care), Sue Shock (Shock Brothers) and David Sutton (Bay City Tree Doctor).

The key message from university researchers and tree care professionals is that we now have some effective products for reliable protection of individual ash trees, according to David Smitley, a professor of entomology at Michigan State University: “People and cities in Michigan, Indiana, Ohio and Illinois have a choice: they can keep their ash trees healthy if they begin annual insecticide treatments when the trees are still healthy, or they can remove the trees when they die.”

ty, ship it back to the yard, then re-ship it as firewood to another state where the prolific breeding and devouring insect can take up new residency?

There is only one protocol that would allow an arborist working in a quarantine area to move ash debris, and that is the one-inch rule. While not absolutely agreed to by all the experts, it is generally believed that the EAB larvae (the insect stage that does the cambium damage) cannot survive chips or grindings of a 1-inch square or less. But you still may need clearance or permission from a county, state or federal agency to move such chipped material, so check first to avoid a potential fine.

That, of course, begs the question of the capabilities and conditions of your equipment. While “decontamination” is not a requirement – at least so far – other than that equipment shall not carry ash (or other hardwoods, in some cases), there are broader questions on the table of natural resources regulators regarding levels of cleanliness of equipment. There is talk that pressure washing and possibly applying insecticides, antibacterial or antifungal agents may become part of the protocols to curb contamination with EAB and other invasives.

The situation is still new, but with tree care companies’ service areas extending beyond county, state and regional lines, questions of liability are likely to pop up. One question we asked, which has had little airing yet, revolves around who is responsible if a previously pristine area is infested with EAB (or other insects or biologicals)? Are you, the professional, responsible for the spread of the disease, or does liability go back as far as the property (tree) owner?

Some of us will groan under the project-ed weight of compliance or due diligence. Others will be thinking that the more they know, the more they can turn the situation to their advantage. It’s the old Chinese definition of crisis – danger plus opportunity. If you’re prepared, you may be able to work and take advantage of a situation where others can’t comply.

Anthony Weatherspoon, forest product specialist at the Michigan Department of Natural Resources, is one of those at ground zero for the EAB problem. “It’s big and getting bigger,” he says. “Usually, equipment does not contaminate, because the ash borer is a cambium borer. The reasoning for grinding down to one-inch or
less is that such small pieces will take care of the larvae; they won’t hatch during their egg period.” The explanation is that they should be exposed to the elements where they dry up and die or can’t hatch in a hostile, unprotected environment.

He explains that the EAB lifecycle can be a long one, starting as early as May, depending on temperatures, with the beetle flying and laying eggs into August, and larvae hatching and doing their damage by girdling trees from August to October.

But, even at the one-inch chip size, EAB may still survive chipping and grinding. “Detection has been our biggest problem,” Weatherspoon explains. “By the time we discovered it, the infestation had already spread to a lot of places, and some of the new infestation areas had not been previously looked at but are now recognized as EAB problem areas.”

He recounts one major firewood dealer in southeast Michigan who had been shipping ash to northern Ohio, Indiana and Chicago for years before the source of the ash problem was accurately identified.

Right now, two things USDA APHIS (Animal and Plant Health Inspection Service) agents are looking for transcends just the ash borer. They are beginning to look at the practicality and need for sanitizing equipment against a host of menaces, such as oak wilt. “Right now, all I can say (to tree care professionals working in contaminated areas) is to make sure all bark and ash material is off your machine before you go out of the quarantine area.”

**Equipment considerations**

What are equipment manufacturers doing? The last thing manufacturers want is to have their traveling equipment become the source of spread.

“When it comes to the emerald ash borer, brush cutters, stump cutters and tree spades all are involved in this,” notes Mark Rieckhoff, Vermeer’s environmental segment manager for tree care, maintenance and removal products. “We got involved with the Iowa Department of Natural Resources. We were testing new machines at a state park and DNR was going through the campgrounds informing local campers of EAB and firewood, telling them not to import wood, but to buy locally to prevent the spread of the insect.”
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DNR advised the crew of the situation, and Vermeer has since been collaborating with DNR in Iowa – before the insects arrive.

Containment and quarantine have failed to stem the spread thus far, and the insects have eluded authorities and migrated from county to county. Iowa is working now to put plans in place so that, when and if it crosses the Mississippi, they have a plan in place to react. (That’s expected to be in the spring of ’08.)

“We are collaborating any way we can with government officials and our customers on manpower, machines and dealer support,” Reickhoff says, “training our dealers throughout Iowa and Illinois regarding the EAB situation and how Vermeer can assist the user (for example, ensuring that a chipper is set and running properly to meet the one-inch chip requirement). We also are working with state officials and private crews regarding appropriate practices, service and support of our machines to ensure they help the user comply with quarantine regulations.”

Technically, he says “machines can’t be in violation of the quarantine, only the materials onboard. We have to go out and test our own equipment every day to ensure that they are not carrying quarantined material and that, in the case of our chipper, that we are running to the one-inch requirement. We have to be better stewards, too. We have people pulling equipment through nearly 100 counties in Iowa alone,” Rieckhoff explains. “It’s so easy to pull a stumper or brush cutter across multiple counties within a day. We, as a manufacturer, and our dealers need to keep an eye on compliance.”

Treatments

So, what else can the professional arborist do? Can the EAB be stopped? Can you do anything for your customers and your business?

Possibly.

David Smitley, professor of entomology and extension specialist at Michigan State University, says the infestation is very active in western Ohio, northern Indiana and hotspots in northern Illinois. “There does not seem to be any way to stop it completely,” he says.

“All true American ash trees are susceptible,” he says, “and all (American) ash trees can die when the EAB moves in – every single tree. Larvae tunnel under the bark and into the sapwood and completely destroy trees.” (Smitley stresses that EAB attacks only true ash trees – not the mountain ash, which is in the rose family.)

“It doesn’t look like we can eradicate it
“There are very good research studies on wound closure. If a tree is in general healthy condition, the minor wound created in the drilling process closes over very readily.”

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from North America,” Smitley warns, “because too large an area is infested. But we can slow the spread by avoiding the movement of ash wood from infested to uninfested areas.”

Pointing to the federal quarantines, he says, “We are seeking cooperation from tree care professionals and even homeowners who take firewood camping not to move any ash wood. The same holds for equipment going from infested to non-infested areas. Don’t take any branches or log sections — or chips larger than an inch.

“Certainly, the beetles can fly and spread that way,” Smitley admits, “but the biggest threat is in the transport of firewood; already there’s evidence of it showing up (in areas) from Virginia and Maryland to Colorado. It’s the long-distance spread we are most concerned with,” he says.

The only exception to the quarantine is wood that has had its bark stripped off and then has been identified, inspected and approved by the USDA APHIS. Some of this is handled at the state level.

Smitley is involved in developing methods of protecting and saving ash trees via the use of insecticide treatments. “EAB is moving all across the Midwest, spreading every year. While we cannot eradicate it, we have promising research that could save individual trees. We originally thought there was no way to protect the trees, but we have developed treatments – a soil drench (imidacloprid in water) – that does very well.”

In fact, the Michigan State University Extension Service held a field day on August 16 entitled “Fighting Emerald Ash Borer...the SE MI Experience.” (See sidebar) It was an opportunity for tree care professionals and educators outside southeast Michigan to see how they could benefit from successes. Participants got the chance to walk the course at the Bay Pointe Golf Club to see test results after four years of MSU field research on soil drench treatments and trunk injections.

According to Smitley, half the ash trees (of all sizes) were treated, half were not (left as a control). “The half that were treated look pretty good,” he says. “We want to start the process while the trees are healthy,” he says. “People need to know they have a choice – even helping mildly infested trees – although it gets shaky with the canopy thinning out or dying back 50 percent. At that point it may be too late.”

Sooner or later the emerald ash borer will be in your marketplace. Where and how compliance to ensure containment and prevent contamination are effected at the local level remains a work in progress. Federal regulations that required cutting every ash in the area clearly haven’t worked. Suffice it to say, the tree care professional will need to be up on the latest federal, state and county regulations — as well as what treatments to recommend to clients. The smart ones will be ahead of the curve, knowing they can benefit by promoting their compliant services.
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The Consultation: Free Estimate vs. Free Advice

By Craig Smith

If you've done any bidding at all, then you have probably gone on a few “wild goose chases.” You know the routine – customer calls and asks if you give free estimates, then asks you to come out and look at their tree because “it doesn’t look very healthy.” What do you do?

Well, what can you do? You could go out hoping that the tree is dead and you’ll really be giving a free estimate for work. What if the tree has a legitimate health problem? What if it’s just dropping leaves because it’s late September and in your area that particular type of tree does this every year? Does your company offer more than just cutting/pruning services? If not, do you have the knowledge and resources for diagnoses and preservation? By answering some of these questions, and asking some of the potential customer, you can run your business more efficiently, promote legitimate tree care, help the customer make educated decisions about their landscape, and save money – even if you don’t go out on the call.

How? From a business perspective, going on these “free advice” calls is usually a waste of time. How to not go without turning away potential clients is the key. This is where you get a chance to let your professionalism shine. Ask Ms. Frugal some basic questions about the tree. What kind of tree is it (they may not know)? How big is it (A ballpark guess is fine. You may have to help – ask them if it’s as tall as they are, as tall as the house, or twice as tall)? Where on the property is it located (is it in between the street and sidewalk or out back)? When did you notice this problem? How much of the tree is affected? Is the problem affecting the entire tree, only certain areas, or are all the branch ends dead?

The answers may give you an idea or two about what may be wrong with the tree, or they may tell you nothing at all. But what will be established is that you, as a true professional, have a legitimate regime that you follow in order to start a diagnoses, and that the client will be receiving a science-based opinion and not just an arbitrary guess. After the phone screening process, the person you’re talking with shouldn’t be surprised at your requirement of monetary compensation for a verbal tree health/risk assessment.

Be prepared to explain the difference between a free estimate and a consult. Ask the client if they want to save the tree if possible. If they say “yes,” then explain to them why they need to have someone involved who is well versed in pest and disease diagnoses and tree preservation.

If they do balk, then you may consider explaining why you need a fee to come out and “look” at their trees. Tell them straight out what you’re qualifications are, go through a verbal list of potential possibilities and some of the things you’ll be looking for. Be prepared to explain the difference between a free estimate and a consult. Ask the client if they want to save the tree if possible. If they say “yes,” then you should explain to them why they need to have someone involved who is well versed in pest and disease diagnoses and tree preservation. Explain why it’s hard for someone who doesn’t have a PHC plan with them to give a free unbiased opinion. It shouldn’t be hard for someone to understand the time it takes, fuel expenses, and that if they want an unbiased opinion, we have to charge. And it’s not hard to see why a “we just cut” guy won’t go out to look at a job, walk the property, then say, “Everything looks fine, Ms. Frugal. Just a few places a catapillar had lunch. No sign of him now and the little damage he did won’t affect your tree adversely. Nothing I need to do here. By the way, nice mulch rings.”

A lot of removals take place because of relatively minor insect activity. We all know that most of the time a healthy tree may look a rough because of insect or fungal damage, and it’s easy to recommend low impact treatments to improve aesthetic quality and overall health. But, unfortunately, those trees get removed at the hands of non-certified tree cutters. “Yep, it’s got the heebie-jeebies alright, if we don’t get this cut down soon, every tree in the county will surely die,” says Buzz, from Buzz Cuts Tree Service.

Ask the customer what they’ll do if you go out and tell them it’s really no big deal. Will they refill your coffee cup for your two hours spent? What about gas? What about something else you could be doing to make ends meet?

By asking questions over the phone, you’re starting to build a rapport with the client. I give my client a quick run down of my qualifications. Sometimes I even offer to waive my consult fee if there’s a minimum amount of work to be done, depending on the scope of the project. I’m not trying to get rich by talking, but I do offer knowledge that doesn’t come easy or cheap. It has value and I must recoup some of the time and finances invested to gain such knowledge. Tell them what you’ll do and what you’re capable of.

You’ll also have people ask for the consult in writing. That’s a report. I always make it very clear before I go out that I’m going for a verbal consultation and that turning consuls into reports cost extra. For most homeowners, I recommend taking notes, recording or even videotaping. Some people may choose the report option after they hear all of the information, especially if they didn’t listen to your recommendation regarding recording or taking notes.

Now I’m not claiming to have solved all of the intricacies of bidding versus consults, but I do feel that this is a gray area that can be used to educate the public and help make our businesses more efficient. Everybody “in the know” in this business should have a full realization of how important it is to separate ourselves from the “just cutting” crowd. By educating the public about proper tree care and what trees need to survive, we create a much needed link to our natural environment. Saving trees and saving people money by keeping their homes safe and beautiful is a valuable commodity. Cool job, huh?

Craig Smith is owner of Woodchuck’s Tree Care in Vancouver, Washington, a TCIA member company. He is an ISA Certified Arborist and Tree Worker; PNW-ISA Certified Tree Risk Assessor, ASCA member, and is enrolled in the Clark College, Wash., horticulture program.
One program can make your tree care business
✓ MORE professional,
✓ MORE efficient,
✓ MORE profitable.

Accreditation from TCIA is a business growth tool designed to aid commercial tree care companies in improving business practices, motivating and training employees and increasing customer satisfaction.

Evaluate your company against industry standards to learn what areas you excel in and where you need improvement. Develop and maintain first-rate customer satisfaction practices. Implement industry-standard safety training programs and stay one step ahead of OSHA. All with the guidance and support of TCIA.

TCIA – your partner in business excellence.

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www.tcia.org ▲ 1-800-733-2622 ▲ e-mail Bob Rouse at rouse@tcia.org
**JMAC Patriot log dumping log loader**

JMAC Industries’s patent-pending Patriot log loading system, unlike any log loader in the past, eliminates the conventional A-frame support base. The log loader is rear mounted above a special arch with integral stabilizers. This allows the truck to dump chips or other loose materials through the loader base. With an integrated chip body and retractable roof, the truck doubles as a high-capacity chip truck. The rear-mounted loader also allows loading of unusually heavy logs into the rear of the truck, one end at a time. A towed chipper can also be fed with the log loader, while blowing chips into the body. Several body options are available including a live floor in lieu of a dump body. Contact JMAC Industries, LLC at (860) 883-3118 or Treexprt@comcast.net.

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**Pequea Champion CX-550 Chipper**

Pequea’s Champion CX-550 power-takeoff-driven chipper is a compact, 5-inch, high-speed brush chipper with a top discharge chip chute that can be rotated 360 degrees. Its adjustable deflector directs chips into the truck, trailer or woods. The chipper’s manual feed system has a 41-inch feed height and 28-inch x 28-inch hopper opening. A high-speed rotor and four shorter knives (2.5 x 3.5 x 5/16 inch) allow the chipper to operate at 35 hp, almost half the horsepower required by direct drive chippers. The 165-pound drive rotor is 1-inch thick and balanced with CNC machines. It’s driven by three spring-tensioned belts, alleviating belt maintenance. A tapered hub attached to the rotor shaft reduces vibration, and an easy-to-remove shield offers quicker safety checks and routine maintenance. Contact Pequea at (717) 354-4343 or visit www.pequea.com.

