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A

is it worth it?
I know what my
answer is ...

As I write in August, we’re in the midst of Olympic fever in our nation. We watch one of the

great athletes the world has ever produced – Michael Phelps – defy endurance and set new

records every day. When asked about what his life has been since 2002, it is outlined very


When you look at the routine and you look at the outcome that is being achieved, you wonder, is it

worth it? Phelps is quoted on CNN.com on August 12 as saying, “I would never trade going to the

Olympic Games and standing on top of the medal podium or being able to turn professional or travel

all over the world, I would never trade any of it in.” So in his view, four years of eat – sleep – swim is

worth it.

Look at the simplicity of his very minimalist decisions. He set a goal with multiple facets and focused.

He determined what he had to do in order to get there. Then he repeated – over and over and over again.

In determining what he had to do, he also determined what he had to give up in the process – whether

it was foods he shouldn’t eat, a social life, location of where he would have to live, etc.

When we launched the Transformation of the Industry, there were things that TCIA had to decide. We

agreed as a community that we were going to be something very different than what we were now. We

identified what that was going to look like – to us, to the consumer, to the government, and to the media.

We decided what we were going to have to give up in – in most cases that was around poor business

practices and unsafe behaviors. We then identified what the new behaviors were going to look like.

Those decisions led to knowing what we were going to have to give up as a community. In some cases

that meant giving up a climbing membership for a while. Current members who disagreed with the new

behaviors they would need to exhibit left TCIA. However, new members who wanted to be seen by con-

sumers as professional and were willing to have third party reviews of that to document it started

showing up.

Companies that didn’t want their production to slow down in order to be exhibiting safer behaviors

or to pay for PPE, left. Newer companies who saw that they could be part of a community that stood

for supporting their people started showing up.

Companies that believe that they should have a voice in determining their own destiny at the state and

federal levels of government began getting more involved in representing our industry across the nation.

Companies that didn’t want to be noticed for fear that there would be retribution started moving away

from TCIA membership.

Companies that were accredited in our processes started getting good press, lower insurance premi-

ums and documented safer practices with less likelihood of their people getting hurt. Employees started

seeking out these companies as good places to work, so finding quality employees started becoming less

of an issue for those companies who were willing to exhibit different practices.

Associate member companies began seeing that stronger tree care companies meant a stronger mar-

ketplace long-term, and they began supporting our efforts in a major way.

TCIA has focused on one long-term and critical goal for this industry – to Transform it. So in the long

run – is it worth it? I know what my answer is...

Cynthia Mills, CAE, CMC

Publisher
Tough Equipment to Clean Up and “Green Up”

It’s happening every day. More and more municipalities are banning the burning of leaves, twigs, pruned limbs, etc. in favor of more ecologically minded alternatives. One of the alternatives is to chip or shred these materials into easily biodegradable or re-useable material.

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SEPTEMBER

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The Next Generation

**Rayco's RG 1645** combines a 44 hp Kubota turbo-diesel engine, 4-wheel-drive, and 59” cutting width into a compact machine with a low center of gravity. The unique pivot design keeps the engine’s weight low to the frame so you don’t have to sacrifice stability to get diesel horsepower to the stump. Fold down chip retainers provide loads of chip capacity and minimize cleanup time. You need a machine that is capable of taking on whatever challenges your job brings. The RG 1645 is your smart solution from Rayco. (Photo shown with optional tow hitch.)

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Washington in Review
In June, an OSHA Compliance Directive essentially wiped out commercial arboriculture as a distinct industry. Instead, we are all now lumberjacks, according to the federal government.

Management Exchange
By Mark E. Battersby
Many businesses offer discounts and incentives to speed payments. But, can you profit by taking advantage of discounts from your suppliers?

Branch Office
By Mary McVicker
Borrowing money may mean giving up control of what you do with it.

In the TCI Equipment Locator supplement:

Hybrid Bucket Trucks Generate Big Savings
By Susan L. Hodges

TCI EXPO 2008 Exhibitor Listing
Check out who is coming to TCI EXPO in Milwaukee

From the Field
By Patrick Darius
Forget making lemons into lemonade. How about turning elms into cutting boards and furniture?
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You can’t eliminate damage to trees in storms, especially when winds exceed 70 or 80 mph, but you can reduce a storm’s impact. We think there is good evidence that damage to trees in storms, and damage caused by trees, can be reduced with proper application of pruning. However, many trees that cause damage to people, structures and vehicles are old and over-mature and should have been removed earlier; evaluation of these trees that are at risk of falling over is not the subject of this article. We will be discussing pruning options.

Understanding how trees grow and what makes them strong will help us understand the best practices for preventive care. Many of our shade trees grow in the woods with a natural single-trunk habit, with branches near the top of the tree. Lower branches remain small compared to the trunk because they are shaded and they simply die and fall off. Let’s look at a white oak growing in the woods (Figure 1).

The large diameter branches of the canopy begin about 60 feet from the ground. When we take a white oak out of the woods and plant it in an open landscape (Figure 2), we see that the large limbs orig-
minate much closer to the ground. This places a great deal of stress on these large low limbs as they grow up and out from the trunk. These limbs will carry a tremendous amount of weight because, on many trees, much of the tree's future growth occurs on these limbs. On some shade trees, all of the weight (and leaves) is carried on these low limbs (Figure 3).

As limbs grow in length and size their leaves catch an increasing volume of air (wind) in storms. During storms, or even in calm conditions, limbs break. It makes sense that reducing the amount of foliage and weight on the limb should reduce likelihood of breakage. But where is the best place to take foliage from, and how much should we take? Well, those are the questions we are attempting to answer in our research program at the University of Florida. Dr. Brian Kane at University of Massachusetts, Dr. Ken James at the University of Melbourne, and others are also working in this area.

### Tree structure

Let’s look at two different forms of the same tree grown in completely different ways. There were four prunings over 18 years on the live oak tree in Figure 4a, creating a central leader. The live oaks in Figure 4b (next page) were topped at least once and then over-lifted at least twice. You see a totally different structure. Let’s talk about the differences between these trees.

If you look at the limbs on the tree in Figure 4a, you will see several large limbs spaced apart and growing more-or-less horizontal, with a wide angle to the trunk. Those limbs have formed reaction wood due to their orientation, which makes them strong. The leader, the one that goes straight up on the tree in Figure 4a, has very little, if any, reaction wood. The pith is going to be in the center of the stem. The pith in any of the horizontal limbs is going to be near the top of the limb. That structure will be very different from the tree in Figure 4b. The tree in Figure 4b has very few if any horizontal limbs (most have been removed with pruning), so there is likely to be very little reaction wood in the tree. If a storm comes along and these trees are sitting side by side, which one(s) are going to be torn up the most?

Our experience has been that trees that resemble those in Figure 4b will be damaged most. How the trees with a central leader (Figure 4a) often break in a wind storm or ice storm is the central leader breaks in the top of the tree someplace. You have one broken leader to deal with instead of many limbs torn up. I realize that this is an oversimplification of the issue, but arborists have seen this countless times in storms, and it makes sense.

There is more. Branches that are smaller than about three-fourths of the trunk diameter (measured just above the union) have a strong union that is difficult to break. Less stress is required to cause failure in unions with a branch that is larger than three-fourths the trunk diameter. So it appears prudent to keep branches small compared to the trunk. In other words, slow down the growth rate of large limbs and co-dominant stems by pruning them. Our research attempts to determine where to remove branches from a tree to reduce its suscepti-

| Table 1. Strategies to reduce wind damage to trees, and damage caused by trees |

- remove the tree
- reduce the height of the tree
- thin the crown
- structurally prune the tree

---

**Figure 3.** Some trees develop a weak structure with most limbs growing from one point on the trunk. These trees can be torn up in wind, especially if bark inclusions occur in the unions, as shown above.

**Figure 4a:** This tree has mostly horizontal limbs that develop ample reaction wood, making them strong. The one upright leader (i.e. the main trunk) develops little reaction wood. The top of the leader can break in strong winds.

**Figure 4b:** This tree has mostly horizontal limbs growing from one point on the trunk. These trees can be torn up in wind, especially if bark inclusions occur in the unions, as shown above.
New research

We now have pretty good evidence, which we will present below – and it makes perfect sense, that reducing the length of a stem or limb significantly reduces wind storm damage. We know that if we reduce an entire tree, then it’s more resistant to the wind. But that isn’t what most customers are looking for, and it’s not great for tree health. Reducing stem or limb length employs a cut back to a lateral branch (Figure 5). This single cut reduces the mass and foliage toward the end of the limb, and slows the subsequent growth rate on that limb. Removing branches along the limb, especially toward the end, also can reduce damage.

To begin this research, we modified an air boat and positioned it on 6-foot-tall poured concrete pedestals. We blew some 3-inch diameter trees to 60 mph, then pruned them and blew again, pruned them some more and blew them again. We continued until we removed 60 percent of the foliage. We measured movement of the trunk and found that the more we pruned the less the tree moved.

During the course of this study we applied five different pruning types, including structural, raising, lion-tailing, reduction and thinning. Thinning by removing ½- to ¾-inch-diameter branches from the edge of the crown resulted in the most tree movement at the highest wind speeds (45-60 mph). This appears to suggest that removing small diameter branches...
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only from the edge of the crown is not as effective at reducing damage in storms as the other pruning types we tested. The structural pruning, raising, lion-tailing and reduction moved the same in wind, and they were all better than thinning.

Unlike the other pruning treatments, thinning only the outer edge of the crown did not change the size (cross-sectional area exposed to the wind) of the crown. The size of the crown was reduced in all the other pruning treatments. We think this is what explains the increased motion on the thinned trees. With structural pruning, we created holes here and there. With raising and lion-tailing, the bottom of the crown was smaller. With reduction, the top of the crown was smaller.

Our second test allowed us to use larger trees (5-inch trunk diameter) because we had access to a much larger wind machine with twin counter-rotating propellers. This time we had two big block Chevy race engines developing about 880 horsepower, capable of generating a more than 110 mph wind. Crowns were either reduced, raised or thinned, but this time we thinned by removing branches (up to 2 inch diameter) entirely back to the trunk instead of simply thinning the edge of the crown. Precisely 33 percent of the foliage was removed from each pruned tree. (Note: this is a greater amount than recommended by ANSI standards for a single year pruning. This is also a research method, not recommended for standard tree care.) We installed three motion sensors along the main trunk to track movement during the five-minute blow period.

We recorded motion and wind speed 50 times each second. Trees not pruned at all (Figure 6) bent much more than reduced or thinned trees (Figure 7). Although the lower trunk of raised trees bent less than on non-pruned trees, the upper crown moved just as much as on the non-pruned trees (Table 2). This indicates raising may reduce risk of damage to the lower trunk but does nothing to reduce damage in the upper part of the tree. On the other hand, reduction and thinning reduced motion throughout the entire tree.

We installed three motion sensors along the main trunk to track movement during the five-minute blow period.

The machine we now use is enormous at 95 feet long. Eight fans are turned by hydraulic fluid pumped by four twin-turbo Detroit diesel marine engines generating

Table 2. Trunk bending angle by pruning treatment in 110 mph wind.

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Top inclinometer</th>
<th>Bottom inclinometer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not pruned</td>
<td>46a</td>
<td>29a</td>
</tr>
<tr>
<td>Raised</td>
<td>31ab</td>
<td>15b</td>
</tr>
<tr>
<td>Thinned</td>
<td>23cb</td>
<td>12b</td>
</tr>
<tr>
<td>Reduced</td>
<td>17c</td>
<td>12b</td>
</tr>
</tbody>
</table>

Numbers indicate the trunk bending angle, from vertical being zero. So 15 is bending a little and 46 is bending a great deal. Angles in a column followed by the same letter are not statistically different from one another.
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2,800 horsepower. This is the largest portable wind machine in the world, and you know it when you stand next to it (Figure 8). There are 10 laminar flow rud- ders in front of the device that deflect wind to generate real-word conditions, with eddies, swirls and variable wind speed. Our latest work performed a few months ago with this machine has not yet been published, but it looks like trees either reduced or thinned reacted similar to the straight- line wind generated in our second test described above.

Summary
We think there is good evidence that tree damage in storms can be kept in check by reducing the length of defective branches, such as those that are co-dominant or too long, and those with inclusions or cracks. Thinning can also be an effective tool provided large enough branches (1- to 2.5-inches diameter) are removed. Structural pruning young and medium-aged trees to reduce the occurrence of co-dominant stems helps prevent problems from developing in larger trees. Arborists do this by removing or reducing the smaller of the two stems. (The next article in this series will develop this technique in more detail.)

Thinning toward the edge of the crown and/or reducing large, defective limbs appears to be a good method to minimize risk of tree failure in storms. Arborists who currently employ these techniques report good performance in storms of all types, including thunderstorms, tropical systems and ice storms.

These techniques are not universally applied in our profession. For example, the municipal arboriculture program in my home town structurally prunes with great success, however there are few if any commercial arborists in town using these strategies. We have a long way to go before we can even teach what we already know about trees, and we don’t know very much.

Ed Gilman is a professor in the Environmental Horticulture Department at the University of Florida in Gainesville. This article was excerpted from his presentation on the same subject at TCI EXPO 2007 in Hartford.
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Haulotte Group, SA acquires Bil-Jax, Inc.

Bil-Jax, Inc. has been acquired by the U.S. subsidiary of Haulotte Group, SA. Bil-Jax is a manufacturer of articulating and other aerial work platforms.

“We have taken the next natural step of growth and together can offer an increasingly exciting set of access solutions for consumers, while becoming better positioned to compete in the access market,” Jeff Ott, CEO of Bil-Jax, says of the sale.

“We believe this alliance with Haulotte Group will deliver superior value, better choices, and more innovation to our customers and industry partners. Additionally, it will increase product offerings and create a position outside of the U.S.”

Guardair Corp. acquires Air-Spade product line

Guardair Corporation has acquired the assets constituting the Air-Spade product line from Concept Engineering Group, Inc. of Verona, Pa. Operating as a division of Guardair, Air-Spade production will be based at Guardair’s Chicopee, Mass., headquarters. The Air-Spade line includes air excavation tools, supersonic air nozzles, pneumatic vacuums and accessories sold primarily in the industrial, utility and tree care markets.

“The Air-Spade product line is a key component of our strategy to diversify our customer base,” says Tom Tremblay, president of Guardair. “The addition of Air-Spade expands the high end of our product offerings and gives our customers a proven solution for some very demanding applications.”

Guardair manufactures safety air guns, syphon spray guns, pneumatic vacuums and accessories for industrial use.