Please circle 191 on Reader Service Card

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**Schonberg Little Helper Cart**

You know what the log dolly is. Schonberg Industries’ Little Helper Cart is similar to the log dolly, but with a drive-brake axle, so that when you pull the load back to wheel it out, it sits stable on the four wheels. This takes the push-pull-lift effort out of balancing the load and getting it to the street. For all those removals in the backyard, especially yards that slope downhill from the street, you won’t believe the difference this makes. And with the ramps, one can take the load right into the trailer, minimizing lifting and handling it again. Also, for clean-up behind the stump grinder, this cart handles the big brute trash barrel just fine with those heavy chips. The machine can be loaded in the upright position (best for heavy pieces) or in the recumbent (transport) position for lighter items. An extendable arm stabilizes the machine in the upright position. The front wheels are free-turning on roller bearings. The rear wheels are driven by a solid shaft mounted on heavy duty bearing blocks. The solid shaft drive gives the machine stability when driving on ramps. It’s built tree-service tough by one who knows the business. Contact Schonberg Industries, LLC at (785) 542-5255 or 785-865-6789 or via www.littlehelpercart.com.

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**Lamtrac LTR6125 Tracked Carrier**

Lamtrac International’s LTR 6125 tracked carrier’s twin-track chassis and hydrostatic design provide exceptional maneuverability combined with top quality components, such as Bosch Rexroth hydraulics and a Cummins Turbo diesel engine. This concept assures the operator with optimal control and weight distribution at all times. Its ROPS/FOPS/OPS (Rollover Protective Structure/Falling Object Protective Structure/Operator Protective Structure) certified cab provides the utmost safety and comfort with an excellent all around view and ergonomically design. It is designed for seismic line clearing, pipeline clearing, power line clearing, and commercial land clearing. Contact Lamtrac International Inc. at 1-888-LAMTRAC (526-8722) or www.lamtrac.com.

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Send your Cutting Edge Product information to:
Don Staruk at staruk@tcia.org
Husqvarna 123HD60 Hedge Trimmer

Husqvarna’s new 123HD60 hedge trimmer is a dual-sided trimmer designed for the light-use commercial operator. The 123HD60 is equipped with Husqvarna’s LowVibT anti-vibration system, which allows for ease of operation and better control by isolating the power head and the cutting deck from the handles, resulting in less vibration for the operator. A 22.5cc, two-stroke engine provides plenty of power without the weight, and the Smart Start spring-assist starter combined with air purge makes it easy to start. The cutting deck consists of a greaseable gearbox and 22-inch dual action cutter blades. The blades are made of hardened steel to improve durability and double ground for a precise cut. With a blade speed of 3,770 cuts per minute, you can make quick work of light trimming yet still have plenty of torque for heavier pruning. Ergonomic in design and lightweight at just 11.2 pounds, safety features include a front hand-guard, blade protector and throttle lock. Contact Husqvarna at 1-800-HUSKY (487-5962) or via www.usa.husqvarna.com.

PortaQuip BigFoot Yard Bag

The new, re-useable BigFoot™ Yard Bag, available in woven UV-treated polypropylene, unzips flat and can work as a ground cloth or tarp as well as for moving yard waste, sticks and branches, bags of mulch or topsoil. Weighted edges hold the bag-tarp in place while you rake in the equivalent of 13 large garbage bags of leafy material or mulch. It can also be used for transporting or storing tools and other equipment. The corner handles are handy for moving the bag-tarp around. The design includes a variety of padded carrying handles; FootZipTabs™ for fast, easy closing; heavy-duty cinch straps; and various tie-down and storage options. The bag can be neatly tucked away and stored. All bag designs are available in small, medium and large sizes. Contact PortaQuip LLC at 1-877-883-0200 or via www.bigfootbag.com.

Please circle 194 on Reader Service Card

Please circle 195 on Reader Service Card

Please circle 30 on Reader Service Card
Lewis Tree to acquire Tamarack Forestry

Lewis Tree Service, Inc. of Rochester, N.Y., has agreed to acquire the operations of Tamarack Forestry Service, a utility vegetation management business headquartered in Canton, N.Y. Tamarack Forestry has vegetation management operations in Massachusetts, New Jersey, New York, Pennsylvania and some of the Canadian provinces. Lewis Tree will retain all of the people that Tamarack employs in these operations including Linda and Matthew Randi, the principle owners of Tamarack Forestry Service.

As a result, Lewis Tree Service, Inc. will become the market share leader within New York state's investor-owned utilities, as well as strengthen its position in the Massachusetts and New Jersey investor-owned utility markets and open new opportunities in the Canadian provinces. The transaction is subject to approval of the Boards of Directors of both companies.

Lewis Tree Service, Inc., a Rochester Top 100 company, provides vegetation management services to utilities and governments. Lewis is 100 percent employee owned with more than 2,600 employees.

Tech-Terra goes national

Tech-Terra Organics, LLC, a New Jersey-based distributor of natural plant care products, has expanded its distribution nationally. Barry Draycott, company president and a 25-year veteran of the tree care industry, formed Tech-Terra to provide natural organic products for his tree, landscape and lawn care customers. He grew by distributing the products to other green industry professionals in New Jersey, and his customer base has now grown beyond the New Jersey borders.

Tech-Terra products, sold in bulk by the pallet or drum, include: natural, organic fertilizers; worm castings natural fertilizer; humic acid nutrient source; fish hydrolysate microbe nutrients; fish emulsion microbe nutrients; seaweed micronutrient source; vinegar-based weed killer; wetting agent & soil conditioner from yucca extract; garlic juice insect repellent and mycorrhizae beneficial root extension fungi.

In New Jersey, no applicator’s license, pre-notification, flagging or signing is needed for any of the company’s products. Since laws vary by locality, however, Draycott advises plant health care professionals to check their state and local laws.

Rotochopper names new Mid-Atlantic sales manager

Rotochopper, Inc. has made Jody Parker its new regional sales manager for the Mid Atlantic. Parker, who will be based in Richmond, Va., grew up in the forestry equipment business and spent 11 years with Timberjack and John Deere in both a forestry and construction sales capacity. Over the years, he has covered the midwest, northeast and southeastern United States. He will represent Rotochopper in Delaware, Kentucky, North Carolina, Maryland, Ohio, Virginia and West Virginia.

Mauget hires director of product development

J.J. Mauget Co. has created and filled a director of new product development position. Marianne Waindle, western region sales representative for Mauget, has been promoted to the new position.

“Marianne’s ability to work closely with suppliers and university and government personnel is a key component of bringing new, tested and proven chemistries to the market,” says Nate Dodds, Mauget president.

Waindle holds a bachelor’s degree in ornamental horticulture and plant pathology and a master’s in integrated pest management from the University of Georgia, and has worked in a sales capacity for the past eight years. She joined Mauget in 2006 as the west region sales representative. She will work with potential suppliers to identify emerging chemistries, collaborating with universities and government agencies on product trials and tests and overseeing the workflow and completion of research and development projects. She is a member of the Pesticide Applicators Professional Association and the California Association of Pest Control Advisers, and is a Certified Arborist.

Bayer Environmental protects intellectual properties

Bayer Environmental Science announced that Etigra LLC has agreed to cease sales and to recall Etigra products that Bayer considers to infringe one of its patents.

Bayer Environmental Science asserted that two termiticide products recently introduced by Etigra, Imida E-Pro 2F Pre/Post Construction Insecticide and Imida E-Pro 75 WSP Pre/Post Construction Insecticide, infringe Bayer’s patent protecting the use of imidacloprid on wood products.

Bayer invented and introduced the use of imidacloprid to treat wood structures and surfaces. Research efforts from companies such as Bayer are based on respect for intellectual property rights that enables significant investments in order to generate future technical innovations.

Separately, Bayer continues to pursue its counterclaims in a pending lawsuit in regard to Bayer’s patented use of imidacloprid on fertilizer, and has filed an additional counterclaim of copyright infringement for infringement of several of Bayer’s product labels. The Bayer lawsuit counters a legal action initiated by Etigra seeking a declaratory judgment that Etigra’s method of formulating imidacloprid on fertilizer does not violate the Bayer-owned patent.

Bayer invented the mixture of imidacloprid on fertilizer, sold as the brand name product Merit® Plus Turf Fertilizer more than 10 years ago. This patented technology revolutionized insect control on lawns and golf courses while providing significant application convenience to users.
Please circle 34 on Reader Service Card
Events & Seminars

September 8, 2007
9th Annual Tennessee Tree Climbing Championship
TN Urban Forestry Council/TN Dep. of Ag. Div. of Frstry
Memphis Botanic Garden, Memphis, TN
Contact: www.tufc.com or call (615) 352-8985

September 11, 2007
Art & Science of Plant Diagnostics walk/learn workshop
Traverse City, MI
Contact: MGA at (248) 646-4992

September 12, 2007
Toward Sustainability: Landscape for Healthy Envirmnt
Assoc. of Prof. Landscape Designers (APLD) symposium
Frelinghuysen Arboretum, Morristown, NJ
Contact: www.apld.org

September 16-19, 2007
Pacific Northwest Chapter ISA Annual Training Conference
Corvallis, OR
Contact: Patty Williams & John Good, (503) 874-8263; info@pnwisa.org

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

September 20-November 8, 2007
ISA Certified Arborist Test Prep Course
Thursdays, 6:30-8:30 p.m.
Athens, GA
Contact: (706) 621-1248, steve@completehortconsulting.com; www.completehortconsulting.com

September 20-21, 2007
Arboriculture Society of Mich Arboriculture Conference
Holiday Inn, Midland, MI
Contact: (517) 337-4999; asm@acd.net; www.asm-isa.org

September 21, 2007
Arizona Community Tree Council 2007 Conference
Radisson Woodlands Hotel, Flagstaff, AZ
Contact: (602) 354-3023; www.aztrees.org

September 27, 2007
The Art of Woody Plant Selection-root-zone seminar
Planting Fields Arboretum, Oyster Bay NY
Contact: Naomi Zurcher, (718) 522-1130; treerap@sprintmail.com

September 27 (repeated 9/28), 2007
17th Annual Perennial Plant Symposium
Chicago Botanic Garden, Glencoe, IL
Contact: (847) 835-8261; www.chicagobotanic.org

September 27-28, 2007
ISA Rocky Mountain Chapter Annual Conference
Radison Graystone Castle, Denver, CO
Contact: (303) 756-1815; www.isarmc.org

October 1-3, 2007
Mid-Atlantic Chapter ISA Annual Meeting
Hagerstown, MD
Contact: Nancy, macisa@hughes.net; (703) 753-0499

October 2-4, 2007
International (Trees) Congress of Italy
Modern Arboreticulture Institute & Riccione Council
Riccione, Italy
Contact: www.geat.it; www.fito-consult.it (link to corsi: english version provided)

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

October 11, 2007
Urban Wood Waste Utilization Forum
The Parks & People Foundation, USDA Forest Service
U-Baltimore, Thumel Business Ctr, Baltimore, MD
Contact: Jessica (410) 449-5663 x115; jessica.walbridge@parksandpeople.org; www.parksandpeople.org

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

October 18-19, 2007
i-Tree Training
Monroe Community College, Monroe, MI
Contact: (517) 337-4999; asm@acd.net; www.asm-isa.org

October 19, 2007
2007 Perennial Plant Conference
Scott Arboretum, Swarthmore College, Swarthmore, PA
Contact: Longwood Gardens (610) 388-1000 x507; www.longwoodgardens.org

October 26-28, 2007
The NJ Shade Tree Federation 82nd Annual Meeting
Crowne Plaza, Cherry Hill, NJ
Contact: Bill Porter (732) 246-3210; njshadetreefederation@worldnet.att.net

October 28-30, 2007
New England Chapter ISA Annual Meeting
North Conway, NH
Contact: mmpcfeisa@comcast.net; 1-800-617-4870

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

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

November 28-December 1, 2007
ASCA 2007 Annual Conference
Loews Vanderbilt, Nashville, TN
Contact: (240) 404-6482; www.asca-consultants.org

January 7-9, 2008
Great Lakes Trade Expo (GLTE)
DeVos Place, Grand Rapids, MI
Contact: www.glte.org; asm@acd.net

January 8-10, 2008
Landscape Ontario Congress 2008
Toronto Congress Centre, Toronto, Canada
www.locongress.com

January 27-29, 2008
43rd Annual Shade Tree Symposium
Penn-Del Chapter ISA, Certification exams Jan 27.
Lancaster, PA
Contact: E.Wertz (215) 795-0411; www.penndelisa.org

January 30-31, 2008
2008 Connecticut Turf & Landscape Conference
CT Grounds Keepers & CT Irrigation Contractors Conn. Conf. Ctr, Adriana’s Landing, Hartford, CT
Contact: Dick Tice (203) 699-9912 or rtice@snet.net

February 6-8, 2008
New England Grows!
Boston Convention & Exhibition Center, Boston, MA
Contact: Mary (508) 653-3009; www.NEGrows.org

February 8-12, 2008
U.S. Composting Council Annual Conf. & Trade Show
Oakland Marriott City Center, Oakland, CA
Contact: www.compostingcouncil.org; (651) 737-4931

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

March 4-5, 2008
MGIA’S 21st Annual Trade Show & Convention
Rock Financial Show Place, Novi MI
Contact: MGIA at (248) 646-4992

Send your event information to:
Tree Care Industry, 3 Perimeter Road, Unit 1, Manchester, NH 03103 or staruk@tcia.org
In the real world, one requirement that never changes is finding ways to help your crews work more safely. That's why Altec tree care equipment is rugged, reliable and designed with integral safety features. Our complete line of aerial devices and wood chippers is highlighted by our newest machine — the Altec LRV60-E70. It will help your crews work smarter and more efficiently. This unit combines 75 feet of working height and smooth maneuverability with the lowest cost of equipment ownership in the industry and unmatched financing options. For tree care units that help you work "safer and smarter," call the company that builds them — Altec.
The second edition of Tree Law Cases in the USA, by Lew Bloch, adds 39 new cases to the 170 cases published in the first edition in 2000. Some are precedent setting, some are interesting and amusing, and quite a few involve tree service companies. It also has a revised summary chapter to reflect the new cases.

Some highlights from these 39 new cases include:

The U.S. Supreme Court in 1928 ruled that the destruction of one class of property in order to save another of greater value, to the public was legal and there was no responsibility to pay for the damages. This was in regard to the removal of cedar trees on private property in Virginia to control cedar-apple rust disease and is possible precedent setting in the emerald ash borer problems now. (Miller v Schoene)

A ruling in Massachusetts that was the first time in the 200-year history of the state that damages were not limited to diminution of property value or timber value (Weinert’s v Kasidakos)

An appellate court stated that it was unwilling to hold as a matter of law that tree trimming or removing constitutes an “inherently dangerous task” that would “ordinarily cause injury.” (Lane-Hill v Ruth)

A case in which the court stated that the reasonable costs of replacement could be used even if these costs exceeded the total value of the property. (Rector, et al v McCrossen)

A court held that a defendant electric cooperative rights to trim trees outside of an easement to protect power lines does not create a duty to protect the public using a road from a dead tree that failed. (Felt v Bluebonnet Electric Cooperative)

A court ruled that one has a duty to avoid tree failures from injuring people on an adjoining property, but there is no duty to constantly check all trees for non-visible decay. The decay must be readily observable or the landowner has to have actual or constructive notice of the defect. (Meyers v Delaney)

In a case where a tree service company cut down trees on the wrong property, the insurance company stated it was not obligated to defend or indemnify the company, stating that the tree cutting was an intentional act. The court disagreed and stated that the tree company intended to cut the trees down, but that did not mean they intended to cut down trees on the wrong property. (Pekin Insurance Co. v Ken Miller)

A court ruled that a plaintiff could receive damages even if a tree grew on the land by natural conditions because the defendant knew the tree was decayed when he sold the property. (Rowe v McGee)

Nine evergreen trees were damaged in a trespass pruning case, and even though the trees survived and continued to provide screening, their integrity had been spoiled. The court ruled that the property had been diminished by the exact cost of replacing them with similar evergreens. The court stated that the owner is entitled to enjoy the aesthetic value of the trees even if they had little commercial value. (O’Malley v Ruhani)

The court stated that a construction project manager need not inspect all trees, even damaged ones that could fall onto the road, simply because they have the potential to fall; only dead trees. (Caskey v Merrick)

An appeals court ruled that a healthy tree does not ordinarily fall of its own weight without some external force and that a tree owner has a duty to have his trees inspected by an expert to determine their safety. (Dudely v Meadowbrook, Inc.)

A plaintiff sued for damages, and even appealed the verdict, even though she could not state where the tree limbs had fallen from, did not own the two vehicles that were damaged and that she had been paid by her insurance company for some of the damages. (Francis v Brown)

An appellate court stated that if there is a personal reason for restoring damaged property, or there is some reason to believe that the owner will in fact make the repairs, a damaged landowner may recover the value of the trees instead of the diminution of property value. Further, emotional distress damages could possibly be assessed. (Hassoldt v Patrick Media Group)

A court ruled that a landowner can force a neighboring landowner to prune or remove a tree to abate a nuisance when its overhanging branches do substantial harm or create imminent dangers (Pierce v Casady)

A case in which the defendant appealed the amount of a verdict being too high using the Trunk Formula Method and the appellate stated that the Trunk Formula was actually more lenient than the full replacement cost because of the location and condition factors being applied. (Ziegler v Ziegler)

A court ruled that the measure of damages in a trespass case is the reasonable cost of restoration to near pre-existing conditions with the allowance for natural regeneration within a reasonable period of time. (Collins v Messer)

Seven cases (three criminal) involving tree license issues in Maryland.

Branch Office

NEW EDITION OF TREE LAW CASES IN THE USA
Many tree care companies and professional arborists are using a new method to increase the amount of business they get from the Web — Pay-Per-Click (PPC) advertising. This method is a key to staying competitive in today’s Web marketplace.

Search engines have dramatically improved the quality and effectiveness of local searches for businesses like yours. Understanding how PPC works will give you a leg-up in getting in front of thousands of customers looking on the Web for the professional tree care services you provide.

PPC marketing is sometimes referred to as performance-based marketing or pay-for-performance. It is an auction-style method of paying for placement on the major search engines such as Yahoo! and Google. With PPC, you as the advertiser have the ability to get exposure on any search engine results page on the Internet rather than leaving it to chance.

With PPC, you purchase the right to have your site’s name and a brief marketing caption appear as a link alongside, above or on the same page as regular search returns. This strategy typically yields the most consistent results of any Web marketing method and, when done properly, will help deliver more business from your site.

How it works
Most search engines have two sets of results on every Web page they show to users. The top results are normally paid results (also known as sponsor results) and the other results are referred to as “organic.” The difference between them is straightforward.

Sponsor results are links to Web sites that have paid to show up on the results page that is displayed when a user (your potential customer) searches for a particular keyword or keywords. Small and large business advertisers bid on keywords, with the top bidders getting their sites displayed first.

Organic results are links to Web sites that are displayed by random luck or that have been optimized in the hopes that they will be displayed naturally (without paying any advertising fees) on the results page of a particular term or phrase being searched by a user. Search engine sites each have their own unique and ever-changing methods for determining what site links get displayed in this organic fashion.

There are multiple providers of Pay-Per-Click marketing, but for most Web site marketing programs you need only focus on the Google Adwords and Yahoo! Sponsored Search, which runs on MSN, CNN.com, Yahoo! and other major sites.

Why PPC marketing delivers value
First, with PPC, you only pay if a user clicks on your link and goes to your Web site. It costs nothing to be displayed on the results page. If a user does not click, your brand name still gets in front of customer, but you won’t pay anything.

Second, utilizing these PPC programs allows you to get coverage on search terms that are not highly trafficked. Search engine optimization (rigging your site to get “organically” displayed) can only take you so far because your Web site can only be optimized for a certain number of phrases. As a result, it is cheaper to use pay-for-performance than to have a Web page built to attack every particular term or phrase that applies to tree care or professional arborists.

Third, PPC allows you to track what you are spending and to turn the program on and off so you can see exactly what is working and what is not. You get feedback very quickly and you can modify your advertising campaign on the fly. Not many other marketing and advertising programs can make that claim.

How do I get started?
1) Do your homework: Since PPC is based on the search terms that your potential clients are likely to use, identify terms that describe your business, its services and your local service area. Make a list of all those terms and prioritize them based on their relevance to you.

For instance, an arborist in Austin might list the following as his or her search terms:
Tree care, trees, tree trimming, tree planting, oak wilt, arborists, TCIA-member tree care company, fallen trees. And then they would consider how search engines users might describe his service area. Think of everywhere you serve – neighborhoods, cities, suburbs, counties. That list might be: Austin, North Austin, Travis County, Williamson County, West Lake Hills, Travis Heights, Rollingwood, West Austin, Barton Hills neighborhood.

With PPC, you’ll bid on your chosen keywords or combinations of keywords. Remember that each variation requires a unique bid. For example, “Austin Texas tree care” is different from “Austin TX tree care,” which is different from “Austin tree care.”

Keep this mind when you start your program and when you optimize your keywords (Step 3).

2) Set a budget: Search engine marketing is different than a yellow pages directory ad in that it is dynamic. Optimizing your keywords and determining which PPC program works best for you will require some trial and error. Allocating $500 in a one-shot approach will likely yield disappointing results.

Consider how much a customer is worth to your bottom line and how much new business you would like. Multiply those two numbers together and then take 10 percent to 30 percent of that number to determine a sensible investment in marketing for your business’ future. Budget that amount over a three- to six-month period to get started.

3) Optimize, optimize, optimize: As in the Austin tree care example, you will have some variables to sort through as you determine what the right keywords for you are. Broad words like tree or tree care can be very expensive. While you might have a clear idea of how you would describe your business and its service area, the public might have another. This process of optimization is par for the course and should be expected.

Can I do it myself?

PPC programs are accessible to all. The major players have done a fairly good job of providing information, glossaries and step-by-step instructions to guide you through the process. Google even has a Keyword Tool to simplify the selection process. It suggests useful keyword variations and related terms.

Some businesses want the additional and consistent Web traffic that PPC can bring but don’t have the time to set up a program and track it the way it should be tracked. If your time is tight, consider seeking help from your Web site provider or a Web marketing firm.

Conclusion

To get the most from your tree care business Web site, consider Pay-Per-Click marketing. It is a proven tool to get in front of the many customers who use the Web every day to find local businesses. PPC allows you to slowly ramp up your Web marketing campaign, so don’t delay just because your budget is small or you are new to this approach.

Brain Kraff and Griffin Davis of Market Hardware, Inc., which helps tree care professionals compete on the Web, have worked in Internet marketing and small business marketing since 1993. Kraff will present a session on Web site makeovers at TCI EXPO in Hartford in November.
Applying standards for building challenge courses

This is a response to the From the Field column, “Ignorance is not Bliss,” by Vic Foerster in the June 2007 issue of Tree Care Industry. This article talked about an arborist being called in to inspect a ropes course and his efforts to educate and work with these clients.

What’s the difference between a logger and an arborist? This is not a bad joke, but what I take as the focus of your industry as I have read in your Tree Care Industry magazine over the last 10 years. There have been editorials and article after article about the need for professionalism, networking, training, safety and education.

I am a tree house builder, challenge course builder, climbing wall builder, canopy bridge builder, and canopy zip-line builder. I have been working in trees since 1975 when, as a rock climber at a camp, I was nominated to go fix the ropes course. In those days there were only a handful of ropes course builders. A lot of us builders reinvented the wheel trying to figure out how to attach cables to trees safely and as cheaply as possible. We used a lot of mountaineering techniques inefficiently when moving through the trees. In the late ’70s, several people came together to talk about starting an organization of ropes course builders. As you can imagine from your own industry’s attempts to organize and become more professional, we outdoor-worker, business-person types are hard-headed, opinionated, do-it-my-way-because-it’s-right kind of people.

In any case, after many good-faith discussions, we started a group called the Association for Challenge Course Technology (ACCT). We then began developing best practices criteria that evolved into a manual of standards that cover installation, inspection, operations, ethics and, most recently, practitioner certification standards for challenge courses. As practitioners, we come together at an annual conference to discuss current industry concerns as well as share information and work techniques. We have adopted many of the tree care industry arborist techniques for our work in trees and on utility poles.

As you know from dealing with OSHA standards, we have struggled to make ACCT standards specific enough to be helpful yet not limit appropriate creativity and choice.

I have spent a lot of time in the trees. I know about wood strength, structure, tree health and erosion issues; however, I am not a certified or consulting arborist. When building a structure in the trees, I almost always consult a certified arborist. I am always surprised when the arborist comes through and shows me something that I
### Vermeer

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
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<tbody>
<tr>
<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9&quot; x 4-1/2&quot; x 5/8&quot;</td>
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<tr>
<td>BC1220-BC1250</td>
<td>KCH2002</td>
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<td>BC1400</td>
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### Morbark

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<td>100, 200, 290</td>
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<tr>
<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
<td>Double Edge 10-1/2&quot; x 5&quot; x 1/2&quot;</td>
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### Brush Bandit

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<tr>
<td>90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/32&quot; x 4&quot; x 1/2&quot;</td>
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<tr>
<td>100-250</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 1/2&quot;</td>
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<tr>
<td>250, 254 after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$28.25</td>
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<tr>
<td>1890 Intimidator</td>
<td>KCH20103</td>
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### Asplundh

<table>
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<td>12&quot; Drum</td>
<td>KCH30001</td>
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<td>16&quot; Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
<td>$21.50</td>
</tr>
</tbody>
</table>

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have missed. (I don’t know why I’m surprised; it happens every time.) I often have friends approach me about helping with their trees. Unless the task is really straightforward, I almost always recommend an arborist.

My fellow challenge course builders and I have appropriated much tree work technology. I share new techniques and knots with others at our challenge course conference workshops. I have thought several times about how to get involved with the tree care organizations because we have much in common. I read Vic Foerster’s article in the June TCI magazine about coming upon a nightmare scenario ropes course. This kind of problem, amazingly, still exists. I say amazingly because insurance companies are becoming more proactive in requiring annual inspections in compliance with ACCT standards by qualified practitioners.

I’m sure that many of you are familiar with challenge courses. Many arborists have participated, and I’m sure several have consulted with the site selection and tree care. This is an opportunity for the tree care industry to work with willing clients. These programs spend a significant amount of money on their challenge courses and have an interest in maintaining them safely. I know that almost all of my inspection reports include recommendations to remove dead branches and develop a tree care plan. This is business that professional arborists should do. On the other hand, professional arborists probably shouldn’t be in the business of inspecting or rebuilding ropes courses.

For more information about ACCT, contact Sylvia Dresser, executive director of ACCT, at sylvia@acctinfo.org; (847) 945-0829, or via www.acctinfo.org.

James Gravely, owner
JG Construction
Morganton, N.C.

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Call back

Due to an editor being in too much of a rush, the caption for the image accompanying the From the Field column “‘American Arborist’ Helps VFW and American Legion Realize Mutual Dream,” in the August TCI, incorrectly stated that Merle Blong was pictured in the bucket doing the tree work. It was, in fact, one of Blong’s employees in the bucket.

“Merle was strictly ground support on this job. He was supervising and driving the truck to haul away the wood,” according to Barry Drazkowski, the article’s author.

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Today’s modern urban landscape is a far cry from the native forests that once spread widely across our continent. Urban landscapes face many threats to the health of trees. Shortage of organic matter in the soil, compaction, poor soil drainage, disease, erosion, unstable pH and impermeable crusted soil surface are definitely not the conditions that trees faced in their native forest habitats. (Table 1).

How do trees in the forest primeval attain great ages, heights and diameters without irrigation, fertilizers and pesticides? The answer is that soils in undisturbed native forests contain a wide range of beneficial organisms that soils in the urban landscape lack. Probably the most important of these, and the most studied group of beneficial soil organisms, are the mycorrhizal fungi. Mycorrhizae literally means fungus-root and is a symbiotic (mutually beneficial) relationship between plant roots and certain specialized soil fungi. All known tree species form the mycorrhizal relationship in their native habitats.

For the last 20 years, scientists have been intensely studying these tiny soil organisms that are changing the way tree care professionals think about planting and managing trees.

Mother’s ancient history

Our landscape has not always been alive. Back 460 million years ago, no plants covered the earth’s land surface. Compared to today, the land was a barren, lifeless surface. Plants only existed in lakes and seas and lacked the elaborate root structure they needed to conquer the harsh conditions on the land.

Then the specialized fungus entered the primitive root of the aquatic plant. The fungal thread secured its energy source from the plant and, in return, the fungal filaments explored and mined the harsh earth’s surface. (Figure 1). The plant acquired the needed nutrients and water to sustain life from the fungus. The resulting evolutionary leap allowed plants to inhabit the land surface and has shaped life as we know it today.

The mycorrhizal-plant relationship not only still exists today, but has also become one of the most successful relationships on earth. Today, approximately 90 percent of the world’s plant species form the mycorr-
rhizal-plant relationship in varied natural habitats all over the world.

How do mycorrhizae work?

Mycorrhizal spores (seeds) germinate in response to root activity and penetrate in or around the inside of the root cells (Figure 2). Then they send their filaments (called mycelium) into the surrounding soil, effectively extending the plant’s roots and root absorbing capacity from 10 to several thousand times – far beyond what the plant can do alone and thus improving plant establishment and productivity.