Real Green Systems buys Practical Solutions

Real Green Systems of Walled Lake, Mich., has acquired Practical Solutions, Inc., of Columbus, Ohio.

Real Green Systems is a creator of software systems for the lawn care and pest control industries. Practical Solutions was Real Green’s top competitor, and this acquisition will enable Real Green to further integrate the service industry to better assist customers with all their software needs, according to a press release.

The acquisition came about due to the retirement of Practical Solutions owner Maris Franke, who served the Green Industry for more than 26 years with innovative software solutions, including its very successful software package “The Service Solution,” which was used by numerous companies throughout the U.S., Canada and Australia.

Real Green, which has been in business since 1984 and currently has customers throughout the US, Canada and the UK, will continue to support Service Solution software for the next several months as user’s transition to Lawn & Pest Assistant.

“We believe that this partnership will further strengthen the Real Green product line and help us continue to provide our customers with the absolute finest service solutions in the industry,” said Joe Kucik, president of Real Green Systems.

Bartlett Tree Experts Expands in U.S. and Canada

Bartlett Tree Experts has completed three acquisitions in 2008, creating new growth opportunities in the U.S. and Canada. The acquisition of Tops Tree Service will help the company build a stronger client base on Southern Vancouver Island, aiding Bartlett in its goal to further develop its presence in Canada.

In the U.S., Bartlett will add a new office as a result of the acquisition of Four Seasons Tree Care. Under this agreement, Bartlett will establish a location in Kenmore, Washington – its first office in this state. The company will also bolster its existing presence in the greater Chicago area through the acquisition of Synnestvedt and Associates.

“Over the coming months, we’ll be working to provide a seamless transition for customers while also bringing the employees that join us the unique career development and training opportunities that only Bartlett can provide,” says Robert A. Bartlett, Jr., chairman of Bartlett Tree Experts.

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Vermeer HG4000TX horizontal grinder

Vermeer’s new HG4000TX horizontal grinder features a wide infeed table, track undercarriage and the patented duplex drum. A fully self-propelled unit, the track undercarriage is equipped with 20-inch (51-cm) double grouser track pads that provide increased flotation in soft ground conditions and access to remote jobsites. A 440-hp (330-kW) diesel engine features an in-motion, variable-pitch fan that automatically reverses to purge debris from the radiator and engine compartment, reducing radiator blockages. The purge occurs when an actuator inside the fan temporarily moves the blades into a reversed pitch mode and reverses the airflow. A programmable timer can be set from 1 to 60 minutes to cycle and reverse airflow through the radiator. The patented duplex drum features eight hammers and 16 cutters, offering optimum cutting performance and easy maintenance. Controlled by a microprocessor, the standard hydraulically actuated dry clutch transfers power and torque from the engine to the hammermill. It’s designed to control the starting sequence with the push of a button, eliminating the need to bump the clutch. Contact Vermeer via www.vermeer.com or salesinfo@vermeer.com.

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ArborSystems No-Drill Direct-Inject

ArborSystems’ new no-drill Quick-Connect Direct-Inject QC Tree Treatment System is a simple trunk-injection application process that does not require drilling, and there is no waiting for chemical uptake or guarding of capsules. The new system is designed to protect the tree’s health and prevent long-term wounding. With the Direct-Inject method, multiple and annual treatments can be made without injuring the tree with drill holes. No pumps or power are needed with the Direct-Inject application method. Simply squeeze the handles on the Direct-Inject unit and chemical is injected directly into the inner, active layers of the tree’s cambial zone where it can most efficiently be used by the tree. Specialized Quick-Connect Injection Tips are available for hardwoods, conifers and palms. The Wedge Tip is offered in two sizes for treating thick- and thin-barked hardwood trees. The Portle Tip is designed for conifers and delivers chemicals to numerous points in the tree’s internal layers. The Palm Tip is designed to penetrate a palm’s outer husk deep into the inner, active layers. Contact ArborSystems via www.ArborSystems.com.

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**Bil-Jax Lumber-Jax woodsplitter**

Bil-Jax, Inc.’s new ruggedly constructed Lumber-Jax Woodsplitter features a heavy-duty moving wedge; light tongue weight for easy movement, no lifting of heavy logs into splitting position, and is easily tilted into splitting position. Its 8 hp Honda Engine provides a 20-ton, 2-stage, 11 gpm, 19-second cycle. The unit allows two-hand operation, which minimizes accidental injury, has a spark arrestor muffler, adjustable stripper bars for shorter cycle time and an ergonomic control panel (higher for operator comfort). It also comes with a hitch with safety chain that fits a 2-inch ball; safety goggles and a VHS operation video. Contact Bil-Jax, Inc., at 1-800-537-0540 or via www.biljax.com.

**New BugBarrier Tree Band Packaging**

BugBarrier Tree Band is now available in new, easier-to-use 250 foot professional kits. The fiber is now packaged in compact poly-bags, rather than the bulky, corrugated boxes, and the film is in small corrugated boxes. The new packages take up less space on the truck, as do the empty poly-bags. In addition to smaller dimensions, the newly packaged kits weigh less, so they reduce shipping costs. The bands stop insects from climbing trees to lay eggs or eat leaves. The kit contains a dense, flexible fiber barrier and an adhesive film. The fiber is wrapped around the tree trunk to fill bark crevices and the film is installed over the fiber with the adhesive facing the tree. The inward-facing adhesive increases the band’s effectiveness and attractiveness by keeping the sticky surface free of debris that can form a bridge for the pests that follow. Tree Band is also available in 10-foot and 30-foot kits. Contact Envirometrics Systems Inc. via www.treebands.com or 1-800-379-9677.

**New England Ropes recall**

New England Ropes is conducting a voluntary recall of its Maxim Apogee 9.1mm and Maxim Pinnacle 9.5mm dynamic climbing lines. The lines can break, obviously posing a serious fall hazard for climbers. Consumers should stop using recalled products immediately unless otherwise instructed. The recall affects about 530 ropes sold. No related injuries have been reported.

The Maxim Apogee 9.1mm is a 48 carrier climbing rope. The colors are yellow and black, and red and yellow. The model numbers are 3411-91 and 3415-91, with date codes 060801 thru 080601. The UPC codes are: 75396312299, 75396312298, 75396312301, and 75396312300.

The Maxim Pinnacle 9.5mm is a blue 48 carrier climbing rope. The Model number is 3403-95, with date codes 070201 thru 080601. The UPC codes are 75396312292 and 75396312293. The date codes and the UPC codes are on the original packaging.

The ropes were sold at retailers nationwide from August 2006 through June 2008 for between $180 and $262.

Consumers should immediately stop using the recalled lines and contact the manufacturer for a free replacement. For more information, contact New England Ropes toll-free at 1-866-617-9038 or visit www.neropes.com/Climbing.aspx.

**Silky Large Tooth Saw**

SilkyUSA’s new Kamisorime 375 extra large tooth hand saw is suitable for serious pruning tasks or cutting large branches. It is a two-handed, professional, heavy-duty saw with a 14%-inch, ultra-strong, curved fixed blade. A combination of a high performance blade with a comfortable sure-grip handle that really sticks in your hands, its design, strength and balance are sure to provide a superior finish of any size job. The durable black polypropylene sheath with belt holder is included. Made in Japan. Contact SilkyUSA at 1-877-SILKYSAWS (745-5972) or via www.SilkyUSA.com.

**New England Ropes recall**

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Contact: MGIA (248) 646-4992; www.landscape.org

September 10, 2008
NJISA Fall Membership Meeting
NTPC Memorial Tree Nursery, Millstone Township, NJ
Contact: (732) 574-9100; www.NJArboristsISA.com

September 10, 2008
Virginia Tech Horticulture Field Day
Hampton Roads Ag. Research Ctr, Virginia Beach, VA
Contact: (757) 647-0110; www.vahort.org

September 11, 2008
Urban Tree Risk Assessment workshop
UFenn. TN State Ext., TN Tech, Tree Solutions, Hailers Lodg
Knoxville, TN
Contact: Joshua Idassi (615) 963-5616; idassi@tnstate.edu; Karla Kean, (931) 648-5725; kean@utk.edu

September 11, 2008
Industrial Right of Way Meeting
Penn State Coop. Ext., Williamson Rest.
Horsesh, PA
Contact: Scott Guiser (215) 345-3283

September 13, 2008
10th Annual Tennessee Tree Climbing Championship
Lake Shore Park, Knoxville, TN
TN Urban Forestry Cnc/UTN Dept. of Ag. Div. of Forestry
Contact: www.tufc.com; (615) 352-8985

September 16, 2008
Cert. Landscape Tech/CLT Rev/Workshop-Installation
NJ Landscape Contractors Assoc. (NJLCA) & PLANET
Bergen Community College, Elmwood Park, NJ
Contact: www.njlca.org; (201) 703-3600

September 17, 2008
ISA Cert. Arborist, Utility & Municipal Spec. Exams
Atlantic City Electric Regional office, Atlantic City, NJ
Contact: Matt (609) 625-6021; www.isa-arbor.com

September 17-18, 2008
Climbing Methods & Best Practice, 2-day training
Longmont, CO
Contact: info@arbormaster.com; (860) 429-5028; www.arbormaster.com

September 18-November 6, 2008
ISA Certified Arborist Test Prep Course
U-Georgia Center for Cont.g Ed., Athens, GA
Contact: (706) 542-3537; 1-800-811-6640; www.georgiacenteruga.edu/pdp

September 19-20, 2008
Precision Felling, Chain Saw Handling, Safety & Ergonomics 2-day training module
Longmont, CO
Contact: info@arbormaster.com; (860) 429-5028; www.arbormaster.com

September 20, 2008
ISA Cert. Arborist Recert. Course - Tree Health Updt
U-Georgia Center for Cont. Ed., Athens, GA
Contact: (706) 542-3537; 1-800-811-6640; www.georgiacenteruga.edu/pdp

September 20-24, 2008*
Pacific Northwest Annual Training Conference
Boise, ID
Contact: Boise Urban Forestry (208) 384-4083; www.pnwis.org

September 22-23, 2008
Arborist Rigging Applications
Longmont, CO
Contact: info@arbormaster.com; (860) 429-5028; www.arbormaster.com

September 23, 2008
Electrical Hazards Awareness Program (EHAP)
workshops in English and Spanish
Palm Beach County Coop Ext., Palm Beach, FL
Contact: TCI A 1-800-733-2622; www.tcia.org

September 24, 2008
Electrical Hazards Awareness Program (EHAP) workshop
Elks Lodge, Portsmouth, NH
Contact: TCI A 1-800-733-2622; www.tcia.org

September 24-26, 2008
29th Annual Texas Tree Conference
Hilton Hotel & Conference Center, College Station, TX
Contact: ISA Texas/Texas Forest Svc; www.isatexas.com

September 25, 2008
Tree Decay: Identification, Assessment and Mgt.
Morris Arboretum, U-Penn., Chestnut Hill, NJ
Contact: (215) 247-5777 ext 156 or 125; www.morrisarboretum.org

September 25, 2008
Signs, Symptoms and Treatment Options of Plant Diseases, Pests & Disorders
Traverse City, MI
Contact: MGIA (248) 646-4992; www.landscape.org

September 26, 2008
18th Annual Perennial Plant Symposium
Chicago Botanic Garden, Glencoe, IL
Contact: (847) 835-8261; www.chicagobotanic.org/symposia

September 29-October 1, 2008
Mid-Atlantic Chapter ISA Annual Meeting
Blacksburgh, VA
Contact: www.mac-isa.org

September 30, 2008
Signs, Symptoms and Treatment Options of Plant Diseases, Pests & Disorders
Ann Arbor, MI
Contact: MGIA (248) 646-4992; www.landscape.org

September 30, 2008
Georgia Pesticide License Test Prep Course
U-Georgia Center for Cont. Ed., Athens, GA
Contact: (706) 542-3537; 1-800-811-6640; www.georgiacenteruga.edu/pdp

October 2, 2008
Tree & Shrub Fertilization Techniques, Products, Equipment and Application Methods
Bingham Farms, MI
Contact: MGIA (248) 646-4992; www.landscape.org

October 2-4, 2008
ISA-Rocky Mtn Chapt. Cont./Tree Climbing Comp.
Double Tree Hotel, Colorado Springs, CO
Contact: www.isarmc.org

October 4, 2008
Certified Landscape Technician (CLT) Exam
NJ Landscape Contr. Assoc. & PLANET
Bergen Community College, Paramus, NJ
Contact: www.njlca.org; (201) 703-3600

October 6 - 10, 2008
Tree Climbing School
Penn State Cooperative Extension
Brandywine Battlefield Park, Chadds Ford, PA
Contact: Cheryl Bjornson; (610) 696-3500

October 7-8, 2008
Climbing Methods & Best Practice
Two-day Hands-On Training Module (Spanish speaking)
New York City, NY
Contact: (860) 429-5028; www.arbormaster.com

October 8, 2008
Tree Decay: Identification, Assessment and Mgt.
Morris Arboretum, Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156 or 125; jlm@pobox.upenn.edu

October 9, 2008
MGIA Test-n-Tune/Compliance 2008
Shelby Township, MI
Contact: MGIA (248) 646-4992; www.landscape.org

October 12-14, 2008
New England Chapter ISA 42nd Annual Conference
Holiday Inn by the Bay, Portland, ME
Contact: www.newenglandisa.org

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October 12-15, 2008
44th Annual SMA Conference and Trade Show
Marriott San Diego Mission Valley, San Diego, CA
Contact: www.urban-forestry.com

October 14-16, 2008
Climbing Methods & Best Practice 3-day training
Richmond, VA
Contact: info@arbormaster.com; (860) 429-5028; www.arbormaster.com

October 15, 2008
Oaks: Important Characteristics and Health Threats
Morris Arboretum, Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156 or 125; jim@pobox.upenn.edu

October 20, 2008
Pruning Deciduous Trees
Morris Arboretum, Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156 or 125; jim@pobox.upenn.edu

November 1, 2008
21st Annual Woodland Owners Conference
NJ Forestry Association
Hickman Hall, Cook Campus, Rutgers University,
New Brunswick, NJ
Contact: (908) 832-2400; info@njforestry.org

November 11, 2008
Hort. Short Course for Spanish Speaking Professionals
Penn State Cooperative Ext.
Montgomery County 4-H Center, Creamery, PA
Contact: Mary Conklin (610) 489-4315

November 13, 2008
Electrical Hazard Awareness Training (EHAP)
tba, MI
Contact: MGIA (248) 646-4992

January 4-6, 2009
Western Nursery & Landscape Assoc. Meeting/Trade Show
Overland Park Convention Center, Overland Park, KS
Contact: 1-888-233-1876; info@WNLA.org; www.WNLA.org

January 7-9, 2009*
Minnesota Green Expo
Minneapolis, MN
Contact: www.minnesotagreenexpo.com; 1-888-886-6652; Larsen@MNLA.org

February 1-3, 2009*
Wisconsin Arborist Assoc. Annual Conf.
Plantsville, CT
Contact: www.WisconsinArborist.org

February 4-6, 2009*
New England Grows
Boston Convention & Exhibition Center, Boston, MA
Contact: Mary Simard mary@NEGrows.org; (508) 653-3009; www.NEGrows.org

February 8-12, 2009*
Winter Management Conference 2009*
Westin & Sheraton Grand Bahama Island Our Lucaya Resort, Bahamas
Contact: Deb Cyr 1-800-733-2622; cyr@tcia.org; www.tcia.org

February 11-13, 2009*
ISA Ontario Annual Meeting
London, ON
Contact: www.ISAONTARIO.com; 1-888-463-2316; info@isaontario.com

March 3-4, 2009
MGIA’S 22nd Annual Trade Show & Convention
Rock Financial Showplace, Novi, Michigan
Contact: MGIA (248) 646-4992; www.landscape.org

* Indicates that TCIA staff will be in attendance
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On June 25, 2008, the Department of Labor issued a Compliance Directive that essentially wiped out commercial arboriculture as a distinct industry. Instead, we are all now lumber-jacks according to the federal government, which insists that our work practices are the same as loggers and should be governed by regulations written for logging operations.