Several miles of these ultra-fine filaments can be present in less than a thimbleful of soil. Mycorrhizal fungi supply the water and nutrients needed by the plant for establishment and survival, and, in return, receive from the plant roots sugars and other compounds needed by the fungus. Mycorrhizal filaments are much smaller than roots, so they can easily penetrate into smaller spaces between soil particles.

In the small nooks and crannies of the soil, these tiny filaments release powerful enzymes that dissolve tightly bound minerals such as phosphorus, sulfur, iron and all the major and minor nutrients used by plants. The nutrients are organically assimilated by the mycorrhizae and become readily available for use by the plants.

Mycorrhizae provide many other benefits to plants. The fungal filaments take up and store water, decreasing drought stress during dry periods. Plant roots are too thick to access the small pores that retain large amounts of water in the soil. The much thinner mycorrhizal hyphae easily penetrate into smaller spaces between soil particles and supply essential water during periods of moisture deficit.

The fungal filaments also bind soil particles into larger aggregates with organic glues such as humic compounds; the resulting soil structure allows air and water movement into the soil, encouraging root growth and distribution.

Mycorrhizal benefits include:
- Improved transplant survival, growth
- More effective rooting
- Improved soil structure
- Increased fertilizer utilization
- Decreased drought stress
- Tolerance of environmental extremes
- Reduced off-site pollution of surface and groundwater

When do we apply mycorrhizae?

Natural, undisturbed areas are teeming with a wide variety of mycorrhizal fungi. These areas have reached tremendous productivity and stability without chemical fertilizers, irrigation and pesticides. Healthy living soils conserve water and nutrients and protect the plants against stress and environmental extremes.

To achieve the benefits of the mycorrhizal relationship, they need to be present on your site. Most of our man-made environments were built using practices that destroy the soil conditions supportive of beneficial soil organisms. (Figure 3) Studies have documented that in highly disturbed environments, trees have not formed mycorrhizal relationships after

<table>
<thead>
<tr>
<th>Undisturbed Forest Soil vs Disturbed, Intensively Managed Urban Soil</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loose, well aggregated</td>
</tr>
<tr>
<td>Fungal dominated</td>
</tr>
<tr>
<td>Low to moderate fertility</td>
</tr>
<tr>
<td>High levels of mycorrhizal fungi</td>
</tr>
<tr>
<td>Seasonal moisture inputs, well drained</td>
</tr>
<tr>
<td>High levels of organic matter inputs</td>
</tr>
<tr>
<td>Low, stable pH and temperature</td>
</tr>
<tr>
<td>Low levels of surface erosion</td>
</tr>
<tr>
<td>Low salt concentrations</td>
</tr>
<tr>
<td>Low levels of soil borne diseases</td>
</tr>
</tbody>
</table>

Table 1

Figure 2. Mycorrhizal spore.

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planning and are subject to greater levels of stress and mortality.

We now know that mycorrhizal populations have been lost following construction activities. Vegetation removal, compaction, erosion, grading, topsoil removal, paving, pollution, over watering and the use of certain chemicals are just some of the practices that adversely affect mycorrhizal fungi (Figure 4). These conditions are definitely not the conditions that plants faced in their natural forest environments.

Re-establishing a living earth

How do you re-establish mycorrhizal fungi once they have been lost from a site? Recent advancements in our understanding of mycorrhizal fungi and their requirements have led to the production of high-quality, economical mycorrhizal inoculums at affordable prices. Mycorrhizal inoculums are currently available in granular, powder, liquid and even tablet forms (Figure 5).

The most important factor for re-integrating mycorrhizae is to get the mycorrhizal propagules near the root systems of target plants. Inoculum can be incorporated into the planting hole at the time of transplanting, watered into porous soils, mixed into soil mixes or directly dipped on root systems using gels. The
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form and application of the mycorrhizal inoculum depends upon the needs of the applicator. What is clear is that on disturbed construction and stressed sites, inoculation is highly effective.

If you are planning to add mycorrhizal fungi back to areas where they have been lost, make sure you use products that have a diverse array of species. Not all are created equal. Mycorrhizal fungi have different capacities and tolerances. For example, some have differing abilities to protect plants from drought. Still others are better at producing enzymes that facilitate mineral uptake such as phosphorus, iron and others. Some mycorrhizal fungi can access organic forms of nitrogen. Mycorrhizal diversity ensures a range of benefits to the plant not found with only one species.

Don’t treat soil like dirt

Disturbance activities and the widespread use of conventional fertilizers and pesticides have resulted in detrimental effects on our soils and environment. Impacts include high levels of run-off, erosion, compaction, contamination of lakes, streams and groundwater, salt accumulation and loss of soil structure. On large areas of the planet, we have treated soil like dirt.

An attractive tool to diminish the environmental and dollar costs of these activities is to use mycorrhizal fungi as a natural tree growth stimulant. Using mycorrhizal fungi to establish and grow trees is borrowing from nature’s template. Natural, undisturbed areas are teeming with a wide variety. Many of these natural forest ecosystems are the most stable and productive on earth, achieving great plant productivity and longevity without irrigation, fertilization or the use of pesticides. How do they do it? A healthy, robust, living soil conserves, transforms and utilizes soil nutrients and water and protects plants from unhealthy soils and environmental extremes. The key for the tree care specialist is to recognize that soil is alive and deserving to be treated like the precious resource it is.

Mike Amaranthus, Ph.D., is adjunct associate professor of Forest Science at Oregon State University and president of Mycorrhizal Applications Inc. This article was excerpted from his presentation on the same subject at TCI EXPO 2006. He will be presenting at TCI EXPO 2007 this November in Hartford, Conn., on Maintaining Soil Fertility.
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In 1957, Norval Morey, a sawmill owner in Winn, Mich., was approached by a man with an intriguing idea: design a machine that would remove the bark from logs at sawmills. Morey and the man, Robert M. Baker, became partners and worked on the machine in a nearby blacksmith’s shop.

They came up with a “log debarking apparatus,” and the beginnings of a multimillion dollar company that today does business around the world. Celebrating its 50th anniversary this year, Morbark, Inc.’s customers include owners of sawmills, tree care companies, landscape contractors and municipal governments. It has 600 employees, with about 50 working out of state in sales and service.

Lon Morey, Norval’s son, has been president and CEO since his father’s death in 1997.

At first, Norval Morey developed all kinds of debarkers. “My father sketched out what he wanted – sometimes even on the floor – and they hacked and worked until they got it to work. That was what got our company going. He worked out the bugs. I think we were pretty well known for that.”

Most of the employees at that time were farmers and sawmill workers. They made the debarkers in sections in various machine shops and put them together in the blacksmith shop, Lon Morey recalls. In 1958, Norval built the first plant – in his backyard. He added to it almost every year, until a recession hit in the early 1970s.

There’s a new building now, a 1.5-million-square-foot state-of-the-art facility completed just last year, still in what was once Norval’s backyard. One wall features photos of the company’s history, much of it equipment designed by Norval.

In the early 1960s, Norval started building wood chippers. In 1969 he designed and built the Chip-Pac, Michigan’s Product of the Year. The Chip-Pac separated large chips from sawdust in sawmills. The good-sized chips dropped onto a conveyor belt and were sent to paper mills. The sawdust was blown off.

“It’s still being used in sawmills today,” Lon says. Some of the debarkers sold in the 1960s are still running, too.

One key to Morbark’s success is that their products are long-lived, explains Lon. Another is that they make a huge variety of parts. Customers can get replacement parts for machines that were built as long as 45 years ago. Sometimes they aren’t even in stock any more, but if customers send the parts in, Morbark will copy them.

In the early 1970s, Norval built The Metro, the first portable whole tree chipper. Dutch elm disease was killing millions of urban trees, and someone asked him if he could build a machine to remove trees economically. Until then, all the parts of the tree, including bark and leaves, went into chippers. The Metro produced clean chips that could be sent to paper and particle-board mills.

Another key to Morbark’s success is that Norval made changes based on customer feedback. “We’ve always been pretty good at listening to our customers, designing for their needs, and doing that fairly quickly,” Lon says.

In 1980, Norval introduced the Eeger Beever, a small whole-tree chipper and the first disc-style brush chipper. Norval promoted environmental tree harvesting early...
on by designing equipment that could be taken into the woods to selectively cut down trees. This made it feasible to take out dead and dying trees.

In 1986, the company entered the recycling market with a portable waste recycler. It was expensive and high maintenance, though. Some employees approached Norval with an idea for a different recycling machine – a version of the tub grinders that were already being used in agriculture to grind large masses of hay into smaller masses. The employees wanted to adapt them to grind all kinds of materials headed for landfills, including wood and plaster.

“My father didn’t want anything to do with it. Still, he let the guys work on them.”

Their Industrial Tub Grinder led to the development of the Wood Hog, which also ground waste wood. It’s much safer than tub grinders, Lon insists, because wood is loaded into the machine horizontally instead of from the top.

The waste wood industry has been Morbark’s prime market for the last 15 years. Dan Brandon, the company’s marketing manager, estimates that two-thirds of the company’s work is in recycling.

Norval was a success in business as well as in life, Lon says. He passed away, still leading the company. “My father stepped down the day he died.”

“He was his own man. He believed in everything he did. He had an uncanny way of getting people to follow him.”

“My father stepped down the day he died,” says Lon Morey. “He was his own man. He believed in everything he did. He had an uncanny way of getting people to follow him.”

“He was his own man. He believed in everything he did. He had an uncanny way of getting people to follow him. He would come up with some crazy ideas, it seemed to us, but more times than not, his ideas were right.”

“My father was quite a visionary,” Lon says. “He was very willing to take risks. He learned from his mistakes. He got out before something got dangerous and he moved on with an improved version.”

**Next generation**

By the time Lon took over, he’d worked in every department in the company but manufacturing.

“I have worked in the company my entire life,” he says. “I started out sweeping floors and cleaning toilets.”

He began working full time in the early 1970s, and about five years later, his father gave him his big break: He put him in charge of the parts department. It turned out well, and he moved on to payroll, personnel and benefits, developing them all as he went.

When he took over, he knew he wanted to do things differently than his father had.

“I think the company was ready for a change,” he says. “It was ready to grow more.”

Most of the changes were in the company culture. Lon and Norval are similar in the way they value employees. “Probably my father’s biggest goal for the company was his employees,” Lon says. “For as long as I can think back, the employees came first. His company was his family. What was best for them was always in the background.”

One difference is the value Lon places on training. He brought in consultants who concentrated on quality training, which
involves setting up and meeting standards and eliminating waste.

“It’s been huge for us,” he says. “It was quite a struggle, though. The employees didn’t want to change. Finally, they saw we weren’t going back to the old ways. Once they’re in the mood to make positive change, there’s so much you can do.”

He began giving them more responsibility. He works closely with his vice presidents, but he values every employee.

“Every employee is involved in corporate decisions,” he says. “One thing I learned – the only thing you really need to know is who knows the right answers.”

Most of the other changes involved people, too: customers, vendors – and even competitors. The marketplace has changed a lot in the last 15 years, in large part because customers rely more on manufacturers than they used to.

“We always thought we had good customer service. But the true meaning of customer service is helping them be more efficient, economical, trying to get them better tools. I hear customers and dealers making comments. They notice a difference in the way we react to things.”

They’re changing the way they see vendors, too. “We’re really understanding the value of our vendors. It’s taken my people some time to realize that vendors have to make money, too. We’re looking at forming partnerships with them.”

He even values his competitors.

“I like competition. I’ve been doing a lot of preaching here that competition is good.” So is cooperation with competitors, he says, with issues they have in common, such as legal situations and safety issues. “I think it’s the responsibility of manufacturers to work together.”

Morbark has come out with new equipment since Lon took over, such as the Predator High Torque Shredder in 2004. But Lon puts less emphasis on new units and more on improving existing equipment.

“In the industry, we’ve been known as innovative,” he says. “We’ve made some vast improvements in the equipment we have. Until we have them down pat, we don’t want to start something new. We’re constantly re-engineering equipment.”

“There’s always room for improvement,” Lon says, “but I feel very comfortable that we’re moving in the right direction.”

Janet Aird is a freelance writer living in Altadena, Calif.
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membership@tcia.org
A new version of the German technical best practices for Tree Care Operations (ZTV Baumpflege) was released in January 2006 by the Forschungsgesellschaft Landschaftsentwicklung Landschaftsbau e.V. (FLL, in English The Landscape Research, Development & Construction Society). This organization is similar to TCIA, PLANET and/or the ISA in the U.S., developing best practices in the “green” industry, including the arboricultural profession.

After roughly 15 years of experience with synthetic crown cabling in Germany, the new ZTV Baumpflege includes descriptions of the advantages that synthetic support systems can offer and explicit descriptions of when and how to install them. It is apparent that crown support utilizing ropes and belts still has a questionable reputation among many arborists outside Europe. The industry has been hesitant to adopt these new products and techniques, though in the U.S. and some other countries, both steel and synthetic cabling materials are acceptable for installation of crown support. In Germany, Austria and Switzerland, new “tree friendly” concepts and synthetic materials (belts and ropes) have almost completely replaced “traditional” steel systems.

A major impetus for change in the German tree cabling systems was the urge to avoid the invasive crown anchors used in the installation of steel systems. New methods utilizing straps or belts and ropes were introduced to hold limbs and stems rather than bolting them. The thinking was that in trees that are compromised by decay (and those are the ones that arborists often cable), the perforation of CODIT (compartmentalization of decay in trees) walls by drilling and bolting may speed up the spread of decay at the installation points.

Consequently, the ZTV Baumpflege now describes invasive crown support systems as an exceptional measure, with non-invasive alternatives being the preferred practice. When discussing the use of invasive crown anchors, the document only refers to bolts with eyes and counter screws (through-bolts). J-lags, though still widely used in other parts of the world, do not meet German best practices.

Low-load oscillation

The introduction and use of dynamic ropes instead of rigid steel cables created other opportunities to adapt crown support systems to the requirements of swaying, self-adapting trees. The phenomenon of adaptive growth or thigmomorphogenesis was studied extensively in the 1970s and ’80s and still keeps researchers busy today. Experts all over the world monitored plants’ reactions to mechanical stimulation and the ability to alter their load-bearing organs according to prevailing stresses.

A dynamic cabling system that allowed for low-load oscillations in moderate winds but prevented fractures during strong gusts was introduced by Wessolly & Vetter in Germany in the early ’90s (Wessolly & Vetter “Kronensicherung in Bäumen [crown support in trees]” 1995). The product consists of a synthetic rope with moderate stiffness and a specific insert that allows for a defined amount of stretch at loads ranging up to 500 kg (1,100 lbs). This
basic flexibility is independent of the length of the rope – an important difference from other dynamic systems, where stretch results only from rope elongation. After the concept was introduced, other products appeared on the international market that also used dynamic features to allow for adaptive growth while providing support against fracture. (photo opposite, top)

It is important to recognize that some slack in a cable does not necessarily result in a lot of play for the secured stems. Geometrical analysis indicates that even 8 inches (20 cm) of slack in a 13-foot (4 m) cable will only allow the cabled stems to move apart by roughly 1 inch (2.5 cm) before the cable becomes loaded. Steel cables are usually installed with even less slack. Trees then may incorporate this rigid connection into their load-bearing structure. Experience shows that suppressing oscillations and eliminating any bending stresses in the secured limbs may reduce the eventual compensation of structural weaknesses by means of adaptive growth. Without the stimulus resulting from sway in moderate wind, trees are less likely to develop reaction wood.

Shock absorption

The second feature of dynamic systems is a dampening effect. With sufficient flexibility in the cables, wind energy is dissipated more effectively in the tree crown as the natural swaying movements are limited but not completely suppressed. The use of shock absorbers (that also ensure low-load oscillation) reduces peak loads in the installation. In one experiment, when a dynamic crown support system was equipped with the specified shock absorber, a 20 percent reduction was recorded in peak loads generated from a dropping mass. Thus, dynamic properties help to save material and avoid hazards resulting directly from the installation of tree support systems.

The so-called “karate-effect,” for example, was repeatedly observed in the failure of rigidly cabled tree crowns in the past and described by Wessolly & Erb (Handbuch der Baumstatik + Baumkontrolle [Manual for Tree Statics and Tree Inspection] 1998). Two leaders in a mature tree crown may sway when excited by strong wind gusts. Every now and then they may actually approach each other and then swing back in the opposite direction. A rigid steel cable attached to those two leaders will stop the movement abruptly, and the resulting shock load could overload and break one of the leaders a short distance above the crown anchor (very much like a karate fighter’s quick stroke may break a stone). The fact that through-bolts or J-lags might have enhanced the spread of decay at the installation points contributes to the likelihood of fracture or “pull-out failure” of bolt or lag.

Durability

One frequent concern expressed about synthetic support systems is the potential for strength loss due to degradation in an adverse environment. Tests conducted on cables after five years of exposure in tree crowns indicated an average strength loss of 10 percent for a system made of black monofil polypropylene. The new German best practice requires manufacturers to guarantee the integrity of their products for at least eight years after installation. The required properties of strength and flexibility should not change significantly under the influence of humidity, sun exposure and temperature during this time. After eight years, the installation height should be reconsidered anyway, at least in vigorous trees with strong growth, in order to maintain adequate performance of the crown support system.

Manufacturers now recommend using stronger systems or they have changed the tensile strength of their products in order to compensate for future strength loss. During their lifetime, synthetic crown support systems should be inspected regularly from the ground to detect strength loss resulting from mechanical damage, overloading or constant tension, just as the steel systems should. Routine cable inspections should be undertaken every one to three years as a part of regular tree inspections, depending
on the site, age and condition of the tree. Mechanical damages on rope due to abrasion reduced the tensile strength of a polypropylene rope in one case by one-third—an indication of how essential it is to avoid friction between the bark or small branches and synthetic cables.

Pruning vs. crown support

Crown support systems can be a useful alternative to pruning, but they are not always a better solution. As an example, lateral branches that extend horizontally beyond the actual perimeter of the crown are more prone to failure due to lateral gusts or gravitational loads. Cables can be installed to support such weak branches, but the installation will not correct the fault. In those cases, pruning could be a better option, or a combination of cabling and pruning could be considered.

Some crowns simply don’t offer suitable anchor points to prevent failure. In those cases only pruning would be effective. In the long term, the eventual negative impacts of crown reduction on a tree’s vigour should also be taken into consideration when proposing such a pruning strategy. In other cases, the installation of dynamic crown support systems allow for preventive measures to be taken that do not involve large pruning cuts, do not change the tree’s appearance, and do not lead to a sometimes permanent reduction of photosynthetically active crown mass.

Cabling systems

Usually, the goal of dynamic cabling is to retain enough flexibility in the crown to allow for the formation of reaction wood. Yet, in some cases, it may be essential to prevent any movement. The German ZTV Baumpflege 2006 distinguishes between three different types of cabling to support
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tree crowns. These systems differ in the materials used, their recommended strength and the mode of installation in the crown, depending on the type of weakness to be supported. They are:

- Dynamic failure-prevention systems
- Static failure-prevention systems
- Tethering systems

The standard type of crown support is designed and installed to prevent the fracture of limbs and stems in the crown. This goal can be achieved by effectively reducing the bending induced by wind gusts in order to avoid overloading of wood fibres or failure of crotches.

**Dynamic failure prevention**

The cable strength required to dampen a leader’s swaying movement from the start is considerably less than the strength required to catch a falling limb or stop a stem once in excessive sway. As a comparison, it’s not so hard to keep a child on a swing from gaining speed, but once he gets going back and forth wildly, stopping him can be dangerous. With dynamic systems, wind loads are counterbalanced by the restriction of movement due to cables. At the same time, small oscillations of the secured parts of the crown should be permitted when amplitudes are still low. In dynamic systems that offer enough flexibility, the whole tree structure, including trunk, limbs and cabling system, helps dissipate the wind energy. Peak loads are reduced due to stretch in the support system and dampening effects in the crown. Therefore, the required tensile strength is much lower than one might assume. In a study carried out on a 29 m (95 foot) tree in Australia, only 440 kg (970 pounds) were recorded as the maximum load in a dynamic cable over the period of one year (James, “An engineering study of tree cables,” 2002).

The height of installation is crucial for the success of dynamic cabling. Reported failures of synthetic crown support were often a result of low installation height and poor technical knowledge about modern systems. The installation point should be chosen at approximately two-thirds of the length of the secured crown part, just as recommended in the ANSI Standard A300. The basic idea is to counterbalance swaying forces in the crown at the very height where they are initiated. Many steel cable systems were installed too low or were outgrown by vigorous trees. In a special table (Appendix B of the ZTV Baumpflege), guidance is provided for the minimum tensile strength of dynamic systems based on the diameter of the limb to be secured. (Table 1).

**Static failure prevention**

In exceptional cases, there may be a desire to keep special trees even though they have major structural defects. Tree support systems may be used to keep those trees over a limited period of time, despite their weaknesses. Static failure prevention systems are designed to immobilize limbs that are predisposed to or have experienced primary failure. In a broken crotch, for example, even the tiniest movement between newly formed wound tissues would cause the crack to propagate. In order to keep leaders absolutely still, German arborists use a combination of crown support using static low-stretch ropes and bolting the crotch. In those cases, even strong reductions could not sufficiently suppress movements in the crown as effectively as cabling would.

As a general rule, if the systems are designed for static failure prevention ZTV Baumpflege recommends doubling the tensile strength of the ropes in Table 1 and omitting the shock absorbing devices.

**Tethering systems**

If sufficient safety against fracture can not be achieved with pruning, cabling or a combination of both measures, a special form of crown support might provide an alternative to removal. The German best practice introduced the term “tethering system” for support systems that are designed to barely prevent limbs from reaching the ground and causing damage in case of failure. Those systems should:

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### Table 1: Empirical values for specifying dynamic cabling systems, according to ZTV Baumpflege 2006

<table>
<thead>
<tr>
<th>Diameter of branch/stem measured at the time of installation at the base of the limb/branch</th>
<th>Minimum breaking load of the system for the certified worklife, installation at a minimum of 2/3 of the length of the branch/stem to be secured</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 40 cm (1.3 ft)</td>
<td>2.0 t (4,400 lbs)</td>
</tr>
<tr>
<td>40-60 cm (1.3-2 ft)</td>
<td>4.0 t (8,800 lbs)</td>
</tr>
<tr>
<td>60-80 cm (2-2.6 ft)</td>
<td>8.0 t (17,600 lbs)</td>
</tr>
<tr>
<td>over 80 cm (2.6 ft)</td>
<td>Exceptional; measures depending on the individual case</td>
</tr>
</tbody>
</table>

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_A failure preventing system (Source: ZTV Baumpflege 2006, courtesy of FLL e.V.)_
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Optional Cylinders on Pusher Bar

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Flail Mowers
A tethering system with two cables (Source: ZTV Baumpflege 2006, courtesy of FLL e.V.)

“[…] only be used under special circumstances where a reduction of the branch in question is not possible or not desired” (ZTV Baumpflege 2006).

Tethering systems should be installed more or less vertically to avoid long distances of fall and to minimize shock loading. The forces generated by a free-falling limb would exceed the load-bearing capacity of many synthetic ropes. Even if steel cables and bolts in a traditional support system were able to sustain such peak forces, limbs serving as anchor points in the tree may not. Therefore, it is important to note that those support systems are not designed to catch falling limbs, but rather to support and hold them when fracture is initiated by strong deflection. The recommendations for tensile strength of those systems take into consideration the inevitable peak load generated when a limb actually breaks and is being stopped by the support system.

**Types of connections**

ZTV Baumpflege 2006 proposes three basic types of connections: a direct connection, a triangular or network configuration, and a box or ring-shaped connection. Utilizing these connection types, arborists can design a support system that considers the existing crown structure and the goals to be achieved by cabling.

Securing two leaders or stems with one direct cable will only serve as a back-up against overloading in the direct line of the connection. Lateral swaying (torsional or twisting motions) of the secured crown parts cannot be prevented with a single connection. Therefore, this type of connection is mainly used for tethering systems and in very confined crown structures. Securing a compromised tree to an adjacent tree is also often carried out using a direct connection. However, it is strongly recommended to try to utilize other parts of a tree crown to create triangular cabling configurations.

The triangular system is a very stable form of cabling that offers support for the secured part of the crown against more than one direction. Therefore, when branches and stems have to be connected, a system of one or more triangles is installed to form a network that reduces swaying in several directions. This installation mode also serves to dissipate wind energy and helps minimizing the loads at the anchor points and in the cables. Box or ring-shaped connections without diagonal connections are only used in exceptional cases, where mainly lateral swaying forces are to be absorbed, e.g. in secondary crowns with strong re-growth.

**Table 2: Recommended tensile strengths for tethering systems, according to ZTV Baumpflege 2006**

<table>
<thead>
<tr>
<th>Diameter of branch/ stem measured at the time of installation at branch collar/ stem base</th>
<th>Minimum breaking load of the system over the period its service is guaranteed, (at least for a period of 8 years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 30 cm (1 ft)</td>
<td>2.0 ton (4,400 lbs)</td>
</tr>
<tr>
<td>30-40 cm (1-1.3 ft)</td>
<td>4.0 ton (8,800 lbs)</td>
</tr>
<tr>
<td>40-60 cm (1.3-2 ft)</td>
<td>8.0 ton (17,600 lbs)</td>
</tr>
<tr>
<td>60-80 cm (2-2.6 ft)</td>
<td>16.0 ton (35,200 lbs)</td>
</tr>
<tr>
<td>over 80 cm (2.6 ft)</td>
<td>Exceptional; measures depend on the individual case</td>
</tr>
</tbody>
</table>

* Instead, two tethering systems may be installed with a breaking load of 8.0 t each.

**Limitations**

Trees are naturally at risk of failure during gale force or near gale force storms. No crown support system will be able to eliminate hazards completely from a living and wind-exposed tree. Therefore it must be clearly stated and understood that best practices for new techniques can only serve as a guideline and help to promote development in arboriculture, but will never lead to absolute safety against failure.

*Andreas Detter is a consulting arborist and co-founder of Brudi & Partner TreeConsult in Gauting, Germany, which coordinated the refinement of the ZTV Baumpflege 2006 into English. This article was excerpted from his presentation on German cabling best practices at TCI EXPO 2006 in Baltimore. The author would like to thank Phillip van Wassenaer, Mississauga, Canada, who contributed greatly to this publication, and Mike Neuheimer, Windsor, Canada, for his work on the translation of the ZTV Baumpflege 2006, which will soon be available in English. Please check www.treeconsult.org for links or inquire directly at www.f-l-l.de.*
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The great oak, a tree for all seasons, may be the most majestic and beautiful tree of the tree world. Not many trees come anywhere close to the great oak for ruggedness, longevity and usefulness. No wonder the people of America voted in favor of oak when the National Arbor Day Foundation conducted a poll for the selection of a national tree.

Oak is also the state tree of Connecticut, Maryland, Illinois, Georgia, Iowa and New Jersey. Several municipalities have voted oak to be the most suitable tree for an urban environment. Oak enjoys worldwide distribution; there is a species of oak suitable for just about every kind of soil and climate under the sun.

**Botany**

Oak (Quercus species) is a member of the beech family Fagaceae. The tree is evergreen (Q. virginiana, Quercus agrifolia, Q. dumosa, Q. durata, Q. sadleriana, Q. turbinella, Q. ilex, etc.) or deciduous (Q. rubra, Q. palustris, Q. macrocarpa, Q. alba, etc.). The height, the spread and the canopy differ from species to species. The mature height ranges from 50 up to 150 to 200 feet. The spread ranges from 20 to 100 feet with a variable form – round, oval or pyramidal.

The bark of a young oak is smooth. As the tree matures, it develops ridges and furrows. The bark may be white, brown, dark brown or black. Oak has interesting foliage; the leathery lobed-leaf may be narrow or broad. Foliage may remain evergreen or change colors in fall. The mature tree bears male flowers on slender, hanging catkins, and female flowers either singly or on short axillary spikes separately, but on the same tree. While flowers are rather inconspicuous, fruits (acorns) are attractive. Acorns attract wildlife; hungry rodents and birds feast on acorns.

**Cultural conditions**

Oak is tolerant to all kinds of soil conditions, however, it grows best in moist soils with good drainage. The tree prefers rich acidic soil to alkaline soil. High soil pH (alkaline) causes iron chlorosis (yellowing of leaves), as iron is not available for root absorption under high pH.

**Tree selection**

Select an oak species suitable for your area; the choice is unlimited. There are sev-
eral species of oak suitable for home, private or public gardens. Always take into consideration the size of the mature tree, its height, spread and canopy, drought or cold tolerance, and disease resistance.

Below is a short list of oak species. However, do not limit yourself to this list. Consult local nurseries or co-operative extension officers for tree selection.

*Quercus virginiana* (live oak, USDA Zones: 8-10) the state tree of Georgia is an evergreen sun-loving shade tree that grows to a height of 50 to 80 feet, and 60 to 100 feet wide with a rounded/oval canopy. It tolerates wet as well as dry soil conditions. However, it is susceptible to oak wilt.

*Quercus rubra* (northern red oak, USDA Zones: 3-8), the state tree of New Jersey is a sun-loving deciduous tree. It tolerates a wide range of growing conditions including drought; As such, it is easy to establish. The mature tree is 60 to 75 feet tall and 40 to 50 feet wide with a rounded symmetrical canopy. The tree, with its red foliage, looks spectacular in fall. Oak wilt is a major problem.