The directive issued by the Occupational Safety and Health Administration (OSHA) specifies that any tree care operation that removes the stem of a tree in a piece longer than six feet is henceforth classified as a logging operation subject to all of the rules and restrictions into the standard written for logging operations (29 CFR Part 1910.266). The directive ignores OSHA’s own data with respect to safe practices for tree care workers and constitutes illegal rulemaking that puts an entire industry at risk of injuries and fatalities.

Historically, OSHA guidance and enforcement for the tree care industry has been based on a patchwork of regulations and standards written for other industries. Applying these standards to tree care operations greatly increases the risk of fatal or injury to tree workers and creates unnecessary confusion about safety among workers, OSHA enforcement officers and small businesses.

Since the mid-1990s, TCIA has attempted to resolve this problem by working to get OSHA’s agreement to create a standard that is specific to tree care based on ANSI Z133, a consensus standard for the industry developed by employers, employees, organized labor, equipment manufacturers and academia. Letters documenting this effort date back for more than a decade.

On May 10, 2006, TCIA formally petitioned OSHA to promulgate a separate standard governing tree care operations. Before that petition was filed, and in the two years since, TCIA has worked closely with both Republicans and Democrats in Congress to educate legislators and regulators on the unique challenges, practices and hazards involved in commercial and utility arboriculture work. Our effort is supported by Congress.

On September 27, 2007, Senators Isakson (R-GA), Enzi (R-WY), Kennedy (D-MA) and Murray (D-WA), members of the Senate Committee on Health, Education, Labor and Pensions, sent a letter to the Secretary of Labor supporting TCIA’s petition and requesting OSHA move forward with a negotiated rulemaking based on Z133. On October 16, 2007, Representatives Wilson (R-SC), McKeon (R-CA), Woolsey (D-CA) and Shea-Porter (D-NH), members of the House Committee on Education and Labor, sent a similar letter.

Our efforts appeared successful when on June 3, 2008, OSHA sent notice to Members of Congress indicating it intended to release an Advanced Notice of Proposed Rulemaking for a standard governing tree care operations that would be published in August 2008.

On June 25, 2008, however, OSHA’s compliance directorate usurped the rulemaking by releasing an enforcement directive that brings our entire industry under an existing standard written for clear-cutting and pulpwood logging in the deep forest. The directive is directly contrary to the well-recognized safety practices in the industry.

The directive deems any tree care worker who removes a tree stem in lengths longer than 6 feet a “logger” who must comply with OSHA’s standard for loggers – despite numerous and substantial differences between arborists and loggers in hazards faced and practices used. Among other things, the logging standard would require:

- all workers to wear chain saw cut resistant logging boots
- all crew members to be CPR/First Aid certified
- crews must carry a logger’s first aid kit
- workers must wear face shields but not necessarily separate eye protection (contradicting Z133)
- all crew members not involved in the operation must stay at least two tree lengths from a tree being felled
- all stems must be removed using a face cut and back cut, prohibiting standard cuts used with a crane pick

The directive also discredits the widely used safe work practice of hoisting an arborist with a crane when removing a hazardous tree. Arborists use this method when the alternatives for removing the tree are more hazardous or infeasible. Crane use is specifically recognized as an important and safe practice by several states, including California, Washington, and Oregon. California adopted the practice after reviewing OSHA’s own data, which revealed NO injuries or fatalities related to crane hoisting, compared to the many fatalities and injuries that could have been prevented with the use of the crane. In the face of all this information, the directive nevertheless states that the Z133 Standard provides less protection to the worker than OSHA’s 34-year-old general industry crane enforcement standard.
standard.

If you are a line-clearance tree trimmer doing tree removals and you are unsure of whether to comply with the standard written for line clearance operations (1910.269) or the logging standard (1910.266) in a given situation, the directive states that henceforth you will comply with both standards! When the standards have conflicting requirements, you are to apply the more stringent one.

Despite OSHA's misguided directive, we are not loggers and our industry safety standard should not be invalidated suddenly. Our work and our work practices are so substantially different that this directive puts 300,000 dedicated tree care workers at increased risk of injuries and fatalities.

When TCIA first learned of this directive, we took immediate action. TCIA President & CEO Cynthia Mills spoke personally with Assistant Secretary Ed Foulke, insisting that this directive placed our members in immediate physical danger and undermined the rule-making process. Secretary Foulke subsequently requested a meeting on July 16 in Washington, DC. In a two-hour conference attended by the secretary, his staff, and representatives from OSHA’s legal, compliance, alliance and standards writing divisions, as well as representatives from the Secretary of Labor’s office, TCIA explained the illegal and dangerous nature of the directive. Cynthia Mills, Senior Advisor Peter Gerstenberger, Chief Program Officer Mark Garvin, Regulatory Affairs Advisor David Marren, and Public Policy Advisor Josh Ulman repeatedly stressed the differences between logging and arboriculture and called for the immediate withdrawal of the directive. OSHA agreed at that time not to allow any citation to be issued from a directive. OSHA agreed at that time not to allow any citation to be issued from a directive. OSHA has refused to withdraw it. It is illegal and actually increases risk, to our members.

The following week on July 22, Ulman, Mills and Garvin met with key staff for Representatives Woolsey, Shea-Porter and Tsongas, in addition to meetings with staff for Senators Enzi, Isakson and Murray. Congressman Wilson, ranking member House Committee on Education and Labor’s Subcommittee on Workforce Protections and a signer of last year’s bipartisan, bi-cameral letter, met personally with Ulman and Mills and has agreed to author a second letter and make personal calls to the Department of Labor on our behalf. A second meeting was also held at the Department of Labor with Thom Stohler, Deputy Assistant Secretary of OSHA. Fortunately, Congress and staff were already aware of and well briefed on the tree care industry as a result of the work done during the past three years, our Voice for Trees political action committee and meetings between TCIA members and staff and members of Congress during Legislative Conference fly-ins in 2005 and 2007.

On July 25, Josh Ulman presented details of the issue to the Small Business Administration’s Office of Advocacy, the office within the SBA charged with assisting small businesses with burdensome regulations. We have also presented our case to the White House and its Office of Management and Budget.

On July 28, Senators Enzi, Isakson, Murray and Kennedy wrote a letter to the Secretary of Labor, Elaine Chao, requesting an “immediate withdrawal” of the enforcement directive. They wrote that “This directive disregards expressed bipartisan Congressional support for an OSHA standard addressing the unique risks of the tree care industry and ignores OSHA’s own data and expert opinions with respect to safe work practices for tree care workers.” On August 5, Representatives Woolsey, Wilson and Shea-Porter wrote a similar letter to Secretary Chao, requesting immediate withdrawal of the directive and urging OSHA to “move quickly and immediately to initiate the negotiated rulemaking process.”

TCIA also contacted our members whose representatives have oversight over OSHA, including Kevin Caldwell with Caldwell Tree Care, Rebecca Moran with Superior NW Tree and Shrub Care, Erich Schneider with Schneider Tree Care and Chris Freeman with Sox & Freeman Tree Expert Company. On very short notice, they kindly agreed to submit letters to their members of Congress seeking withdrawal of the directive. TCIA is indebted to them for their immediate response and willingness to help the entire industry throw off the onerous chains of this directive.

Despite clear evidence that this directive is illegal and actually increases risk, to date, OSHA has refused to withdraw it. It is the position of TCIA that inappropriate application of standards designed for another industry poses unacceptable safety hazards to commercial and utility arborists. Stay tuned, since we may ask for more member help soon in contacting Congress. TCIA will not rest until this directive is rescinded.
Everyone is aware of “discounts.” Discounts are offered to encourage a tree care operation’s customers to pay faster. A number of service-oriented businesses, such as doctors, dentists and even some arborists, offer a trade discount of sorts for immediate payment upon completion of their services.

Suppliers often extend discounts in an effort to improve their cash flow. Few tree care professionals, however, have given much thought to either the cost of offering discounts or how much can really be saved by taking advantage of those discounts.

Prompt payments from customers mean improved cash flow for the tree care operation, a reduced need for borrowed working capital and far fewer collection problems. Little wonder, then, that so many businesses offer discounts and incentives to speed payments. But, how much can you profit by taking advantage of discounts offered by suppliers?

Discount – what discount?
Many professionals and businesses closely follow the old adage: always delay cash outflows. For a surprising number of tree care business owners and managers, that means always paying bills on time but never before they are due. In reality, however, most tree care operations would be better off paying a bill early to take advantage of the trade discount. Consider the math.

The supplier’s invoice includes credit terms, listing the period of time for which credit is extended, the size of the discount offered if the buyer pays cash, and the date the credit period begins. A cash discount is a reduction in the purchase price provided the buyer pays within a specific time period.

A typical supplier’s credit terms may be stated as “2/10 net 30.” A buyer reads the terms as “a 2-percent discount will be allowed if the invoice is paid within 10 days. Otherwise, the balance is due in 30 days.” Why should anyone pay quickly in order to take advantage of a mere 2-percent discount?

Assume that a business has been extended credit terms of 2/10 net 30 on a $1,000 janitorial supplies purchase. By deciding to take the discount, the company will pay $980 ($1,000 less 2 percent). By ignoring the discount, the full cost of $1,000 will be paid within the month.

The decision not to take the discount means the buyer is paying $20 to keep the money for an extra 20 days. Because there are slightly more than 18, 20-day periods in a year, the interest cost – on an annual basis – amounts to more than 36 percent. Obviously, this level of potential savings makes it a smart move to take the discount.
even if money must be borrowed in order to do so. How then, can a tree care professional or business afford to offer customers a discount for prompt payment?

Discounts cost as well as pay

It all boils down to the “cost” of those discounts. What does it cost a tree care business to offer its customers a discount for cash or prompt payments? The answer can often be found in an operation’s cash flow.

The principal disadvantage of offering discounts is the cost to the tree care operation’s bottom-line profits due to the loss of revenues. The cost of trade discounts must be weighed against the improved cash flow that can be expected. And, do not overlook the impact on profits.

Obviously, the credit terms of your tree care business should be designed to improve the operation’s cash flow. In its most basic form, cash flow is the movement of money in and out of a tree care business.

In order to speed up the inflow of cash into their businesses, some tree care operations offer customers a trade discount off the original sales price if the customer pays within a specified period. The amount of the trade discount is typically one or two percent if the customer pays within 10 days. Full payment is normally due within 30 days if the customer does not take advantage of the trade discount.

Pro and con

Offering trade discounts has both advantages and disadvantages.

Advantages: The main advantage of offering trade discounts is that it shortens the average collection period. Shortening that average collection period for accounts receivable is one of the biggest hurdles faced when attempting to accelerate the tree care operation’s cash flow.

Disadvantages: The primary disadvantage of offering trade discounts is the cost to the operation’s bottom-line profit that results from lost revenues.

Obviously, the cost of any trade discounts must be weighed against the improved cash flow expected. Another possible disadvantage is the increase in time necessary for billing and accounts receivable processing. In order to take full advantage of trade discounts, billing should take place as early as possible, which is generally the shipping date. For some small tree care businesses, this may require additional clerical staff.

To discount or not to discount

Determining whether to offer or not to offer trade discounts requires the tree care operation’s owner or manager to view the situation from two different perspectives:

<table>
<thead>
<tr>
<th>Credit Terms</th>
<th>% of Customers Taking Discounts</th>
<th>Average Accts. Rec. (*1)</th>
<th>11% annual Carrying costs (Cx11%)</th>
<th>Cost of Trade Discounts (*2)</th>
<th>Effect on the Bottom Line (D+E)</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Discount</td>
<td>N/A</td>
<td>$25,000</td>
<td>$2,750</td>
<td>($2,750)</td>
<td></td>
</tr>
<tr>
<td>1/10 Net 30</td>
<td>50%</td>
<td>16,666</td>
<td>1.833</td>
<td>1.500</td>
<td>(3,333)</td>
</tr>
<tr>
<td>2/10 Net 30</td>
<td>75%</td>
<td>8.33</td>
<td>.917</td>
<td>4.500</td>
<td>(5,417)</td>
</tr>
</tbody>
</table>

Notes: 
#1 Average accounts receivable is computed as a weighted average of the accounts receivable for the month.
#2 Cost of the trade discount is computed as follows:
[(percent of customers taking discount x monthly sales) x discount percentage] x 12 months.
the bottom line perspective and the cash flow perspective. The option that strikes a balance between these two perspectives will help increase the tree care operation’s cash flow – without sacrificing bottom line profits.

Consider the situation of Top Profit Trees Inc., a hypothetical tree care business. Although the operation has been experiencing a steady build up in accounts receivable in recent months, slow collections have put a strain on the operation’s cash flow.

The operation’s owner is investigating the feasibility of changing the credit terms by offering a discount to its customers if their payments are received 10 days after shipment. The operation’s current credit terms call for full payment within 30 days of shipment.

If it is assumed that sales average about $25,000 per month; about 50 percent of the operation’s customers will take advantage of a 1 percent discount, an expected 75 percent will take advantage of a 2 percent discount and all customers not taking advantage of the discount are assumed to pay within 30 days.

Based on the figures of our hypothetical tree care operation, offering no discount has the smallest impact on the bottom line, reducing the business’s profits by $2,750. Offering a 2 percent discount is the most costly, reducing the bottom line by $5,417.

From the cash flow perspective, a lower average investment in accounts receivable means a quicker inflow of cash. Offering the 2 percent discount significantly reduces the operation’s average investment in accounts receivable. This option would have the most favorable impact on cash flow problems.

Naturally, offering no discount is the most profitable, but does nothing to increase cash flow. Offering a 2 percent discount would significantly increase the company’s cash flow, but at the expense of its bottom line profit. Obviously, in this situation, a 1 percent discount reduces the operation’s bottom line by only $583, a small sacrifice for an increase in the operation’s cash flow. After all, this option increases cash flow by $8,334.

Profiting from discounts
If a supplier offers payment terms extending beyond 30 days, it may be more advantageous to skip the trade discount and delay payment until the full amount is due. Generally, however, every tree care professional should always take advantage of discounts of 1 percent or more when offered by suppliers requiring full payment within 30 days. Of course, in order to decide more precisely when to take a discount, a tree care professional must compare that amount that would be earned by taking the discount to what it would cost to borrow money to make an early payment to a supplier.

Naturally, the amount of the discount and the time in which it is available can vary greatly. Usually, trade discounts are based on what is common for the supplier’s line of business. Some suppliers may offer a generous trade discount and some will offer none at all. Discounts, however, are usually negotiable.

One step further
Obviously, not every arborist or tree care professional has enough clout with suppliers to negotiate better payment terms and discounts, but consider the potential rewards.

One business realized significant savings by negotiating standard payment terms from 30 to 45 days. Others have encouraged suppliers who did not normally offer discounts to give one in return for immediate payment – or by paying slower when they did not. In other words, the owners and managers of these tree care businesses, in essence, created their own payment terms.

Why, then, are discounts so often overlooked or ignored?

Mark Battersby is a freelance business writer from Ardmore, Pennsylvania.
How Has Research Improved Arboriculture?

By Tom Prosser

A fter 32 years in the tree care business, I seem to be reflecting more about where we have come from and thinking about what is possible for the future of our industry. We have progressed significantly since 1976. Things were very different then.

First of all, the Tree Care Industry Association was still called the National Arborist Association and had a fraction of the members it has now. Likewise, the International Society of Arboriculture was run by a very small staff of committed arborists, and had a much smaller, less international membership. There were no certification programs and most of the local arborist organizations consisted of a small handful of city and state foresters. The Tree Research and Education Endowment (TREE) Fund (known then as the ISA Research Trust) had only just begun to fund research with five grants of $500 each.

Back then, tree care was more about marketing than science. The standard tree “health” care program consisted of what we now call “spray and pray.” This is where a company sold “rounds” to a customer. Each round consisted of spraying plants with a slurry of different pesticides, most of which have since been taken off the market because of their carcinogenic or toxic qualities. Companies would sell as many as four to six of these rounds per year.

Fertilization was done with augers and turf fertilizer was then poured into 24-inch deep holes. The color response of the tree or the increase in growth was considered by most research in that time to be a reflection of health.

Alex Shigo was still relatively unknown, and the book of the day was written by P.P. Pirone, first published in 1941. It was before we knew about compartmentalization of decay and the effects of repeated wounding from solvent-based products.

Three decades. Solutions and breakthroughs have changed our industry. We now have the Air-Spade/air knife, hydraulic soil injection, water-based injectables, decay reading machines, disk chippers, sophisticated climbing equipment and small lightweight chain saws.

Highly advanced compounds have been invented that do things we could only dream about back then. We now have protocols that take into consideration the whole plant, versus treating only symptoms or the secondary organisms that are there because of other underlying causes.

We see trees differently because the science of arboriculture has advanced. Arborists who have taken the time to learn and are committed to doing a good job no longer do flush cuts, use spikes, top trees, spray toxins, or do any treatments without published research to back them up.

We now understand how to treat far more of the diseases and problems that plague our trees. We eradicated the Asian long horned beetle from Chicago. Individual trees can be protected from Dutch elm disease for three growing seasons, oak wilt can be cured in the white oak family – and prevented in the red oak and live oak families. We understand how to effectively treat chlorosis because we understand the cause. We have new tools that actually work for hard scale, psyllids, and borers – issues that just a few years ago were untreatable.

We recognize soil compaction as a leading cause of tree decline and can replace the soil without significantly damaging the roots. We have learned how to effectively use tree growth regulators, not only to reduce growth rates, but also to stimulate protective responses such as thicker leaves, greater drought tolerance and increased fibrous root growth.

We now have computers where we can store good records of our treatments and easily recall them so that we know if our treatments worked the way we thought they would.

All of these advances have become an important part of the modern day arborist’s arsenal of tools.

To what do we owe all this progress, this advancement in technology and understanding? It is research – research from universities and leading companies that care enough about trees to share what they have discovered for the betterment of all.

Research is the vital link between the past and the future that has yet to be discovered.

The TREE Fund has played a vital role in advancing research and promoting the education of future arborists. Many of the presenters at TCI EXPO and other conferences, who help you earn CEUs and keep you up-to-date in the latest techniques, have received TREE Fund grants.

Arborists who value professionalism and want to maintain their competitive edge understand the value of research and apply it every day. Be a supporter of the TREE Fund and help us continue making progress in safer, more effective tree care.

Tom Prosser is with Rainbow Treecare Scientific Advancement and a TREE Fund trustee.

Tree Research and Education Endowment Fund, 711 East Roosevelt Road, Wheaton, IL 60187. www.treefund.org
Onyx is not a systemic

I love the magazine – highly educational as well as entertaining.

It should be noted, however, that in your July 2008 issue, in the article “Extending the Already Long Life of Indiana’s Burr Oak” (page 42), it states: “The treatment was doused on the trunk, to be absorbed into the bark and move into the tree’s vascular system.” The Onyx insecticide (Bifenthrin) referred to works by ingestion or contact, and has no systemic properties (ability to be translocated throughout the vascular tissue), not even local. It is effective only when applied prior to adult emergence (as the label states) because the adult insect (beetle, moth or other winged insect) will ingest the product as it bores its way out.

Furthermore, even if Onyx had systemic properties, your best results would still come from ingestion by the adults due to the damage to the vascular tissue inflicted by the feeding larvae. (Trees that have been attacked by borers often do not have good (or even consistent) water/nutrient movement and for this reason systemic products are not adequately distributed.) This is part of the reason wood boring insects are so difficult to control.

As a licensed, professional applicator (in two states) and certified arborist, I have seen my share of borers and I love the attention now given to the tree health care end of our business. (rather than just cutting). I am always on the lookout for new solutions to improve tree health and when they come up with a systemic product that is as effective as Onyx, I’d love to know about it!

Thanks a bunch, and make it a great day!
James Molinaro, owner/arborist
Country Wide Tree Care LLC,
Boise, Idaho

Watch that terminology

In regard to the article “Effective Nutrient Management for Trees” (TCI, July 2008), first, I would like to thank Dr. Kujawski for his effort to send a message on tree fertilization. I would think that he would desire that his message be clear and well defined. One thing my professor in tree biology made very clear is that clearly defining terms is critical. I would like to address some of the terminology that I have come to understand. Please understand that you do not have to agree with my definitions, but you will understand what I am saying.

Tree fertilizer conversations must start with the elements. Food is a substance that, mostly, provides an energy source. Nutrient is a substance that provides an energy source, i.e. “elements,” and other substances essential for life, in types and amounts that can provide a healthy life. Trees cannot absorb a nutrient.

Fertilizer is a substance that provides “elements,” as salts mostly, or in bonded forms that require microorganisms to alter them into forms that can be absorbed by plants. Elements are single groups of atoms of the same kind, such as calcium and nitrogen. They are not nutrients and, as I define nutrient, trees cannot absorb a nutrient. Elements (not nutrients) can be found in the Table of the Elements.

The word “minor” is often used to describe micro-elements. I call them micro elements because they are anything but minor. When one is lacking, that will be the determining factor in the health of the tree – Liebig’s Law of the Minimum.

I do agree that the fertility levels for trees must come from areas such as old growth forest. I did some pedology work doing that. However, the people testing the soil for me did not test for all of the essential elements. With the Law of the Minimum in mind, the tests fall short.

Also, it was recommended to inject the soil 6 inches down. In my studies, many of the absorbing roots (unlike a paper towel) were found in the upper four inches of soil. If I injected the soil at 6 inches, then the roots at 4 inches will not get the stuff. I just penetrate the soil enough so that the medicine (water and essential elements) is near the top of the rhizoplane.

I agree with most of what Dr. Kujawski was saying about mulching. However, only if the mulch is kept back at least 6 inches from the trunk flare, no more that 3-4 inches thick and flat. Not fresh chips!

There are 17 known essential elements for trees: carbon, hydrogen, oxygen, nitrogen, phosphorus, potassium, calcium, sulfur, magnesium, manganese, iron, copper, boron, molybdenum, chlorine, zinc, nickel [sodium, cobalt, selenium?]. Fourteen of the elements come from the soil. When I fertilize trees, especially mature trees, I try to keep nitrogen to a minimum. I often apply microelements to the soil and foliage. I would like to see someone explain how trees absorb elements via the foliage.

I know this terminology is going to agitate some people. Calling an element a nutrient surely agitates me. I promised my professor that I would help get these terms and others clearly defined (www.treedictionary.com). I would like to see more stories about optimum fertility levels for trees. I do have partial results for elements...
for many species of trees from old growth forest in U.S. I will share them with anyone. I would like to work on a project testing for all essential elements. We are required to stop fertilizing trees as if they were corn.

John A. Keslick, Jr.,
consulting tree biologist
Keslick and Sons Modern Arboriculture
Chester Springs, Pennsylvania

Call back

Due to an editing error, the photo credit for all the images in the article “Maintaining George Washington’s Historic Trees” in the August 2008 issue of TCI was omitted. All photos were by the author, Anne Galer.

That’s Woolly, not Woody

Due to another editing error, in the headline and in the table of contents page listing for the article “Fighting Hemlock Woolly Adelgid: One Man’s Plight to Save the Eastern Hemlock” in the July 2008 issue of TCI, the word “Woolly was misspelled. The editor regrets the error – and has thus far been somewhat dismayed that the only one who seems to have noticed was the author!

We’re going up in price

Starting September 1, 2008, the new subscription prices for TCI magazine are $40 per year for domestic subscriptions and $60 per year for foreign.

If, as a U.S. tree care business owner or manager, you are receiving a complimentary copy of TCI, nothing will change. You will continue to receive TCI for free as long as you continue to fill out and submit the subscription card that is included in every magazine. You must do this at least once every three years, but it is preferable that you do so once every year.

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Q. Can we make it any cleaner?
A. You tell us.
By Rick Howland

The tree care industry can be a dangerous one, but is becoming less so as the days go on, thanks to two things that can work independently or in concert with one another: Safer equipment and better operator training.

The chipper is a perfect example. You might think you recognize all the improvements that have been made in chipper technology over the years, but you are likely to be wrong. Sure, you can click off the major steps in safety and training, but there is some very subtle, very effective engineering that’s working on your behalf, thanks in large part to a savvy manufacturing group that wants you and your employees to be efficient in your job and safe enough to, yes – go home to your family each night, but also to come back and buy more, bigger and better machines.

Case in point is Vermeer. According to Todd Roorda, solutions specialist for the environmental business segment at Vermeer Corporation, “In 1985, Vermeer established the first successful configuration of the feed intake for brush chippers that provided a strategic shape and size to help keep operators away from the feed rollers and knives of mechanically fed brush chippers.”

This safety strategy is often referred to as “safety distance guarding.” Since most brush chippers are hand-fed, it clearly makes sense to put distance between the operator and the feed rollers. The structure that defines this shape serves as a mechanical barrier so the operator cannot touch the feed rollers and knives of mechanically fed brush chippers.

This patented feature includes dual sensitivity settings so the operator can reduce the sensitivity of the bar in difficult feeding conditions. This selectable sensitivity feature together with the location and design of the bar are intended to minimize the potential for limbs striking and tripping the bar while also providing an important safety advantage. Along with the bottom feed stop bar, an upper feed control bar now...
adds another stop position to allow the operator to stop the feed by either pushing or pulling the bar.

“These features are built into every Vermeer chipper,” Roorda says.

“We also have a program called Tech Reach in collaboration with Manpower nationally and with other manufacturers for people wanting to learn to be climbers or run chippers,” says Roorda. “We do multi-day events that go through various disciplines, including operator safety, from how to hook up and tow your chipper to its safe operation.”

The most recent addition to the Vermeer chipper line is the BC2100XL, a 21-inch chipper launched in January 2008. This unit is designed to accept entire trees, so it’s popular with contractors doing site prep and land clearing as well as some residential takedowns.

“With the 2100, you don’t have to spend a lot of time de-limbing a tree. This machine has more pulling power (10,000 pounds) and crushing power (4,500 pounds) than any other chipper we’ve designed. This increases efficiency enormously,” Roorda concludes.

“What we talk about most is physical safety,” says Dennis Beam, former president of Woodchuck Chipper Corp. and now sales manager for Altec Environmental Products. “It is part of the company’s whole philosophy about being smarter and safer.”

The same is true for Altec’s Sentry training program, according to Beam, which offers either computer-based or on-site instruction for every Altec product, leading to user certification on proper equipment usage and injury reduction. (Altec has trademarked its brand statement, “Helping crews work safer and smarter.”)

“The panic bar was introduced a couple of years ago at Woodchuck and carried over to Altec products,” Beam says. “We think this is the premier safety device for chippers in the industry, and Altec continues to refine and to make the bar more user friendly into its second or third generation.” This is the bright green bar set up between the operator and feed system and is standard on all Altec Environmental Products equipment featuring the control feed system. (With self-feed types, Beam says there is no way to incorporate that bar.)

He adds that Altec continues to ensure that all safety guarding is correct on all products to meet all standards, and takes steps to ensure that operators are protected from moving parts while operating the machine or accessing the machine for maintenance.

“We have secured the machine to include padlocks, which slows operator access to ensure that the machine has stopped rotating and also to ensure that only authorized and properly trained personnel have the tools and can access those areas,” he says.