*Quercus palustris* (pin oak, USDA Zones: 5-8) is a sun-loving deciduous tree. It grows to a height of 65 feet with a spread of 25 to 40 feet. It is the most popular native oak for landscaping.

*Quercus macrocarpa* (bur oak, blue oak, mossy-overcup oak and scrub oak, USDA Zones: 3-8) is a native of eastern half of North America. It is a deciduous shade tree that grows best in a sunny location. It is adaptable to any kind of soil conditions; however, it prefers limestone soils. It is also tolerant to dry clay. Tolerance to salt and storms make it an ideal tree to grow in urban conditions. In 2001, the Society of Municipal Arborists conducted a survey to select the best tree suitable for an urban environment; bur oak was selected as the Urban Tree of the Year by a majority of respondents.

Because of its immense size (80 feet tall and wide) with spreading form and rounded canopy, it would serve as an excellent park tree in the Midwest. The tree bears attractive large acorns.

*Quercus coccinea* (scarlet oak, USDA Zones 5-8) is the state tree of the District of Columbia. It is adaptable to any soil condition, slightly acidic to highly acidic, slightly alkaline to highly alkaline.
However, it grows best in rich, moist soil. It can grow both in sun and shade. The mature tree is about 70 feet tall. It can live for more than 175 years under favorable growth conditions. The foliage turns scarlet in fall.

*Quercus alba* (white oak, USDA Zones: 3-9)) is the state tree of Illinois and Maryland. In 1907, Schoolchildren of Illinois voted white oak as the state tree of Illinois. In 1941, Maryland designated the white oak its state tree. The wood of the white oak is strong, durable and beautiful. The 100-foot-tall and 80-foot-wide tree, with its white bark, rounded form and spreading branches, would serve anywhere as an excellent shade tree. Sun loving white oak prefers rich, well-drained soil. The large lobed leaves turn red or purple in fall.

*Quercus douglasii* (blue oak, USDA: 5-10), named for its blue-green foliage, is also known as iron oak, mountain white oak or mountain oak. Blue oak is a deciduous tree, 20 to 65 feet tall with a 20- to 50-foot spread with thin and flaky bark. It is drought as well as flood tolerant.

*Quercus acutissima* (sawtooth oak, zones 5-9) is a fast-growing deciduous tree. The tree is smaller than most other oaks. At maturity, it reaches a height and a spread of 40 to 50 feet, hence is ideal as a shade tree. Sawtooth oaks are heliophilous (sun loving) and adaptable to any soil condition. In fall, the foliage turns yellow and, eventually, golden brown. The tree bears huge acorns.

**Selecting a quality tree**

After deciding which one of the above mentioned oaks you want to plant, get the tree species of your choice from a reputable nursery. When buying a burlapped tree, make sure that it has a large, firm, symmetrical soil ball. A tree 2-inch diameter tree should have a ball of 24 inches in diameter. A tree should not wobble in the burlap or container, or be root-bound in a container. Make sure that the young tree is healthy, free from pests and microbial infection. Live oak in California is susceptible to sudden oak death (SOD) by Phytophthora ramorum.

**Post handling**

Immerse the roots of a bare-root tree in water for a few hours (not more than six hours) prior to planting. Leaving roots in water for a longer period will result in root rot. If you cannot plant immediately after soaking for six hours, take the tree out of water and protect the roots from drying by wrapping them with mulch. Keep the roots moist whether the tree roots are in burlap or in a container, until transplantation. *Quercus macrocarpa* has better chances of survival when transplanted from a container than as a bare root.

**Location, soil preparation and planting**

Remember that most oaks grow to a height of more than 100 feet with a spread of more than 50 feet. Oakes can live for centuries when planted in the right location and given proper care. Choose the planting site according to the light requirement, sun or shade. Despite the fact most oak can tolerate any kind of soil, a rich, moist acidic soil with good drainage is usually best for tree health. Based on the results of a soil test, amend the soil with organic or inorganic soil amendments.

Prepare the hole deep enough to accommodate the root ball; the diameter of the hole should be three to five times the diameter of the root ball. For the depth of the pit, add a few inches to the actual size of the root ball when digging the hole. Nearly 90 percent of the absorbing tips of roots are seen within 12 inches of the soil surface. Make sure that this area is favorable for extensive good root growth. Do not discard the excavated soil.

Place the root ball in the center of the hole and adjust the position in such a way that it is no deeper than it was when brought from the nursery. Add a small amount of organic manure (peat moss or compost) to the excavated soil, mix and fill the hole. Burlap is biodegradable, however, untie the burlap and loosen it. When the tree comes in a peat moss container, bury the pot within the hole after making a few slits in the pot. If it is a bare-root tree, make a mound in the center of the hole, place the tree on the top of the mound spread the roots around the mound, and back fill with the soil.

Compact the soil and mulch. Create a water basin and water thoroughly. Do not use fertilizer with high nitrogen content at this point as it will encourage top growth at the expense of root growth. Let the tree develop strong roots and establish itself in its new home. Lightly prune to remove the dead and crossing branches and create a natural form and open canopy.

**Protect the young tree**

Young trees need protection from excessive heat or cold, strong winds, chewing rodents and other animals (for example
(2-3 inches deep) does not cause waterlogging. Mulching would stop also weed growth. Use a stake to protect the lower half of the trunk to prevent damage by strong winds. However, do not use metal wires to tie the stake around the trunk. Metal wires around the trunk will result in girdling; swaying in the wind a bit will not hurt the tree. Wire fencing around the young tree basin will keep deer away.

Young transplants need proper irrigation. Keep the soil moist, not soggy. Transplants do not require any special fertilizing as the soil has been tested and amended prior to transplanting. A light application of nitrogen fertilizer in midsummer may help to promote root growth over the fall and winter. Taking good care of the young transplant in the first few months should ensure more than a century of enjoyment and the benefits one can get from a tree.

Lakshmi Sridharan is a scientist with a Ph.D. in molecular biology, botany and microbiology. She is author of A Practical Guide to Growing Roses Successfully.
Fatal strike from falling branch

A 90-year-old man who was trimming a tree in Tilden, Wisc., July 3, 2007, died after a falling branch struck him on the head.

Erwin Zielke, of Chippewa Falls, was pronounced dead at the scene. Zielke was apparently trying to cut a large branch that had started to peel away from the tree. The branch released and struck him in the head. The branch and tree also took down a power line as they fell. A storm had just passed through the area but it was unknown whether it was the storm that caused the branch to start breaking away from the tree trunk.

Near miss – and a lesson learned

After reading about some of the tragic accidents reported in TCI, Anthony Romeo, owner of Anthony’s Tree Service in Willow Grove, Pa., sent this note:

I was a beginner climber in August 2003, when working on a take-down of a multi-leader silver maple in Philadelphia, Pa. I tied into the center lead and worked my way out to one of the far leads. I was out far enough so that the climbing line was almost straight across. I was leaning away from the tree on the back side of the lead when my spikes kicked out, sending me down the lead fireman-pole style, using my chest, forearms and biceps as brake pads. When the spikes kicked out, the action was so quick my first reaction was to just grip the tree. I did not suffer any serious injuries, but was ripped up a bit and couldn’t work for a few weeks. I learned more about multiple tie-in points very well that day. It was toward the end of the day and I was trying to beat the sun. I learned about hurrying up on jobs, too.

Fall from bucket

A 47-year-old La Crosse, Wisc., man fell 50 feet to his death July 27, 2007, while trimming a tree from an aerial lift. A branch caught the bucket he was in and threw him.

He was pronounced dead at Gundersen Lutheran Medical Center.

New Hampshire worker killed by falling tree

A Kingston, N.H., man working for a local tree service was killed August 7, 2007, when he was struck by a falling pine tree. The arborist was cutting an 82-foot tree when the pine fell on him. The next day would have been his 23rd birthday.

The owner of the home where the five-man crew were working said the men had tied a rope to the top of the tree. After one worker used a chain saw to make a cut in the trunk, the other men began pulling the rope. When the tree started to fall, they ran. The victim, who had only worked for the company for a short time, was slowed when his feet became entangled in weeds and bushes, causing the top of the tree to hit him in the back.

The incident is being investigated by police and the Occupational Safety and Health Administration.

Landscaper hurt by falling concrete pole

A landscape worker on a crew trimming trees in Charlestown, Mass., was seriously injured August 7, 2007, when a branch fell on wires attached to a concrete pole, which then came crashing down on his head.

The worker was using straps to guide tree limbs to the ground when a limb cut by another worker landed on a power line, pulling down the 29-foot-tall pole. The branch fell on a wire that was not even close to the pole, according to witnesses, and it is likely that the victim never saw the pole coming. He fell on top of the power line, temporarily went into respiratory arrest, and faded in and out of consciousness. He was listed in fair condition later the same night at Massachusetts General Hospital.

Hidden dangers

Two tree workers were rescued after falling 38 feet into a well while responding to a storm damage call in Coshocton, Ohio, August 10, 2007. The co-workers fell into an abandoned well as soon as they arrived on site at about 4:30 a.m., according to the Zanesville Times Recorder in Zanesville, Ohio.

The men had pulled up to a home where they were to remove a tree from a downed power line. Dave Ayers exited the truck and fell but his co-worker, Tim Dickerson, didn’t know it. He went around the truck when the ground gave way and he, too, fell in the hole.

Dickerson tried using his cell phone to call 911 while at the bottom of the well but didn’t have reception. He kept working his way out of the well and made his call for help when the reception was available. With a broken ankle and broken lumbar, Dickerson made it out of the three-foot diameter well before crews arrived. Both men were transported to the hospital.

The homeowners said they had no idea the well existed and that their children played over it.

Trimmer killed in fall

A tree trimmer died June 21, 2007, after he fell 50 feet while working at a house near Benton, Louisiana. He was trimming a tree on Country Club Drive when the accident happened. Firefighters said it appeared he inadvertently cut the tree below where he was belted to it. When the top of the tree fell, it took him with it, they said. He was airlifted to LSU Hospital in Shreveport but efforts to save him failed.

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DO STATISTICS PROVIDE AN ACCURATE PICTURE?

Figures often beguile me, particularly when I have the arranging of them myself; in which case the remark attributed to Disraeli would often apply with justice and force: "There are three kinds of lies: lies, damned lies and statistics."

— Mark Twain, from his autobiography

Taking action to protect ourselves and our co-workers from harm starts as a moral imperative, sometimes fueled by our personal experiences. It is simply the right thing to do. Accident statistics can be used to help guide our actions or to tell us if we are doing a good job or not. But they don’t always tell the whole truth.

While national statistics suggest that the number and rate of occupational injuries and illnesses has sharply declined across industries in general, 83 percent of the decline is attributable to changes by the Occupational Safety and Health Administration to recordkeeping rules, a study in the July issue of Occupational and Environmental Medicine suggests.

Between 1992 and 2003, the study said, workplace injuries and illnesses have declined by 35.8 percent, and the Labor Department interpreted this as an indicator that the U.S. workplace is getting safer.

U.S. workplace injury and illness statistics are based on the Survey of Occupational Injuries and Illnesses, which is a product of the Bureau of Labor Statistics. The source for the survey is injury logs maintained by employers. The Log of Occupational Injuries and Illnesses only reports injuries and illnesses that are mandated by OSHA’s recordkeeping standard. Furthermore, this recordkeeping is not required for employers with 10 or fewer full-time employees, which omits a lot of tree service firms.

Between 1992 and 2003, two major changes were made to the OSHA recordkeeping rule, the study said. In 1995, the agency began collecting logs primarily by mail or electronically. Before this change, the agency was permitted to collect information during on-site record reviews. "The change in wording alone was probably interpreted (correctly) by employers such that requests for primary documents on-site would be rare," the study said.

The second change came in 2002, when the standard was revised to make fewer injuries and illnesses recordable. This change was first used for data reporting in 2001.

Looking at BLS survey data from 1992 to 2003, the study found that the slope of the decline in workplace injuries and illnesses significantly decreased after each change to OSHA’s recordkeeping rule.

The annual change in the slope of the injuries and illnesses during 1992 through 1994 was a negative 0.5 percent, the study said, but after the first rule change, from 1995 to 2000 the annual slope change was a negative 3.1 percent. The second rule change resulted in a steeper decline of negative, 8.3 percent from 2001 to 2003.

Sparing some of the detail, the study concluded that 2 million of the 2.4 million "decline" in injuries and illnesses, or 83 percent, could be attributed to OSHA’s recordkeeping rule changes.

The study noted that other injury and illness trend data covering the same time period — such as the National Electronic Injury Surveillance System and BLS’s Census of Fatal Occupational Injuries — did not show as sharp a decline over the same time period.

This news is particularly sobering to the tree care industry, because although these changes in reporting requirements may have produced an artificial dip in some industries’ illness and injury rates, ours appear to be on the rise.

At least our fatal accidents are increasing.

The graph on this page illustrates the overall trend in OSHA-recorded fatal occupational injuries in Standard Industrial Classification (SIC) 0783, which is “Ornamental Shrub and Tree Services.” These data reflect the fatal accidents that were investigated by OSHA. They do not include logging or landscape/lawn care services, and they do not include fatal accidents suffered by private individuals trying to do tree work.

As alarming as these statistics are, we know that the true picture is many times worse. For example, the graph shows that in 2005 there were 48 occupational deaths in tree care. By contrast, independent research conducted by John Ball at South Dakota State University can document 174 deaths in our industry that year — almost one death every other day.

The point is this: we cannot wait for the day when we will have flawless statistical data to take action, because that day may never come. However, there is enough data for the reasonable person to see that we must seek more effective ways to reduce accidents as individuals, as organizations and as an industry/profession.

I. Benjamin Disraeli, 1804-1881, was a British Conservative statesman and literary figure. He served in government for three decades, twice as prime minister. He is credited with founding the modern Conservative Party.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.
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Two and a half years ago, Joseph Cornell was an arborist who loved climbing trees. Today, he’s president of National Response Access Team, or NRAT, the company he founded to supply climbers for aerial rescues and disaster recovery, perform safety audits and train law enforcement and military personnel in tactical climbing.

“I had a vision,” says Cornell, a first-year member of the Tree Care Industry Association, as well as a former wild land firefighter. “I thought there would be a need for it after 9/11.”

Hurricanes Katrina and Rita
It was another disaster, Hurricane Katrina, that kick-started his business, Cornell says. The Army Corps of Engineers and a private disaster recovery firm were having trouble removing hazard trees and tree debris, and they called in NRAT.

“In March 2006, the (Katrina tree debris cleanup) operation was shut down for a week and a half due to unsafe practices,” Cornell says. “They were looking for someone to make it safer.”

Most safety rules and regulations don’t apply to first responders in disaster zones, he says. Forces have ripped up trees. Everything is extremely structurally damaged. Because of the dangers of backfeed and downed power lines, they have to treat everything as if it’s electrified.

NRAT developed a safety program for the recovery firm, bringing its standards up to OSHA and ANSI standards. Then NRAT held safety seminars for workers who showed up to help, but who weren’t experienced enough to be climbing trees in a disaster zone.