The actual configuration of some Altec models is also contributing to safety. Beam notes a growing interest in what is called the curb-feed system, which allows an operator to side-feed and thus avoid feeding from the back of the chipper, an important consideration when the operator’s back is facing oncoming traffic in urban areas. The curb feed offered in 12-inch models is set up to allow operators to face rearward, toward oncoming traffic, and removes them from being between the traffic and the machine.

Additionally, on models featuring a winch (standard on larger models), Altec employs a line made of a material that does not store energy under strain (think a stretched rubber band) with the potential of lashing about if snapped, thus potentially injuring an operator or damaging the chipper. Instead, Beam says, if the line breaks under load, it merely drops to the ground.

“Finally, he says, “There is no substitute for training, and there are warning labels on each machine.”

Rob Faber, commercial sales specialist at Morbark, says safety is the most important issue at the company.

“Our major safety measures include
the length of the infeed chute, some 85 inches from the pinch point of the feed wheel to your feet. This is a general rule intended to ensure that the operator is kept at a safe distance from the business end of the chipper,” he notes.

Next, Faber says, there are two safety cables in the infeed chute. “If an operator feels he is being pulled in or getting caught up, there are two hanging cables to pull on that will cause the feed bar to go into reverse.”

“We also feature a safety switch on the chipper hood. If you pull the pin that holds the hood in place while the engine is running, it will shut down the machine and will not allow it to restart until the pin is replaced.”

Morbark makes eight chipper models with capacities ranging from 6 to 20 inches, and with horsepower ratings from 25 to 325. Faber says.

Jerry Morey, president of Bandit industries, says chipper safety is an industry-wide issue. “We would like to thank all the tree care services that have instituted regular chipper safety training programs, and we also applaud the efforts of the industry trade associations that are working hard to make worker safety a top priority.”

“At Bandit, we continue to stress proper safety training and operation as the best way to avoid accidents. Above all, always follow ANSI and OSHA standards,” says Morey.

“We do our part as well,” Morey says, pointing out the safety features on all Bandit chippers. These include guards to cover the hydraulic pump belt drive, chipper drive belts, feed wheel drive couplers and bearing retainer; wooden pusher paddle to help the operator feed small wood debris; safety decals prominently displayed and available in multiple languages (Spanish/English combination now standard); patented mechanical spring lock pin that prevents the disc's hood pin from being removed when the disc is turning. (The disc's hood won't open until the disc has come to a complete stop) and a padlock to prevent unauthorized persons from accessing the disc or drum; patented last-chance pull cable located inside the infeed hopper and used to stop and reverse the feed system; patented fold-down infeed tray cushioning springs, which reduce the effort required to raise and lower the infeed pan (standard on larger, heavier Bandit chippers, from Model 250XP on up); availability of equipment in two safety colors, Bandit yellow or alert orange; and an electronic limit switch on the disc/drum hood-pin lock-out to prevent the engine from being started without the hood pin in place.

Safety also involves ergonomic design, Morey says, so “look for low-risk positions..."
for any operator, such as low force, low stress operation, no repetitive motion functions required for operation, and easy-to-read gauges.”

Chuck Ritz, president of Karl Kuemmerling, maker of the Mitts & Merrill brand chipper, is convinced that the basic technology of a chipper contributes to its safety, and that is why he advises buyers to purchase a drum-style chipper, which he says is unlikely to pull an operator through the cutting area.

“When feed-roll chippers first came out, they were said to be the safest on the market, but it didn’t prove out to be that way,” opines Kuemmerling. “To my way of thinking, the drum style is safest, although the feed-roll types have their advantages in being able to take in vines and branches.”

Safety features on Bandit chippers, such as the 255XP shown above, include guards to cover the hydraulic pump belt drive, chipper drive belts, feed wheel drive couplers and bearing retainer; a wooden push paddle to help the operator feed small wood debris; safety decals prominently displayed and available in multiple languages and infeed tray cushioning springs.

Safety is a process that needs to be shared with the industry, according to Sal Rizzo, president at Salsco, which he says has been making its chippers with safety bars and emergency stop buttons in the feed-operator area for nearly 20 years.

“Our equipment has been safe right along, and we would not put one on the market that wasn’t,” says Rizzo. “It doesn’t matter who is first with new technology, it matters that all equipment has it. If we come up with a safety device, I feel strongly that everyone should have access to it. That’s why we do not patent ours.”

Salsco makes chippers ranging from 3.5 inches to 18 inches, both PTO and engine
Chipper accidents, according to Tim Walsh, boil down to three possible events. And three groups – the manufacturer, tree care company owner and operators – share the responsibility for safety.

Walsh has taken a particular interest in chipper safety and has spoken on the subject at TCI EXPO. First and foremost, he is a tree care professional, with nearly 30 years of experience in the field, so he knows what he’s talking about.

“Chipper safety is pretty simple. It boils down to three ways someone is killed or injured. They are drawn into a running machine by hand or foot caught in the in-feed system or through an open access panel while drums are still turning,” Walsh says. “Annually, our industry experiences 30 to 35 fatalities involving chippers in the U.S., and virtually all fall into these categories.”

“‘To combat that, never stick hands and feet in the end feed area or open the access panel without performing proper lockout procedures. If we, as a profession, can do that we can reduce injuries from chippers by 99 percent.’

The bigger picture, he maintains, is that everyone involved needs to be doing something to ensure safety.

“Safety takes everyone. Manufacturers do what they can to build safer machines, business owners need to do their jobs in terms of ongoing training and oversight, and supervisors, trainers and everyone in the field – right down to the newest hires – all have responsibilities. But it starts with manufacturers building machines that are as safe as they can be.”

He warned that even when company owners make good decisions on machines they buy, the situation changes when the machine goes into the secondary, or used market. “We see people who buy a used machine often without all safety equipment and labels in place,” notes Walsh, adding that manufacturers do try to track machines, especially for the purpose of retrofits or the advent of new safety features, often at low or no cost to the owner. Walsh warns that if a machine was built with certain safety gear, make sure it is in place and working. Also, check with the manufacturer for safety upgrades or retrofits.

He says company owners should buy good equipment and keep it all maintained properly, ensuring that the safety features work, and also train and supervise their employees in the proper and safe use of a chipper. “Don’t put yourself at risk,” Walsh warns.

As for the employee, “We in the field need to listen to training and directives from our company, do daily maintenance and report malfunctions or other safety issues.”

Walsh is of the opinion that many chipper accidents can be avoided by the operator. “That means standing off the center line with your feet on the ground. As you start the feed, turn away.”

And always pay attention. The worst thing you can have is an inattentive worker operating a chipper.

Driven, and manufactures other products for six different industries, Rizzo says, “so safety is a big concern.”

New to the chipper market is U.S. Praxis, known for its splitters and stump grinders until the spring of this year. “Building on its success in the log splitter and stump grinder markets, U.S. Praxis recently entered the chipper field with the Praxis Wood Chipper,” says Jim Cornelius, company president. “Our goal was to build a wood chipper that was small enough to fit through a standard 36-inch gate but with a large enough chipping capacity to take on 6-inch limbs.”

In the past, Cornelius notes, users shied away from gravity-fed chippers due to a tendency for debris to kick back at the person feeding the machine. He calls it “chuck and duck.” Praxis overcomes this with a rubberized screen for additional safety.

“Another safety feature is an operator safety switch on the cover of the flywheel,” he says, “so that, if the cover is opened, no...
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one can start the engine.”

“We take a simplistic outlook,” says Bob Engler, president and owner of Woodsman. “We feature a three-sided control bar that protrudes from the structure of the feed hopper, allowing easy access to the control bar. We don’t do pull cables and some other features because our view is that we abide by ANSI recommendations, and, second, events happen so quickly that operators don’t have much time to think. We think the three-sided control bar is safest and we make it standard on all Woodsman units. That way, it’s simple for a quick reaction by an operator or someone standing by.”

Woodsman makes drum style chippers in four models, from 6 inches to 20 inches, and also has a full line of biomass chippers used to make fuel for biomass energy generators.

In addition to exceeding the reach standards (edge of the tray to the pinch point of the feed rollers), Echo Bear Cat features a unique four-position control bar (reverse, forward, neutral and reverse again). This gives the operator two opportunities to throw the hydraulic-feed machines into reverse, thus backing material safely out of the feed area.
According to Joe Dietz, product manager for Echo Bear Car products, “What we do is unique in that the hydraulic-feed models, featuring a reverse on both ends of the control bar. If an operator feels a threat as a branch is drawn in, he can do what’s easiest – either pull or push the feed roller control bar and get the feed into reverse to back material out.”

**Conclusion**

Safety is everyone’s concern, says Tim Walsh, who has taken a particular interest in chipper safety and has spoken on the subject at TCI EXPO (see sidebar, page 36). As you look at the offerings in today’s market, Walsh says, consider that the manufacturers are doing what they can technology-wise, but also doing what they can to help you remember that you, the buyer, and your users need to be trained and aware so your chipper remains the asset it was designed to be.

**Tim Walsh**

Consider that the manufacturers are doing what they can technology-wise, but also doing what they can to help you remember that you, the buyer, and your users need to be trained and aware so your chipper remains the asset it was designed to be.
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STUMP GRINDERS AVAILABLE WITH THE FOLLOWING WHEELS

Please circle 27 on Reader Service Card
By David Rattigan

Today’s aerial lift is designed with safety in mind, but the most important thing in keeping tree care workers alive is the mindset of the operator.

Whether you’re climbing to great heights or barely off the ground, tree work can be dangerous. If there’s any doubt of that, one need just check the statistics, keeping in mind the general belief in the industry that accidents are underreported.

Bucket trucks and aerial lifts have made work in tall trees easier and safer, and a passerby checking out a tree care crew might note a business-like, matter-of-fact approach most crews take to tree trimming or removal jobs, even in difficult circumstances. With an experienced crew doing the work, even the tough jobs often look easy.

But when the workers’ approach becomes too relaxed, the results can be tragic.

“I have to look primarily at fatal injuries, because really that’s the only thing we have good statistics for,” says Peter Gerstenberger, TCIA’s senior advisor for safety, standards and compliance. “The leading cause of aerial lift fatalities are falls from the aerial lift, and the leading cause of the falls is failure to use any fall protection whatsoever in the bucket. It really hasn’t proven to make any difference what sort of fall protection one uses – although that’s a controversial issue with OSHA but whether the person is using any form or fall protection at all is more telling.”

According to Department of Labor statistics compiled between 1984 and 2002, there were a shade more than 300 fatal accidents in tree care, of which 25 percent were falls. Of the 67 falls, 20 were bucket operators. Gerstenberger notes that in TCIA’s experience, the federal statistics usually reflect about one-third the actual numbers of fatal accidents found through independent research.

Manufacturers of aerial lifts continue to design lifts that are safer than ever, with a variety of additional features that make the lifts smoother and safer to operate. But the daily recognition of just how dangerous this work is, and adherence to a routine of training, inspection, and use of proper techniques, is another important piece of the safety equation.

Sometimes, operators simply get too comfortable in a dangerous position.

“There are two things working against us,” Gerstenberger notes, “the complacency factor and – this is somewhat age related – the feeling of invincibility, and/or just the macho attitude.”

Even for those with high skill level and comfort, there are inherent dangers that come from being that far above the ground, and working at times in proximity to power lines. Bouncers – branches or other heavy pieces that veer off course – can strike the boom or whatever it’s mounted on.

The second leading cause of lift fatalities is the failure (and breakage) of a portion of the boom, typically the rotating mechanism or Fiberglas components.

Gerstenberger notes that these are usually the result of two factors: “very old aerial lifts, and inadequate inspection – which could mean not enough inspection, or not frequent enough inspection.”

But with such a high number of falls, significant evidence points to the overconfidence of operators, reflected by the fact...
that a bucket truck typically comes with a safety harness that often goes unused. “If it’s new, the harness is provided by the manufacturer,” Gerstenberger says. “Typically, it’s around somewhere and they have a body belt and a lanyard, or they may have a full-body harness, but they just don’t like the aggravation of putting it on and taking it off.”

**Evolution of the lift**

John Mlaker, president of Wisconsin-based MAT-3, Inc., which manufactures five types of truck-mounted aerial lifts, notes that the evolution of lift design includes more built-in safety components. Booms are built with better insulation and better strength. Fail-safe devices are built into the mechanisms.

Safety features that some manufacturers used to use as selling points for their machines have now become standard. Many of those safety features have been included to compensate for operator error that might come as a result of an insouciant, or overly relaxed, approach.

His company’s lifts include interlock systems to cut down on operator accidents. For example, outriggers need to be deployed in order to operate the aerial power. And, at the platform controller, an operator needs to squeeze the trigger and hold it in order to then direct a bucket movement. “Just moving the handle does not cause the bucket to move,” he says. “You have to do that interlock action to make it operate.”

“A lot of it keys back to accidents that have occurred in the past, where operators would just try to operate off the side of the truck without putting outriggers down, and tipping units over,” Mlaker says, adding, “or something happening where, they’re up either near power lines or up in the tree and something falls into the control area and moves the handle; the next thing you know they’re in a dangerous position. So the interlocks have evolved to try to make the unit safer to operate in various conditions.”

“What’s starting to evolve over time is that safety standards for aerial devices are slowly coming around to making these features required on all units,” Mlaker says.

Jon Hedlund, National Sales Manager for South Carolina-based NiftyLift, Inc. USA, the manufacturer of hydraulic truck- and track-mounted, tow-behind and self propelled lifts, says every manufacturer will see something in his product that makes it safer compared to its competition. “I think mine are built safer because they’re hydraulic, over electric,” Hedlund says. “You’re not relying on solenoids and relays and electronics to function correctly. You’re in 100 percent control 100 percent of the time with a hydraulic over an electric-powered unit.” That is not the case with some other mini or spider-type units in the industry, he says.

“With proportional controls, you can open the control completely and it will just smoothly move the machine,” Polonski says, comparing it to hydraulic controls. “It’s like riding an elevator. It’s extremely smooth and easy to operate. You don’t have to worry about the basket dropping from under your feet, or flying up, or to the left or to the right. That’s what happens to aer-

The second leading cause of lift fatalities is the failure (and breakage) of a portion of the boom, typically the rotating mechanism or fiberglass components.
Here’s one way for business owners to put liability protections in place while also keeping workers motivated and improving their company’s safety culture. Among the training programs in TCIA’s Tree Care Academy is a program specifically designed for the new and experienced aerial lift operator.

“It’s good to refresh your skills once in awhile,” says Bob Rouse, TCIA’s director of Accreditation. “The program covers a broad number of topics, so it can be a good recap, and also something we’d like to see people do every few years as a refresher.”

“Safety awareness needs to be an ongoing thing,” Rouse says, “not something you just do and then put down. It has to be done every day.”

The curriculum covers a wide range of safety-related topics including general safety (falls from the bucket, chain saw cuts, struck bys, contracting energized conductors, etc.), lift inspection, general safety standards and guidelines, accident prevention, and additional training in areas such as line-clearance and aerial rescue. There is a section on electrical and environmental hazards, including lightning, and another section on truck safety.

Along with instruction are case studies of accidents taken from OSHA files.

“It goes back to creating a safety culture, and a lot of it is going back and reminding people about fundamental safety practices,” Rouse says. “The OSHA reports remind people of what actually occurred, to make a stronger point. Ultimately, we don’t want any of those to happen again.”

The program combines classroom learning with on-the-job training, and lets the operator demonstrate his knowledge and skill through both a competency certification checklist and an “Aerial List Specialist Test.”

It will help your company verify, according to OSHA standards, that you have given safety training to all of your employees appropriate to their job descriptions, while also meeting the TCIA Accreditation standard.

The program also fulfills the new law in the state of Michigan – which some observers think may be adopted in other states – requiring that all operators meet a set of standards in order to qualify as an aerial lift operator.

For more information about the Aerial List Specialist program, visit www.tcia.org.

TCIA’s Aerial Lift Specialist program aims to raise operator training level

By David Rattigan

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ial lifts that don’t have proportional controls.”

While the proportional controls are one not mandated by any standards, they add to the safety. “It’s like having power steering; power steering is not mandated, but power steering is nice to have,” says Polonski, who says that the technology is regularly used in the new lifts used in Europe.

Another safety feature on his spider-type lifts, Polonski says, is, on the tracked lifts, tracks that can be adjusted vertically and keep the unit stable when traveling on the side of a hill. “The world is not flat,” he says.

Polonski makes another allusion to the automobile when explaining American workers’ reluctance to make safety changes, such as adopting the safety suit as standard work attire.

“Everybody in the tree industry, whether you’re climbing, in the bucket or on the ground, should wear high-visibility attire,” Polonski says. “When you drive down the highway, you see all the state workers and the state police with safety vests. (On a tree-care site), it’s no different.”

Polonski makes his point with a story from TV host Jay Leno – a car enthusiast – who described a salesman in the 1960s selling Leno’s father a car featuring a new innovation called seatbelts, and explaining that he probably wouldn’t want them, but they could just be stuffed inside the seat. “A lot of these accidents are needless, and preventable,” Polonski says.

A safety movement

All manufacturers offer training and annual inspections, which might also be done by an outside company. Daily “eye-ball surveys” are recommended, and a quarterly in-house check-up is also a good idea, Mlaker says, in addition to the annual inspection. Operator training is the key need for workers, as well as re-training. That is partly because not all operating units are the same, he notes, even if they’re made by the same manufacturer.

“It could be that, over time, they can develop some bad habits,” Mlaker says of operators. “There might be things that they find that the unit can do that it actually shouldn’t be doing. So, in going back over the training, they learn that this is what the unit can actually do, and what you should, or should not, be doing with that unit.”

Often, during the annual inspection, the inspectors will find that operators will have rigged the devices to bypass some of the safety protections, such as the interlocking control. “They’ll hotwire it or tape a switch shut, so they don’t have to do the added action,” he says. “It becomes a safety issue.”

Those involved on both the manufacturing and user end hope that the revisions of safety standards (an effort led by Altec Industries, in alliance with OSHA), new safety features and the general focus on greater safety within the industry will lead to fewer accidents in years to come.

Hedlund makes the point that, with the
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increased focus on safety, tree care work is getting safer.

“The awareness is getting there because OSHA is really cracking down on knuckle-heads out in the field, getting into a lift without being aware of what’s around them,” Hedlund says. “They can be dangerous lifts, but if you’ve got awareness (and training), they’re not dangerous at all.”

Noting that his company is relatively young in the tree industry, Hedlund says the use of a lift at all is still a step forward for safety in the tree care industry.

“Number one, climbing a tree is becoming a lost art,” Hedlund opines, adding, “Liability insurance is sky high.” You’re always going to have to get high in a tree in this industry to make a living, he says, and an aerial lift, whether it be truck mounted or a self-propelled mini or spider-type lift, gets you there safer and is a lot more efficient.

“If it makes it more efficient, you’re working smarter and working safer,” Hedlund says.
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The economic news can easily give the impression that there are no money resources “out there,” a grim and somewhat misleading view of things.

There’s doubt that money has gotten much tighter. Yet, there is still investment money and loan money, as well as investors and lenders looking for a good place to put their money, particularly since the stock market, real estate market and certain sectors of the business market have lost much of their appeal. And small businesses are continuing to seek – and get – financing, perhaps not as easily, but those transactions are still taking place.

Money usually becomes the sole focus in financing decisions. But there’s more involved, much more, and those aspects can have a more lasting impact on the business’s future than the monetary aspect of the transaction.

In financing, the issue seems simple: debt vs. equity. Debt is borrowing. Equity financing involves an investment in the business.

To someone struggling to make debt payments, the idea of no debt can be extremely appealing and, in fact, a debt-free business is sometimes idealized. But that, too, isn’t as simple as it looks.

**Leverage**

Financing is awash with control issues, and debt is no exception.

Debt is a business’s leverage. A business that has room to borrow has a built-in multiplier that can create additional resources for the business. That’s leverage, but that leverage can carry an element of control.

Borrowing often carries conditions beyond the repayment requirement. In some borrowing situations, the lender stipulates what the business can and cannot do in certain situations, sometimes in the form of compensating balances, pledges of voting stock, and at times with the lender having a say in certain aspects of the business’s operations. The borrowing comes with what may be a high price in terms of loss of control.

**Short term and long term capital**

Short term borrowing – short term capital – can be immensely useful for financing short term needs, and many businesses – especially seasonal businesses – rely on short term borrowing to get them through the year. Having access to short term capital tends to be under-valued, yet it can be extremely valuable. In many small businesses, short term borrowing in some form comprises between 6 and 10 percent of the business’s capital structure.

Bankers are sometimes more willing to make short term loans instead of long term to a small business, even when a long term loan would be more appropriate. There are several reasons behind this:

- If a business is heavily dependent on one person, a long term loan may be riskier in the event something happens to that person.
- Because long term loans obviously extend over a longer period of time, there is a higher risk of matters going wrong in the business, and consequently with the repayment.
- But short term debt for a long term need means a string of refinancing, with future terms uncertain.
- Because debt reduces a business’ financial flexibility, short term debt obviously makes this a more temporary condition than long term borrowing. Long term debt with its long payback period, can tie up the business’ leverage and flexibility for a considerable period of time – the issue behind the issue.

But one aspect of debt and control operates in favor of the borrower: Debt has a fixed price or fixed cost. And this advantage can outweigh the various disadvantages with respect to control.

The cost of equity capital is ambiguous at best.

**Equity Capital**

Equity funds for a beginning business usually come from the personal assets of the entrepreneur (often savings) or the sale of stock. And, even in a tight and shrinking economy, people invest in small business that they see as having potential.

The catch, unrelated to the economy, is that investors typically want something in return, and that something almost always
involves a financial return and/or control. Investors want a piece of the action—a share of the profits and/or some ownership.

What can a small business offer such an investor? Put another way, why would someone want to invest in a small business, or how can a small business attract investors?

In a closely held company, the position of minority shareholder has little to recommend it, and most investors recognize that. Many avoid closely-held companies for that very reason, not simply because such investments carry a higher risk, but because, without the potential of a substantial return and a voice in the operations of the business, there’s no incentive for making the investment.

On the other side of that coin, most owners don’t want to give away either profit or control. Yet, outsider money can be a valuable resource for a business, and one to give careful consideration to. The issue behind the outside investor issue is, obviously, control.

Venture capital has so many horror stories attached to it that many entrepreneurs don’t even consider it. Yet, not all venture capital firms are micromanagers, completely obsessed with monthly profits and losses.

Venture capital is closely associated with expansion—which inevitably means expansion in upper management as well. Consider a business that needs good management talent to handle the expansion. Should that business get a loan to provide the needed cushion? A small company with no backing isn’t that appealing to potential investors.

Venture capital is closely associated with expansion—which inevitably means expansion in upper management as well. Consider a business that needs good management talent to handle the expansion. Should that business get a loan to provide the needed cushion? A small company with no backing isn’t that appealing to potential management: “the company is in debt, but it’s going to do well anyway—trust me” isn’t much of a sell when you’re trying to recruit the best talent you can get.

Partnership capital

The control issues involved with partnership capital are so obvious that you can’t even say they underlie the element of outside money. Control here is not the issue behind the issue—it’s front and center.

This doesn’t mean that no one should ever consider partnership capital for their business. What it says is that this is a capital investment that needs to be worked out very, very carefully, with attention to every detail. And, it needs to be worked out with attention to the future. How, for example, might a partner affect your retirement plans, particularly if you consider your business a key retirement asset?

The retirement factor

How you position your business financially will have a major impact on your ability to leverage your business as a retirement asset. The financial structure is obviously important.

How much debt should your business carry? How much leverage? How attractive is your business financially?

For many, the critical question is: how much control do you retain?

If you plan to sell the business, for example, are you still the decision-maker? Is it yours to sell? Who has what stake in the finances of the business, and who has what control?

Is your stock subject to a buy/sell agreement? Is it pledged?

What effect would a stock sale have on the voting structure of the business?

There is no “right” answer for how a business should be structured to maximize its value as a retirement asset. But there are many decisions in the life of the business that seem innocuous enough but that can have a strong impact on the eventual disposition, value and decisions involving the longevity of the business.

How you intend to position your business as a retirement asset begins now. And central to that positioning is control—the issue behind the issue.

Conclusion

Control is an element, often unrecognized, of so much of business life. When your business grows so that you need more help, there’s an underlying control issue. Some businesses never develop because of that very issue, often unrecognized.

We speak of empowering employees and of that being the only way for effective growth in a business. Yet, that empowerment involves letting go of some control in the literal sense. Some people never can bring themselves to do it.

Recognizing aspects of control and knowing when to retain it—and when to release some of it—is one of the most under-recognized elements of good management.


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Across
1. The entire part of the tree under the crown
5. Tree manager
10. First family member
11. “See ya!” when repeated
12. Squirrel’s snack
13. Tree climbing gear
16. Technological communication advance
18. Tree product
21. Dot follower
23. North pole employees
26. Shakespeare’s you
27. American Express, for short
28. Fish eggs
29. Map source
31. The general mode of plant growth
33. Personal protective equipment, abbr.
35. Dr. helper
36. Tree cover
39. Tea party state
41. Hindu deity
43. Aka bole
46. CTSP part
48. Tree climber’s knot
50. Email address intro
51. Health insurance type
56. Toro?
57. Seed-bearing organ on some trees

Down
1. Abnormal part of a woody plant
2. A tree that is inherent and original to a geographical area
3. ___mate, leaf lobes
4. Place for your trees, perhaps, abbr.
5. Morning time
6. Tree stem
7. Moved fast
8. Auto ground, abbr.
9. ___ pest, an organism a particular program is trying to control
13. Specific gravity, abbr.
14. Foot part?
15. Ready, set, ___!
17. Augusta locale
19. Tree transport tissue
20. Yes form
22. Tree growth helper
24. Projections that shape a leaf
25. Tree fluid
26. Tree product for the bathroom? (abbr.)
28. Leader stem
34. ___ roots, the major roots that support the tree
37. Expression of delight
38. A genus of about 800 species of woody trees native throughout the tropics
40. Code word, A
42. Inquire
44. Deli choices
45. ___ dominance, part of a tree’s physiology
47. Buried root ___, major indicator of a weakened tree
49. Decorative vase
52. Gibson or Brooks
53. Design detail
54. Public relations, for short
55. Abbreviation for an Olympic segment of athletic events
58. Gen predecessor
59. Madam sheep
60. Musical genre originating in Jamaica
61. Brow or versity?
63. Rainbow

Solution on page 73

Crossword by Myles Mellor
www.themecrosswords.com

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# The Blade of Choice by Tree Care Professionals

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**Accident Briefs**

*Taken from published reports.*

**Tree worker dies after 60-foot fall**

James L. Duty Jr., 48, of Henrico, Virginia, fell to his death while cutting a tree in Chesterfield County July 2, 2008. A tree climber for 30 years, Duty worked for a local tree service in Henrico.

Duty was working in a mechanical bucket that had been fully extended. He’d climbed out of the bucket and used his harness to climb higher into the tree, but his harness seat apparently was not properly secured, and he fell an estimated 60 feet, according to a Richmond Times-Dispatch report. He was pronounced dead at the scene. Virginia regulators are investigating.

**Falling tree kills worker**

A tree-service worker standing by while his boss felled a tree in a yard in west Little Rock, Arkansas, July 16, 2008, was killed when the crown of the falling tree hung up on another, causing the trunk of the tree to snap backward. Keith L. Chadwick, 52, of Little Rock, died.

Chadwick was standing behind the tree as his boss, the owner of a local tree service, cut it with a chain saw, according to an Associated Press report. As the tree began falling, its upper branches became entangled with those of another tree and its trunk snapped at the cut and shot toward Chadwick, pinning him against a fence.

**Struck-by kills resident**

A 48-year-old man from Crest, California, died July 16, 2008, when a tree he was trimming fell on top of him.

Jeffrey Behrens was cutting down a large tree near the front of his property when it fell on top of another tree, getting hung up. As Behrens was trimming away branches to free the suspended tree, it fell on him, according to a report in the San Diego Union-Tribune. A neighbor witnessed the accident.

**Tree trimmer electrocuted**

A man working for a Redding, California, tree care company under contract for Pacific Gas & Electric was killed July 16, 2008, in Palermo, Calif., when he came into contact with live power lines.

Philip Baker, 46, of Paradise was working in an aerial bucket trimming branches around charged 12,000 volt lines when the accident occurred, according to reports in the Oroville Mercury-Register, in Oroville, Calif., and on KPAY 1290 news radio.

Cal Fire crews were the first emergency personnel at the scene and attempted to revive the victim, to no avail.

**Tree trimmer falls, lands on well-placed mattress**

A tree trimmer on a ladder trimming palm trees July 14, 2008, in a residential area of Palm Desert, California, fell 20 feet after his pruning tool contacted nearby power lines. The resulting jolt sent sparks flying over his head, causing him to lose his balance and fall off the ladder, according to The Desert Sun in Palm Springs.