They created a climber clearance program to ensure that climbers were capable of working on the recovery and were not a danger to themselves or others. They also created a rating system (Levels 1, 2 and 3) to ensure that climbers, tree fellers and aerial lift operators were working on projects they could handle.

Aerial safety officers from NRAT patrolled the nearly 1,300 square miles between Lake Charles and New Orleans where arborists and crews — up to 5,000 workers at the peak — trimmed and removed damaged trees. They did safety inspections, checked climber clearances, gave advice and ensured that aerial rescue plans were in place.

“The Army Corps put an enormous amount of trust in us,” Cornell says. They approved NRAT climbers to ‘fly the ball’ in order to remove inaccessible hazard trees with the use of a crane.

“There were some very nasty tree situations that had to be done by crane. But it was so dangerous, they couldn’t get a second crane in to suspend the climbers for safety,” Cornell says. Instead, NRAT climbers were suspended from the crane in order to reach the trees.

NRAT personnel worked nine months without taking a day off. They had no fatalities and no serious injuries. They were credited with two aerial rescues involving arborists in trees.

“We changed the entire face of disaster recovery regarding tree work and safety,” Cornell says. “Most of the rules we installed are still in place today.”

In May 2006, the Army Corps presented Cornell with the commander’s coin for Task Force Hope, to recognize his accomplishments for aerial safety.

“It was a rare honor,” Cornell says. “It’s almost unheard of for civilians to get coined.”

The company’s priority is still safety. They do roughly equal amounts of operations, safety training and safety audits. About 60 percent to 65 percent of the work involves trees, usually hazard trees.

NRAT personnel include rescue climbers, world-champion tree climbers, rock climbers, former U.S. Army Special Operations members and high-angle medical personnel.

“We’re the first company of its kind to incorporate former Special Forces personnel with climbers and arborists. They all have their unique expertise, experiences...
and different levels of certifications,” Cornell says.

**Operations**

If something can be climbed, the company’s RATs (Rope Access Technicians) can climb it, according to Cornell. They work in any situation, in any weather, around the clock.

“Not everybody is cut out for it,” Cornell says. “We look for people who look outside the box. We have some of the best climbers in the world. I wouldn’t be anywhere without them.”

NRAT supplies safety officers and climbers to government entities, including FEMA, the Army Corps and the military, and commercial companies. They’re certified by ISA and trained in aerial rescue and basic first aid. They’ve worked with the USDA on their eradication programs for the Asian long-horned beetle, and they’re prepared for any disaster, including hurricanes, tornadoes, earthquakes, tsunamis, acts of terrorism and transportation accidents.

“After a disaster, we clear all critical infrastructure routes and open them up for search and rescue, EMS, fire and law enforcement,” Cornell explains. They also assist in search and rescue, sometimes climbing structures that are 10 stories high.

They’ve joined forces with a company that uses air cranes – helicopters with a grapple that can hang down 300 feet. NRAT personnel cut the damaged trees and the grapple – controlled by the pilot – picks them up.

“Imagine how much faster it is to grab a tree and drop it three blocks away to a predetermined staging area,” Cornell says.

**Training**

NRAT consists of 19 trainers and operators who teach a variety of high-angle courses. They’ve trained more than 100 people in the last seven months.

Trainers teach aerial safety practices to firefighters and workers who paint electrical transmission towers. They’ve taught SWAT teams tactical climbing, so they can breach a building using a rope.

“Everybody knows how to rappel,” Cornell says. “You have gravity working for you. We show these guys how to ascend a rope without being detected, especially when there is no other access.”

They also train each other. “It’s a never-ending process,” he says.

NRAT designed the Roped Access Aerial Rescue Program in Trees (RAARPIT) to train qualified firefighters (rope 1 or better) to perform aerial rescues of injured arborists stuck in trees.

Firefighters have high-angle rescue teams, Cornell says, but they aren’t trained to rescue in trees that aren’t accessible by ladder truck. Firefighters learn everything from line setting to tree identification.

NRAT developed the Tower Safety and Aerial Rescue Certification (TSARC) for an electrical transmission tower inspection and painting company that had been shut down by OSHA because of a fatality. The certification allowed the company to reopen.

The course is for painters and inspectors of electrical transmission towers. It trains them to rescue an injured co-worker when they’re both up in a tower, as well as CPR and first aid. The course also includes TCIA’s EHAP (Electrical Hazards Awareness Program). Tower workers need extra safety training, Cornell says, because transmission towers can give out extreme amounts of electricity that can arc great distances.

“There are other electrical safety programs,” Cornell says, “but TCIA’s is excellent and easy to adapt.”

**Safety auditors**

NRAT safety auditors do the same work for government agencies and businesses, such as insurance companies, electrical transmission companies and tree companies, that they did in the aftermath of hurricanes Katrina and Rita.

They observe crews’ aerial and ground operations, inspect gear, and overall safety practices, and ensure that climbers aren’t in situations beyond their ability. Very often, clients follow up on the auditors’ recommendations with safety training from NRAT, Cornell says.

**The future**

NRAT (www.gonrat.com) recently became a division of Tier One International, which performs global security-related operations for major government and private sector organizations. This will allow NRAT to do disaster and recovery operations around the world for United States Aid for International Disaster (USAID). NRAT’s name will change to IRAT (International Response Access Team).

“We’re doing so much, and we’re so busy,” Cornell says. “Most of it is safety. It’s very rewarding. We’re saving a lot of lives.”

*Janet Aird is a freelance writer living in Altadena, Calif.*
When the subject of illegal immigration comes up, the states you think about first are Texas and California. Maybe Arizona. But, as of July 1, it is Georgia, a full thousand miles from the Mexican border, that is at the center of the immigration debate in the United States.

That’s because SB 529, its new immigration law now taking effect, is the most stringent statute of its kind anywhere in the country. It is the sort of law that immigration hard-liners would like to see enacted on a national basis. Under its provisions, state and local government agencies have to verify the legal residency of benefit recipients. Many employers will have to do the same whenever they make a hiring decision. Law enforcement officers are given authority to crack down on human trafficking and fake documents. In sum, SB 529 touches every facet of state policy that relates to illegal immigrants.

The central question about the law is, obviously, whether it will work as intended and reduce the impact of undocumented newcomers on the state. But an equally important question is whether the political situation that led to SB 529 can be sustained and replicated in other places. The topic of illegal immigration has bedeviled virtually every state legislature and the U.S. Congress for years, without much substantive result. What made Georgia different was a populist uprising that all but forced the legislature to crack down on the undocumented community. If that sort of pressure gains momentum elsewhere, the near future may portend a series of state decisions similar to SB 529 – the question is how many states will follow.

If Georgia’s experience does become a prototype for other states, it will be through the building of improbable coalitions and unlikely rivalries. In many places, the Chamber of Commerce finds itself at war with the Republican Party over immigration; Christian conservatives are unsure whom to support; and union members and African Americans are forced to reevaluate their ties to Democrats.

These rivalries played out in Georgia, where businesses did not want to be deprived of a source of cheap labor. “The concern,” says Bryan Tolar, vice president of the Georgia Agribusiness Council, “is that the illegals would still be in the United States, but that we might not have any of the migrant workers – those who are here legally and those who are here illegally.” Even more than that, businesses did not want the state to turn them into residency-status enforcers, creating bureaucratic obstacles every time they take on a new employee.

But the Republican legislative majority that created the law felt little obligation to the corporate community. Senator Chip Rogers, the sponsor of SB 529, says openly that he doesn’t care whether big business opposes him because of his immigration views. “I blame 90 percent on employers,” Rogers says. “They’re the ones that are profiting by breaking the law.” He thinks many businesses, especially smaller ones, agree with him. They would prefer to hire legal workers, he says, and don’t want to be at competitive disadvantage with those that hire illegal ones. He thinks industry groups are out of touch with the views of ordinary Georgians, including rank-and-file Republicans.

Nor did SB 529 owe its success to Christian conservatives, the other pillar of Republican political strength in recent years. Nationally, the Christian right is ambivalent on immigration, conflicted by conservative principles that say lawbreaking should never be tolerated, and Biblical admonitions to provide charity to the “least among us.” Some religious conservatives quietly supported SB 529, but they were not major players in the debate that led to its passage.

So who provided the momentum for the nation’s toughest immigration law? “It really was the people,” says Phil Kent, a Georgia conservative activist who also serves as national spokesman for Americans for Immigration Control. “It was people walking up to their legislators and saying, ‘I’m sick and tired of what’s going on in my neighborhood.’”

This line, echoed time and again by supporters of SB 529, is part bluster – almost every politician says the people are behind him – and part truth. The reality is that most of the powerful groups in the state, be they conservative Christians and big business on the right or African-American leaders on the Democratic side, didn’t really want a crackdown on illegal immigration, but every opinion poll showed that most Georgians did.

**Full-time crusader**

If there’s one person that Kent and Rogers have in mind when they talk about “the people,” it’s D.A. King, although he is anything but a typical Georgian. Since giving up his career as an insurance agent in 2003, King has been a full-time opponent of illegal immigration. From his home in a peaceful suburban neighborhood in Marietta, with an American flag flying in front and another one in back, King blogs against amnesty, organizes protests, writes a newspaper column and fields questions from reporters. When the legislature is in session, he spends most of his time at the
Capitol in Atlanta. “My typical day is 14, 16 hours long,” King says. “I work seven days a week if my wife can’t drag me out on a Saturday.”

Marathon hours notwithstanding, there’s probably an aspiring D.A. King in most states. What’s unusual about Georgia is that legislators cared just as much about his views as they did about the views of Chamber of Commerce lobbyists. Matt Towery, a former Georgia state representative who now operates a polling and political news company, has as good an explanation as anyone as to why this came about.

For 130 years, Towery says, the business community in Georgia happily coexisted with the conservative Democrats who ran the state. But in 2002, Republicans took over the Senate and, in the biggest shock, Republican Sonny Perdue ousted Democratic Governor Roy Barnes. In 2004, the GOP completed its sweep, winning the state House of Representatives. The party now controls Georgia government in a way it has not done since Reconstruction. “When it changed overnight, the business community had a very hard time feeling its way around,” Towery says. “Business doesn’t have the influence over these new leaders.”

Take Chip Rogers, for example. His soft-spoken style belies his populist political roots as a talk-radio host. To be sure, Rogers compromised a good deal with business groups to make SB 529 a reality. The toughest employer-related provisions were reserved for companies that contract with state and local governments, and they will go into effect incrementally. Only businesses employing 500 or more people come under the initial round of verification requirements. Perhaps most notably, the rules apply only to new hires – all those who were on the payroll before July 1 are exempted.

Even with the compromises, though, the fact remains that business in Georgia had to swallow quite a few provisions it didn’t want. Rogers and his supporters were in a position of power, knew it and took advantage of it. The corporate community made little effort to campaign publicly against SB 529 and quietly accepted terms their brethren in other states would never have agreed to. “They’re just afraid,” says Jerry Gonzalez, executive director of the Georgia Association of Latino Elected Officials. “The issue of illegal immigration has gotten so poisonous that the business community is petrified and shaking in its boots.”

Demographic shock
Georgia is, in some ways, a special case. According to the U.S. Department of Homeland Security, its population of illegal immigrants more than doubled between 2000 and 2005, easily the fastest growth rate in the country. “Georgia just saw such a rapid increase in non-English speaking people,” Kent says, “burdening the school system, burdening the court system.” The percentage change was great enough to fuel widespread public anxiety, while the total Hispanic population was still too small to carry much political weight. That is the perfect demographic scenario for a crackdown, but it is unlikely to occur in the same way in many other places.

In other states, where the numbers are less dramatic, the issue has been slow to gain potency at the polls. Ernest Istook, the Republican nominee for governor in Oklahoma last year, staked his campaign against Democratic incumbent Brad Henry on the immigration issue. His first radio ad was a country song with these lyrics: “If you sneak across the border, there’s some help that you can get/ In a place called Oklahoma where you’ll never have to fret/ There a man they call Brad Henry has some gifts he’ll give to you/ Taxpayer money to pay for college and in-state tuition, too.”

It didn’t work. Henry trounced Istook, the previously popular seven-term congressman, by a 2-to-1 margin. Republican nominees for governor in Kansas and Arizona placed similar emphasis on immigration and failed almost as spectacularly.

But when the Oklahoma legislature met early this year, the climate of opinion seemed to be different. Both the House and Senate passed an immigration bill that goes even further than SB 529, although implementation of some of its most important provisions has been postponed until July of 2008. This was a complete reversal: Only four years earlier, the Oklahoma legislature had voted to grant in-state tuition to illegal immigrants.

Oklahoma has not been hit as hard as Georgia by illegal immigration, but it does have some of the same political conditions. Republicans, who have been in the legislative minority for years, are now coming into power: They control the state House of Representatives and are tied in the Senate. And as in Georgia, the new crop of Republican legislators is willing to take on the business community. “Our state Chamber of Commerce,” says Representative Randy Terrill, the sponsor of Oklahoma’s tough immigration bill, “is an apologist for big business that seeks to employ cheap, illegal labor.” Governor Henry, with some reluctance, signed the legislation.

Most other states, even those in which immigration has become a volatile public issue, have been reluctant to move in this direction. This spring, Texas legislators introduced bill after bill to place new restrictions on illegal immigrants, only to see the measures stall after facing opposition from the business community. Overcoming business opposition is simply not feasible in Texas the way it was in Georgia – at least not yet.

It’s not only Republicans who have seen their party split over immigration in these states; Democrats are confronting stresses of their own. In Georgia, these stresses are most deeply felt among African Americans, who are generally sensitive to the problems of undocumented workers in menial positions but also worried that these workers are competing with them for jobs and driving wages down. In other states, such as Oklahoma, labor unions experience the same ambivalence. “They were staying out of the fight,” says Mike Seney, senior vice president of the Oklahoma Chamber of Commerce.

Michael Thurmond, Georgia’s Labor Commissioner, is a black Democrat who has been elected statewide three times even though the electorate is now dominated by white Republicans. “There was divided
opinion in the African-American community," he says in explaining the SB 529 debate. "There were some concerned with the economic impact, particularly as it related to jobs. On the other side, there were African-American leaders, elected and otherwise, who identified with a minority and saw in some of the advocacy latent, or not so latent, discrimination and racism."

Thurmond, whose department is charged with enforcing the employer provisions of the law, embodies this tension. He believes illegal immigration is a topic that should be dealt with by the federal government, and during the debate, he urged lawmakers to give smaller businesses more time to comply, a proposal the legislature adopted. But he also called for the legislation to be strengthened in a couple of ways. He referred to exemptions for existing workers as a form of "amnesty" and asked for money so his department could conduct employer audits, money the legislature hasn't appropriated yet. "We looked at the legislation," he says, "and felt like what may have been missing was additional accountability to ensure compliance."