Just as this was happening, a next-door neighbor was throwing out an old mattress. The trimmer landed on the mattress and escaped with a scraped arm, according to police. The man was taken to a hospital as a precaution.

**Struck-by kills tree worker**

Seth Clark, 25, of Little Rock, Arkansas, died July 28, 2008, in Maumelle, Ark., when the top of the tree he was trimming fell and hit him in the head, according to a report in The Times of North Little Rock.

Clark and another employee of a local tree services company were trimming pine trees at a residence at about 4:45 p.m. when the accident occurred. Clark had just trimmed the top out of a pine in the front yard and was climbing down the tree when the top fell and hit him in the head. He died instantly, according to the report.

**Tree trimmer falls to death**

A tree trimmer fell approximately 60 feet and died July 24, 2008, in Gaylord, Michigan, according to a Michigan OSHA report. Roger Dean Overall was working for a Grayling, Mich., tree service company. No further information was available.

Send local accident reports to staruk@tcia.org.
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Bartlett achieves Accreditation for U.S. facilities

Largest company yet to complete program

Having celebrated its centennial in 2007 with almost 100 facilities worldwide, The F.A. Bartlett Tree Expert Company has started its second century of operation with a similar outstanding achievement – attaining company-wide TCIA Accreditation in the United States.

Bartlett’s 78 U.S. facilities were accredited July 16, 2008, as part of the TCIA Accreditation Continuous Audit Program. Under continuous audit, the Accreditation Standard requires an established number of a company’s facilities to be audited, and then random annual audits are conducted to maintain Accreditation. Ten Bartlett facilities were audited for compliance to begin with, all of which passed.

Founded by Francis A. Bartlett in 1907, Bartlett now operates 98 facilities worldwide, including the 78 U.S. facilities in 30 states that are now fully accredited. (TCIA does not offer Accreditation outside the U.S. – yet.) Fifteen percent of Bartlett’s operations are in Canada, England and Ireland. They also consult in Europe, Bermuda, Hong Kong, Argentina and Mexico. The R. A. Bartlett Tree Research Laboratories, founded in 1927 by Francis Bartlett in Stamford, Conn., moved to North Carolina in 1965. The company has about 1,400 employees in the U.S. and 1,700 worldwide.

Greg Daniels, Bartlett president and chief operating officer, is also a former chair of the board of the Tree Care Industry Association during the time when the Board of Directors launched the Accreditation program. When he decided it was time for Bartlett to come under the Accreditation umbrella, he did so with purpose.

“I had our U.S. Divisional managers get the tree care operation in the facility where they have their office accredited. I had each of them go through the process so that they would be familiar with it. I thought it prudent that all of the divisional managers go through the process so that they know what it is all about, what’s required by TCIA for Accreditation, and also to see how our operations measure up to the Accreditation process. Once we completed that, we then applied for Continuous Audit.”

Daniels says Bartlett’s operations measured up very well to Accreditation requirements.

“We were audited by a variety of different TCIA auditors. That gave us a pretty good objective viewpoint of what we were doing well within the TCIA guidelines. It also allowed us to look even deeper into the process and to say, ‘what are we doing right,’ in some locations, ‘what needs to be done,’ in others,” Daniels says, “because one of our strategic goals is to bring standardization to all of our policies and procedures we have in place throughout the company. By doing that, we were able to go into the Accreditation process with confidence.”

Bartlett did not use any outside consultants, but completed the entire process in-house.

“We had a central figure here, Carol Kijek, my executive administrator, who quarterbacked the process,” Daniels says.

Daniels confirms he is glad to finally have been able to get on board with the program. “I endorsed Accreditation, because I was on the TCIA board when it came into being. My only dilemma was how to go about accrediting all of Bartlett’s operations.”

TCIA offers two Accreditation options, one designed for smaller companies and one for multiple-branch companies that requires continuous, random audits. Bartlett opted for the Continuous Audit process.

“Once we decided to go ahead with it, Peter Becker, vice president and division manager of our Mid-Atlantic Region, volunteered to put his division through it first,” says Daniels. “He reported back to our managers on the process, and I then required each of our divisional managers to go through the process at the facility where they reside.”

“It took about a year for the first 10 facilities to complete the process and, although they had most of the required systems in place already, management learned a few things along the way,” Daniels admits.

“We found that most of our facilities do things well, we just weren’t doing them all the same. Knowing this has helped us with our procedures. We have living procedural and policy documents that are on the company’s intranet site for continual review by our field operations. We found that unless we are continually checking those procedures, that operations could stray. This gave us an opportunity to tighten things up a little bit and to make sure that our operations are current with all procedures.”

“The fact that the documents on the intranet could be updated easily in real time, Daniels says, helped when making changes related to Accreditation. “It helped us immensely, because we were able to make changes once a deficiency was spotted.”

“Bartlett already had a number of departments in place that continually monitor the company’s compliance. “They have electronic access to review compliance at all field operations,” Daniels says, adding that the TCIA Accreditation process should complement these procedures. “TCIA helped with a number of suggestions to help fine tune some of those requirements.”

“It was a pretty easy process overall,”

Greg Daniels

Bartlett added a 100th anniversary logo last year. This year it can tout its TCIA Accreditation credential.
Daniels says. “We agreed with everything they suggested, and everything they did suggest was employed at that operation within a few days and will be employed throughout all of our operations. Most of the suggestions were very constructive.”

Peter Becker, who put his own Baltimore facility through the Accreditation process, says Bartlett has always had standard operating policies and procedures. Going through the Accreditation process reinforced the value of some of those practices.

“An example of that would be, maybe 14 or 15 years ago, we asked our local offices in my operating division to develop a local office business plan,” Becker says. “We created a template for that. That practice was used in a few operating divisions but not all, and then that policy was adopted into the strategic plan. All offices now do that.” Having a local office business plan is a requirement of Accreditation, “and I think that made a lot of people see the value of already having it in place.”

A similar path was followed, starting at the division level, for a local office safety plan, which is another Accreditation requirement, says Becker. “Accreditation allowed us, essentially, to see value in some of these business planning practices that we’d asked people to do.”

Becker says the type of issues his office, being the first in the company, ran into were more a matter of determining what Accreditation was looking for and putting Bartlett’s version of that information into the format called for in the Accreditation requirements. So an office manager took the task list based on Accreditation requirements and developed Bartlett’s references for each area.

“It was a matter of becoming familiar with the Accreditation criteria and then saying, OK, we have that practice in place at Bartlett – here it is,” Becker says.

One example of this was converting company-wide accounting data into data for that individual office. A similar issue came up for verification of loss-control data related to accident claims and reporting for the individual office as opposed to the company as a whole.

Becker is Bartlett’s representative to the ANSI A300 Standards Committee. It was important for his staff to see the incorporation of A300 standards related to work order requirements in the Accreditation program. “We do everything through an electronic landscape manager program and comply with A300 standards through this inter-proprietary program that Bartlett has developed. I know the reps in the Baltimore office were impressed with the ability to see how that overflows into the credentialing for Accreditation.”

In the end, Becker’s Baltimore office, which has about 25 employees and garners annual revenues of about $4 million, made Bartlett the second company to achieve TCIA Accreditation in Maryland. They have already incorporated the credential into their local advertising and recruiting efforts.

“We are stressing in employee recruiting that the Baltimore office is a TCIA-accredited facility,” Becker says, noting that the credential can make a difference for job seekers. “So there is the opportunity of using that for employee recruiting and retention as well as proactive management objectives.”

While Daniels sees Accreditation as an asset for Bartlett, not being accredited will become more and more of an issue for other companies going forward, he says.

“It is going to hurt those who don’t have it perhaps more than it will help those who do have it, because I believe it will become the new business standard for the industry. Consumers will automatically look for accredited companies. Companies that are not accredited are going to be at a disadvantage,” Daniels says. “There is no question that before too long bid documents will require companies to be TCIA accredited, which I think would be great.”

There is an additional marketing advantage, he says. “We’re going to notify all of our existing clients through our quarterly newsletters that we have attained this credential,” he says. “I think it’s a real confidence builder for your clients to know your company has measured up to standards that were set outside of your organization.”

He is not the first company leader to compare the Accreditation credential to creation of the certified arborist designation for arborists years ago. “When the certified arborist came into being, it became a credential that most people felt they needed. Business Accreditation is a big thing.”

Providing this credential for clients goes along with what Daniels sees as the biggest challenge in commercial tree care businesses today.

“I personally think you can get lost in so many distractions that are going on in business today – personnel issues, regulatory issues, insurance, the economy. Staying focused on providing the best customer service possible and not letting distractions take you away from focusing on your customers, to me, is a challenge.”

Even had he not been part of the Board that sanctioned the development of an Accreditation program, he would recommend any company pursue it.

“I would definitely do it and, quite frankly, I would not have stood behind it if I didn’t think we could put our company through it or if I didn’t think it was valuable. It is a significant investment in time, and a significant investment in money, but the return on that investment will be more than realized.”

All Bartlett’s U.S. facilities will have a plaque on the wall acknowledging their accredited status, and Daniels says each office is expected to be in compliance. “They know that in this Continuous Audit process they could be picked at random for an audit, so that they always have to be aware that the audit could happen. I’m fully confident that our operations are compliant, that they operate their businesses in such a manner that a random audit would not reveal too much deviation from one operation to the other.”

Daniels recently complimented the entire group of managers on reaching the Continuous Audit status.

“We are now the largest accredited tree care company. That puts us up there on a pedestal with all the other companies that are accredited,” he says. “For us to get our arms around something as large as doing 78 offices was a daunting task when we first discussed it.” Daniels says, “but once we got into it and got those first 10 under our belt, I think everybody else now feels pretty confident going forward.”
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By Catharine Mannion, Ph.D.

What is attacking my ficus?

During the summer of 2007, some of the ficus hedges and trees in the Miami area were rapidly dropping leaves. Upon closer inspection, there appeared to be a small, white insect feeding on these plants. This insect, actually a whitefly, was identified as *Singhiella simplex* (Singh) (Hemiptera: Aleyrodidae), which had never been reported on the North American continent.

Although whiteflies look like small moths, they are more related to scales and mealybugs. They are not moths and they are not flies. These insects typically feed on the underside of leaves with their needle-like mouthparts. Whiteflies can seriously injure plants by removing nutrients from the plant when they feed, which can cause wilting, yellowing, stunting, leaf drop or even death.

The biology of the fig whitefly is similar to other types of whiteflies in Florida. The eggs are usually laid on the underside of leaves. Most of the eggs will be along the center vein, however, some eggs can be found anywhere on the underside of the leaf. The eggs are very small, shaped like a banana, and initially pale yellow. They turn a bronze color as they age.

In approximately 10 days, the eggs hatch into the crawler stage. The crawler stage is very small and oblong in shape. It will wander around the leaf until it begins to feed. From this point until it becomes an adult, it remains in the same place, feeding on the leaf. Most of them remain on the underside of the leaf; however, some will go to the upper surface of the leaf to feed. Usually this is an indication of having a high population of whiteflies.

These feeding, non-mobile stages (nymphs) are usually oval, flat and simple in appearance. They start out very small, and almost transparent, but become larger as they mature. Most of the damage to the plant is caused by these stages. The life cycle of this whitefly takes about one month. Once the adult emerges, it leaves behind a pupal skin that can remain on a leaf for a long time. This is one of the most obvious signs on the leaves, because it is white, oval and large enough to see with the naked eye.
Unfortunately, this is not the best way to determine if you have an active infestation. It only tells you that you have had the whitefly, but not if there is a current problem.

The leaves of ficus trees infested with whiteflies begin to turn yellow and the tree starts to defoliate. Once this starts, the leaves will rapidly drop from the infested parts of the tree or hedge. This rapid leaf drop is one of the sure signs of a whitefly infestation. Although there are steps that can be taken to control this pest, once the leaves start dropping, there is nothing that can be done to stop the leaf drop in that particular section of the tree or hedge.

In most cases, the plants will grow new leaves, but it will be important to protect them from more whitefly infestations. In some cases, some branch tips or branches may die and in rare cases the plant dies. Generally, plant death is a result of other problems with the plant in addition to the whitefly. As soon as new growth is evident, this would be a good time to apply a systemic insecticide to the soil if it has not already been done, so that the new leaves are protected against the whitefly.

This whitefly is a pest of ficus only and has been most commonly found infesting weeping fig (Ficus benjamina) but has also been seen on F. altissima, F. bengalensis (also called “banyan tree”), F. microcarpa (Cuban laurel), and F. binnendijkii. Weeping figs are commonly used as hedges, but also grow as trees. Other hosts include the strangler fig (F. aurea), fiddle-leaf fig (F. lyrata) and banana-leaf fig (F. maclandii). This whitefly may eventually be found on other species of ficus so it is important to monitor all types of ficus. The ficus whitefly does not appear to favor any particular size of tree or hedge because it has been found on very small and large trees and hedges.

Controls and containment

Although efforts to understand and control this pest are ongoing, there are several potential options for whitefly control. It is necessary to consider the site (landscape, hedge, large tree, container, production, etc), the size and number of trees, and the surrounding environment before taking steps to control this pest. In the landscape, several natural enemies have been observed attacking the ficus whitefly, which can play an important role in controlling this pest. These insects include predatory beetles and lacewings and parasitic wasps. Awareness of these natural enemies is very important so decisions for additional control measures can be made wisely so as not to also kill the natural enemies. These natural enemies will be important in the long-term control of this pest.

Monitor any ficus plants for early signs of infestation because it will be easier to manage the pest before it builds to high populations and causes major damage. Some of the later stages of the whitefly on leaves that have been dropped from the plant can continue to survive. Therefore, if infested trees or hedges are trimmed, either leave the clippings on the property to dry...
out or bag them before removing. This will reduce the chance of spreading the insects to other areas. If clippings are being transported in a truck, be sure to either bag them or cover these clippings with a tarp.

The current recommendation to control this pest in the landscape is to drench the soil around the base of the tree or hedge with a product that contains a neonicotinoid compound (clothianidin, dinotefuran, imidacloprid or thiamethoxam). These insecticides are systemic, so that when they are applied to the soil they are taken up by the roots and moved into the leaves. It is important to use sufficient water to get the insecticide to the roots of the plant to get the most benefit from these products. If you are applying these products to a very large tree, it may take weeks and possibly a month or two for the insecticide to reach the leaves. In most cases with hedges, it will probably take several days to two weeks, depending on the height of the hedge.

Typically these products can then provide protection against the insects for many months. It is unknown exactly how long these products will last in ficus trees/shrubs in Florida, but at least six months is expected and maybe as long as eight to 12 months. It is advised, however, to monitor the whitefly infestation every three months.