In the end, most of Georgia's black legislators resolved their doubts on the side of opposition. SB 529 passed the House 119-49 and the Senate 39-16, but the Black Caucus voted overwhelmingly against it. Blacks, in fact, cast the majority of negative votes in both chambers.

Georgia's most visible Hispanic legislator, Sam Zamarripa of Atlanta, was in an even more painful position. Bitterly opposed to SB 529 – he scornfully refers to Chip Rogers as "Jim Crow" – he nevertheless worked with Rogers to soften some portions of the bill. "Remember the guys on the Titanic who were playing the violin while people were jumping off?" he says. "That's who I was." But his willingness to negotiate led to some significant changes, especially in the language on state and local services. SB 529 requires beneficiaries of these services to prove legal residency, but it exempts prenatal care, immunization, emergency medical care, crisis counseling and soup kitchens. Everyone under the age of 18 is exempted as well.

Zamarripa's compromises were part desperation but also part tactical. "My strategy then and my strategy now," he says, "is to give enough time for federal reform to step in and have the laws of Georgia surpassed." If Congress offers illegal immigrants a way to legalize their status, much of SB 529 will be moot. With the possibility of federal action on the horizon, he tried to give the undocumented community as much reason as possible to stick it out in Georgia until then. Zamarripa did not run for reelection in 2006 and left the legislature this January.

Looking for clues

As the congressional debate on immigration stretches into the summer, states around the country are following it closely for clues to how the politics of the issue are going to play out. But they might be equally prudent to keep an eye on what happens in Georgia, Colorado and Oklahoma.

Until fairly recently, many state-level policy makers took the position that the immigration dilemma could be resolved only at the federal level and that state efforts to move ahead with their own laws would be a futile enterprise. Fewer are making that argument anymore.

In the end, all of the state laws could be preempted by federal legislation, but even if that happens, the states will have had a significant impact on the federal product. For example, one proposal percolating in Congress requires every employer to verify the Social Security numbers of new hires in a federal database. Georgia is already doing that for some government contractors under SB 529. If the congressional debate drags on for several more months, the evidence from Georgia on the feasibility of this requirement will be increasingly relevant to those working on the issue in Washington.

Colorado's legislation, milder than the bills in Georgia and Oklahoma, began going into effect last year. It was a compromise between Republican Governor Bill Owens and the legislature, where Democrats had narrow advantages. The toughest provisions focused on benefits offered by state government, with only a few modest strictures aimed at employers. At the behest of business groups, the legislature rejected a proposal from Republican Representative Al White to require employers to check the federal database for fraudulent Social Security numbers. "They heralded it as the toughest piece of legislation in the country," White complains, "and it didn't do jack squat."

The public perception, however, is that the legislation has changed the immigration climate in Colorado. Word circulated through Spanish-language radio that Colorado wasn't the place for migrant workers to locate. With 49 states to choose from, why would an immigrant without proper papers want to come to the place with what sponsors were calling "the toughest piece of legislation in the country"? That sense was reinforced by a federal immigration raid of a Swift & Co. meat-packing plant in Greeley, Colorado, last December, in which more than 250 workers were arrested. The consensus among those who follow the subject is that there are fewer illegal immigrants coming to Colorado now than before the law was enacted.

There are signs that SB 529 has created a similar perception in Georgia, even though it is just going into effect. Gonzalez, of the Association of Latino Elected Officials, says that home and car sales to Hispanics have declined precipitously in Georgia in recent months, and the reason is that undocumented workers are afraid they may have to leave the state. "Immigrants are making sure that they are able to move at a moment's notice," he says. "The market has completely collapsed." The Georgia Hispanic Chamber of Commerce also cites real estate as its hardest-hit economic sector.

What the longer term consequences of these laws might be is extremely hard to predict. When the Colorado law was under debate, its sponsors hoped it would save the state money by denying government benefits to those in the state illegally, but there is no hard evidence of this so far. At the moment, Colorado farmers are complaining of worker shortages, so much so that the state has been using prisoners as agricultural laborers this spring.

In Georgia, it's too soon to know whether similar worker shortages will materialize. Chip Rogers, the author of SB 529, thinks it's a mistake to dwell on the issue or even on the question of whether illegal immigrants help or hurt the economy or pay more in taxes than they use. "The law is not for sale," he says. "If someone is in violation of the law and they realize that Georgia is going to enforce the law and they make a decision not to be in Georgia because they don't want to abide by the law, to me, that's a good thing."

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More than 200 green industry advocates from across the country convened in Washington, D.C., July 16-17, 2007, for TCIA’s second joint Legislative Day on the Hill.

The two-day program stressed the importance of grassroots advocacy on the legislative process. Following an afternoon and morning of issue briefings and education sessions, TCIA members – in small groups or as part of joint delegations with members of the Professional Landcare Network (PLANET) – visited with congressional staff in both the House and Senate to discuss OSHA, immigration and health care issues. Members also talked about their businesses, their value to the community as employers and their role in protecting the environment as green industry companies.

Legislative Day on the Hill gave our industry a tremendous opportunity to promote policies that are favorable to commercial tree care businesses. There are several OSHA initiatives underway – from logging regulations as applied to our industry to updated regulations for utility work – that will directly affect the bottom line of TCIA members. In addition, general industry regulations on PPE and ergonomics will reappear somewhere down the road. Tree care needs a seat at the table where the specifics are decided.

The more Congress is aware of our industry, the less likely we are to see legislation that adds to our costs or makes doing business harder.

TCIA members joined with PLANET members and the landscape industry to meet with staff or with Representatives and Senators themselves to discuss access to a reliable source of legal labor. The H-2B program, specifically, has provided a legal source of labor to supplement year-round American workforce during the busy season. Unfortunately, the looming September 30, 2007, expiration of the H-2B cap’s repeat-worker exemption means that our members
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TCIA's first joint Legislative Conference, held in 2005 in conjunction with the American Nursery and Landscape Association, brought TCIA members to Washington as a defined industry for the first time. This year's voice proved even stronger, thanks in no small part to TCIA's lobbyist, Josh Ulman, who arranged appointments with senior committee staffers and elected members from a number of states.

"It was a watershed experience for me," reports Andy Ross, president of RTEC Tree Care. "It was eye opening to see how accessible the American legislative process really is. The receipt and importance of our message by the aides (and in some cases the Senators/Congressmen) was also empowering. I left that day amazed at how important it is to do what we did."

Legislative Day on the Hill is just a small part of TCIA's ongoing efforts on behalf of the industry – through regulatory work and direct action through the Voice for Trees political action committee – to advance the prospects for tree care businesses. Much work remains, and all members can easily visit the local office of elected officials to follow up on the good work your TCIA member volunteers started in Washington.

For information on how, contact Mark Garvin at 1-800-733-2622 or garvin@tcia.org.

Tchukki Andersen says that the writer from Consumer Reports, Marc Myers, first called looking for tips to pass on to the consumer about doing their own tree care, but finally understood that the best advice was to let a professional do the job. In addition to listing TCIA's Web site as the source for a local specialist, Tip 15 includes additional advice, including getting three estimates, asking for proof of current liability insurance coverage, and avoiding hiring roaming tree trimmers who knock on doors, especially after storms.


(Continued from page 74)
The Tree Care Industry Association recognizes our Partners Advancing Commercial Tree Care. Their strategic partnership with TCIA supports our journey to Transform the Industry.

Helping to build a stronger marketplace can have significant benefits for your company. To learn about the many branding and marketing opportunities available, contact Deborah Johnson, Director of Development; johnson@tcia.org or call 1-800-733-2622.
Scholarship to honor father of modern arboriculture

Paul Smith’s College in Paul Smiths, N.Y., is seeking donations to endow a scholarship in the memory of Alex L. Shigo, Ph.D., widely considered the father of modern arboriculture.

Judy Shigo Smith, Shigo’s daughter, has lent her approval to the fund, which will be known as the Alex L. Shigo Memorial Scholarship. Once established, the scholarship will aid students majoring in urban tree management within the college’s Division of Forestry, Natural Resources and Recreation.

Shigo, who died October 6, 2006, developed many principles and practices currently used in the arboriculture industry and his work is a foundation for the majority of arboriculture research. Shigo was an avid lecturer and author and held two large conferences at Paul Smith’s College, in 1997 and 1998. The establishment of this scholarship, spearheaded by Jim Voorhies, class of ’72, will stand as a tribute to Shigo’s impact on arborists and the Paul Smith’s community.

“Graduates of the Urban Tree Management Program have many professional opportunities available to them, and generally are in high demand,” says Randall Swanson, an associate professor in the college’s Division of Forestry, Natural Resources and Recreation. “The Alex L. Shigo Memorial Scholarship will help support greater learning opportunities for our students and provide access to an education that many students can not afford.”

For more information on how to donate to the scholarship, please contact Hillarie Logan-Dechene, vice president for institutional advancement at Paul Smith’s College, at (518) 327-6317 or hlogan-dechene@paulsmiths.edu.

Vermeer donates chipper to Mt. Rushmore

Vermeer Manufacturing Company has donated a Vermeer brush chipper to the Mount Rushmore National Memorial Society to assist with the protection and management of the memorial’s natural resources.

The chipper will be used in local national parks, including Mount Rushmore, one of America’s iconic parks, as well as Wind Cave and Jewel Cave, two cave parks close by. The forested areas in these parks are threatened by overgrowth and severe drought, which are potential fuel for wild fires.

“The Park Service makes every effort within their means — prescribed burns, clearing of under growth and other careful management practices — to mitigate issues and protect their natural resources,” says Julie Gregg, development director for the Mount Rushmore National Memorial Society. “This chipper will allow the Park Service to clean up the hundreds of acres of vulnerable forest within the park boundaries more effectively, and at the same time provide mulch for the green public areas, returning what would be refuse and dangerous fuel for wild fires back to the ecosystem.”

Vermeer routinely provides assistance for projects that promote the quality of life for Vermeer employees and their communities, and inspire employees to use their skills and resources while utilizing Vermeer products and expertise.

Recently Vermeer donated the use of equipment and the service of employees to help clear tons of branches, limbs and other debris left in the aftermath of an F5 twister that nearly leveled the small community of Greensburg, Kansas.

Clutter named UGA Warnell School of Forestry dean

Michael L. Clutter, who has been associated with the University of Georgia Warnell School of Forestry and Natural Resources almost his entire life as the son of a faculty member and later as a student, researcher and professor, became dean of the school August 15.

Clutter, the Hargreaves Distinguished Professor of forest finance in the school, succeeds Richard Porterfield, who retired as dean December. 1. Robert Warren, a professor in the school, has served as interim dean.

An authority on economics of the forestry industry, including finance, budgeting and timberland management, Clutter earned master’s and doctoral degrees from the Warnell School and has been on the faculty since 2001. He has also had an appointment to the Terry College of Business teaching faculty since 2002 where he teaches courses on corporate finance. Clutter has also held management positions with two leading forest products companies, Georgia Pacific Corp. and Union Camp Corp.

Clutter has conducted extensive research on financial aspects of the forestry industry and on timberland management practices. His work has been supported by more than $1.3 million in grants that he received individually or in concert with other researchers.

He is co-editor of a book on timberland investment, author of numerous articles and other publications and served on the editorial board of the professional journal Forest Science. In addition to teaching in the Warnell School, he has taught continuing education courses on forest finance and thinning of pine trees for private firms.

To honor the Aug. 15 appointment of Dr. Clutter as the new dean, ImageTree, maker of inventory tools used by forest managers, created the Michael L. Clutter Graduate
Scholarship. The $2,500 scholarship will be given to a student studying forest business this fall. Clutter is an advisory board member for ImageTree.

**Project EverGreen “Green” Scholarships awarded**

Project EverGreen’s 2007 Because Green Matters scholarships, $2,500 awards designed to assist those preparing for careers in the green industry, will go this year to John Eastman, a student at Michigan State University; and Dustin Potts, a student at Purdue University.

Eastman is working toward a degree in horticulture at MSU with an emphasis on landscape design and building. He plans to graduate in May 2008. Raised on a farm which has been in his family more than 100 years, he has worked for several summers gaining experience in landscape design and construction. In addition, he has become a Certified Landscape Technician and a Certified Pesticide Applicator. Eastman has maintained a high grade point average with active participation in campus activities, including being vice president of the MSU Horticulture Club.

Potts plans to graduate from Purdue in May 2008 with majors in horticulture and landscape architecture. A member of the scholastic honorary Mortar Board Society, he has achieved a 3.97 grade point average while participating in a range of campus and intercollegiate activities related to his interest in a career in scientific horticulture. Potts has gained experience in this area in Purdue’s Study Abroad program and through summer work at the Mesker Park Zoo, Evansville, and the Indianapolis Museum of Art. Currently, as a summer intern at the Missouri Botanical Garden in St. Louis.

Entries are now being solicited for next year’s scholarships. For more information, visit www.projectevergreen.com.
In conjunction with this year’s Legislative Day on the Hill (page 4), TCIA and PLANET teamed up for “Renewal & Remembrance” at Arlington National Cemetery and Historic Congressional Cemetery July 16.

Hundreds of tree care and landscape crews descended on both cemeteries and spent the day pruning, cabling, mulching, planting and aerating. Collectively, the gift of time and services was valued at more than $284,000, which includes over $36,000 in donated services and materials at Historic Congressional Cemetery.

TCIA members Bartlett Tree Experts, Davey Tree Expert Co., Antietam Tree Service Inc. and RTEC Treecare all participated at Historic Congressional Cemetery. The Care of Trees, RAR Outdoor Services and Big ‘O’ Tree & Lawn Service, Inc. took part at Arlington.

“This was a tremendous opportunity for landscape and tree care professionals to work together to improve the environment,” stated Cynthia Mills, president and CEO of TCIA. “From the soil below to the tops of the trees above, these historic cemeteries that pay tribute to our nation’s heroes received expert care from our members.”

The day began at Arlington National Cemetery with a ceremony featuring a joint color guard and speaker presentations to dedicate the day of work to all those who made the ultimate sacrifice.

The comments of Linda Harper, chair of the board from Historic Congressional Cemetery, perhaps best sum up the feeling of the event: “Wow … what a grand day at Congressional Cemetery! The crews were spectacular and we accomplished a great deal … more than in any year yet. Each year the effort grows and each year we can see so much change. The work you all have done and that happened today is beginning to have a cumulative effect and the place is really beginning to shine.

“It was fabulous to have almost 50 folks on site — there were moments when it sort of looked like a hive of bees! And all seemed to enjoy themselves as well. Simply saying ‘thank you’ does not seem enough … but we are very grateful,” she concluded.

The work went together well with the time spent on the Hill the next day, shifting from giving back to the country to active participation in law-making as TCIA members visited their congressional leaders on Capitol Hill and spoke with them about issues facing the green industry.

The day began at Arlington National Cemetery with a ceremony featuring a joint color guard and speaker presentations to dedicate the day of work to all those who made the ultimate sacrifice.
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