The table below lists the insecticide active ingredient and trade names of the available products recommended for soil application. Over-the-counter products are those you can typically purchase at most retail stores. These would only be recommended for those situations in which a homeowner wants to apply the insecticide and that the trees or hedges are relatively small or short. In most situations, however, commercial products should be obtained from an agricultural or landscape supplier and applied by a professional.

In certain situations, a foliar application of an insecticide may be appropriate. Some insecticides can be sprayed on the leaves and provide faster knockdown of the insect. However, none of these products are going to provide long term control. It is recommended that a foliar application be done only in addition to the soil application of one of the above listed products. A foliar application may be considered when there are numerous adults flying. But it is important to realize that the adults do not live very long (a couple days), so they are not the best way to determine the level of infestation.

Some of the insecticides that can be applied to the foliage for whitefly control include Allectus (imidacloprid + bifenthrin), Aria (flonicamid), Avid (Abamectin), Azadirachtin, Distance (pyriproxyfen), Endeavor (pymentrozine), Endosulfan, Judo (spiromesifen), Talstar (bifenthrin), Talus (buprofenzin), and Tristar (acetamiprid).

Additionally, the products listed in the

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Trade Name</th>
<th>Over-the-Counter</th>
<th>Commercial Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clothianidin</td>
<td>Arena 50 WDG</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Aloft (combined with pyrethroid)</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Dinotefuran</td>
<td>Safari 20 SG</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td></td>
<td>Spectricide Systemic Tree &amp; Shrub Insect Control + Fertilizer</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Imidacloprid</td>
<td>Merit 75 WP, 75 WSP, or 2F: CoreTect Bayer Advanced Tree &amp; Shrub Insect Control</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Thiamethoxam</td>
<td>Meridian 25 WG</td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>

This table lists the active ingredient and trade names of the available insecticides recommended for soil application for eliminating whitefly.
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above table can also be applied to the foliage, but it is not recommended to use these products on both the leaves and as drench to the soil. Whiteflies can easily become resistant and no longer controlled by groups of insecticides when the insecticides are repeatedly used or misused. Therefore, it is important to rotate among insecticides with different modes of action. All the insecticides suggested for drenching (listed in the table), Allectus (imidacloprid + bifenthrin) and Tristar (acetamiprid) are in the same chemical group and have the same mode of action. Unfortunately, for the drench applications, there are no other choices and using these products more than once or rotating among them is the only option. Therefore, it is extremely important to not overuse these products. It is recommended to rotate among the different insecticides for a foliar application.

Many of the foliar insecticides are contact insecticides and, therefore, must come in contact with the insect. Additionally, these products typically do not last more than two to three weeks. When using a contact insecticide, it is important to get excellent coverage of the leaves; especially the underside where most of the whitefly are feeding. If good coverage cannot be obtained, then a systemic insecticide may be a better choice.

Insecticidal soap or horticultural oil sprays may also be an effective, but temporary, method of control for homeowners. But, as stated above for contact insecticides, thorough coverage of the underside of the leaves is especially important. It will also be necessary to repeat these applications every seven to 10 days. The use of other types of insecticides will likely be necessary to control this pest.

Insecticides with systemic properties applied as a drench to the soil tend to be less detrimental to the natural enemies. No matter what insecticide is selected, it is very important to check the insecticide label to determine if the insecticide can be used in the environment you plan to use it (i.e. landscape). Note that many of the products containing a systemic insecticide also have restrictions about using near water (ponds, lakes, rivers, etc.). Always follow the label directions: "The label is the law."

This new pest may be like many other new pests that have established in Florida. At first, their populations become very high and they cause a lot of damage. After several years, these populations begin to dissipate without human involvement because the natural enemies have taken over and can keep the pest populations at a lower level.
dissipate without human involvement because the natural enemies have taken over and can keep the pest populations at a lower level. At this time, insecticides are necessary to control this pest, but it is critical to make careful selections of insecticides and to not misuse or overuse these products. This pest is here to stay, but with careful management, we will become less reliant on the insecticides and allow the natural enemies to take over.

For more information, contact your local Extension agent, or visit the UF/IFAS Miami-Dade County Extension Web site for updates http://miami-dade.ifas.ufl.edu or http://trec.ifas.ufl/mannion/

Catharine Mannion, Ph.D., is an associate professor in the Department of Entomology & Nematology at the University of Florida’s Institute of Food and Agricultural Sciences Tropical Research and Education Center in Gainesville, Florida.
Partnerships are driving new tree care coverage protections

Ogilvy-Hill Insurance noted its 120th anniversary in July, celebrating the many partnerships among principals of the company that contributed to its long history. And, looking forward, Mark Shipp, president and CEO, sees partnerships with the tree care industry as an important part of the company’s future.

Ogilvy-Hill, a long-time TCIA Associate Member, provides comprehensive insurance, risk management, and employee benefit services to middle market companies with 50 to 1,000 employees. Services include risk identification and assessment, insurance program design, placement and administration, premium financing services, as well as risk management and loss control consulting.

Shipp, who has been with the company for 14 years, says he found a niche for himself and the company when he focused his attention on the needs and interests of the commercial tree care industry, which accounts for 50 percent of the business he garners for Ogilvy-Hill.

Commercial tree care business accounts for about 20 percent of Ogilvy-Hill’s $8 million in annual revenue, Shipp says, adding that he initially went after tree care companies’ business for a couple of reasons.

“One of the things that really drove me toward arboriculture is that it was highly misunderstood by the insurance industry, especially the quality tree care companies,” Shipp says. “The insurance industry had no idea of the level of sophistication of tree care companies. They didn’t embrace the industry at all or understood the risk dynamic or characteristics. And insurance companies usually price for what they don’t know.

“I was able to find carrier partners that would embrace the tree care industry to the benefit of my clients. My first client was a referral from a landscape contractor, where my client was absolutely bleeding from the insurance costs. I was able to walk through and embrace that particular account, become familiar with the industry – and I said, here’s my calling to the insurance world. It really gave me a greater purpose to pursue.”

The particular issues in California were related to tree care being lumped in with general construction, because in California tree care operators are licensed contractors. And, with insurance companies not understanding the characteristics of typical tree accounts, they would lump them in with construction strategy.

“Construction has long-term exposure because post-construction defects are a huge issue,” says Shipp. “Why they would lump them in with construction I don’t know. With tree care companies, 99 percent of the time if something happens, it happens immediately. There’s no long-term exposure.”

Shipp’s involvement with the industry led to his serving for six years – the maximum of two terms allowed at the time – as an associate director on TCIA’s board. He is also a member of the CTSP (Certified Treecare Safety Professional) Council, and was an original member of the exploratory committee for creation of the Accreditation program. This relationship, as well Ogilvy-Hill’s recognizing his ability to see potential markets, is what allowed him to work his way up through the ranks at the company, Shipp says.

Shipp was also recognized for his strategic thinking within the tree care industry and for representing Gen X during his two terms on the TCIA Board of Directors. Cynthia Mills, TCIA President & CEO says, “Mark was always able to step back and project into the future to consider what was in the best interests of our members. We were fortunate to have his contributions for six years and especially during our work to establish the Transformation of the Industry.”

In another partnership, Ogilvy-Hill is the exclusive ArborMax representative for the state of California.

“My dream since I was on the board was to have sustainable insurance for the tree care industry that would provide a long-term solution for workers’ compensation. One of the things I’ve found is that we can’t be all things to all people. We have to really design and set forth what needs to happen in order to make them attractive to the marketplace.”

With rising costs in just about every quarter, Shipp says there are things business owners can do to control insurance premiums in the near future.

“A lot of it has to do with prevention and making sure people understand what the components of their cost of risk are – not just the direct premium dollars, and what they need to do to make themselves as attractive as they can be to the insurance marketplace.”

TCIA’s Accreditation and CTSP programs are two ways to do that, he says.

“We plan on driving Accreditation in California. We’ve had successive discussions with insurance carriers about Accreditation, and we know that the companies that become accredited will be perceived as much better...
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**Example:** If your company purchases $2,000 in product online, American Arborist Supplies will send TCIA a credit of $50 to be deposited into your membership account. Credits accumulate throughout the 12 months of membership and when you receive your annual renewal statement, the total credits will be subtracted from your membership dues. Thanks to the support of American Arborist Supplies, your company can reduce its annual dues and help offset the costs involved with keeping the industry safe.

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**Hand Signals for Crane Use in Tree Work**

W**orking around mobile cranes in tree care requires a certain amount of skill and expertise. The crew needs to have a clear understanding of the job procedure and good communication when carrying it out.**

The climber needs to be able to tell the crane operator where to position the boom, and the crane operator needs to be able to signal the climber to take a smaller piece of the tree if necessary. This communication needs to be timely and precise, and using standard hand signals for cranes is one of the best ways to accomplish this task.

*This month’s TCIA member giveaway, a Hand Signals for Crane Use in Tree Work chart, can be used by your employees to learn the industry-accepted signals for such jobs. This sturdy, three-hole punched insert is another TCIA Quick Reference Tool you can use to help keep your employees safe and productive, and your business profitable.*

*To order copies, or for other TCIA Quick Reference Tools, call 1-800-733-2622.*
Summer workshops add 38 to CTSP ranks

Year winds up with workshop at TCI EXPO in Milwaukee

The ranks of the Certified Treecare Safety Professional program swelled over the summer, with 38 new CTSPs coming on board at June and July workshops.

CTSPs are a diverse group, ranging from 20-something up-and-comers to semi-retired consultants. Attendees at the recent workshop in St. Louis hailed from Vermont to Alabama to New Mexico to Oregon.

One trait that all attendees share is a dedication to a safety culture. Recently published TCIA member data suggests that the companies that have already embraced the program are 10 times more safe to work for than members that haven’t.

Since TCIA’s CTSP launched in February 2006, a total of 246 safety professionals have been certified. A total of 516 enrollees in the program over three years represent 299 different companies.

Recent CTSP graduates, from the June and July workshops, include:

**Charlotte, NC**
Robert Browning, CTSP, Industrial Grounds Maintenance, Inc.

**St. Louis, MO**
Jeffrey Bishop, CTSP, The Shade Tree Service Co.
Zane Canterbury, CTSP, First Electric Cooperative Corp.
William W. Conn, CTSP, VELCO, Vermont Electrical Power Corporation

Mark Contat, CTSP, First Energy Corp
Jonathan A. Littleton, CTSP, The Biltmore Company
Mike Schrank, CTSP, Carolina Tree Care, Inc.
Robert Dale Springer, Jr., CTSP, Bartlett Tree Experts

**Mt. Laurel, NJ**
Gommert J. Ackerman, Jr., CTSP, Bartlett Tree Experts
David Bellavance, CTSP, Lewis Tree Service, Inc.
Nathan Bix, CTSP, Bartlett Tree Experts
Kevin Byam, CTSP, American Arborists LLC
Seth Cook, CTSP, Aspen Tree Expert Co., Inc.
Peter Fuller, CTSP, Longwood Gardens
John D. Harder, CTSP, Harder Tree and Landscape Service
Adam A. Kling, CTSP, Pennsylvania Bureau of Forestry
Chris G. Stankiewicz, CTSP, Koch Tree Services, Inc.
Edward Thibert, CTSP, Men’s Tree Care, Inc.
Dennis Wiley, CTSP, McFarland Landscape Services, Inc.

**St. Louis, MO**
Jeffrey Bishop, CTSP, The Shade Tree Service Co.
Zane Canterbury, CTSP, First Electric Cooperative Corp.
William W. Conn, CTSP, VELCO, Vermont Electrical Power Corporation

**Love, MT**
Gommert J. Ackerman, Jr., CTSP, Bartlett Tree Experts
David Bellavance, CTSP, Lewis Tree Service, Inc.
Nathan Bix, CTSP, Bartlett Tree Experts
Kevin Byam, CTSP, American Arborists LLC
Seth Cook, CTSP, Aspen Tree Expert Co., Inc.
Peter Fuller, CTSP, Longwood Gardens
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Chris G. Stankiewicz, CTSP, Koch Tree Services, Inc.
Edward Thibert, CTSP, Men’s Tree Care, Inc.
Dennis Wiley, CTSP, McFarland Landscape Services, Inc.

Attention employers!

Meet potential recruits at EXPO Career Fair

Participate in the Student Job and Internship Fair at TCI EXPO this November and meet dozens of potential new recruits for your company! The Student Career Days portion of TCI EXPO attracts hundreds of career-minded students enrolled in arboriculture and related programs from schools around the country. These students are soon to graduate and will be looking for jobs – don’t miss this opportunity to promote employment at your organization to them!

If you’re interested in participating in the 2008 Job and Internship Fair at TCI EXPO in Milwaukee, contact Deb Cyr at 1-800-733-2622 or cyr@tcia.org for a registration form or more information.

Your participation includes trade-show only passes for up to four company representatives – so if you’re already planning on attending the show, this is a great value!

Award of Merit nominations due Sept. 26

TCIA’s Award of Merit is the highest honor paid by the Tree Care Industry Association to an individual or company that has positively impacted the field of arboriculture, regardless of membership in the Association. The award may be bestowed on a living person, or an individual whose legacy has positively influenced the practice of arboriculture – past or present.

Obtain a nomination form by calling TCIA at 1-800-733-2622, then nominate your candidate by completing the form and returning it no later than September 26, 2008, to TCIA, 136 Harvey Road - Suite 101, Londonderry, NH 03053, or fax to (603) 314-5386.
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.
Asian longhorned beetle found in Massachusetts

The Asian longhorned beetle (Anoplophora glabripennis) has been positively identified in an infestation in the Greendale section (northeast sector) of Worcester, Massachusetts. Personnel from the USDA Plant Protection and Quarantine (PPQ) and Massachusetts Department of Agricultural Resources (MDAR) inspected the site August 2, 2008 and confirmed the infestation. The inspection was prompted by the keen observations and persistence of a local resident who suspected the presence of this exotic invader, according to a bulletin from the University of Massachusetts Extension Service Landscape/Nursery/Urban Forestry Program (www.umass-greeninfo.org).

Positive verification occurred on August 5 from the authority at the USDA Systematic Entomology Laboratory in Beltsville, Md. The USDA Animal and Plant Health Inspection Service (APHIS) and Forest Service, MDCR and MDAR have been meeting frequently with Worcester City officials to formulate the plan for the management and eradication of this pest population.

As result of the detection, portions of Worcester and portions of the towns of Shrewsbury, Boylston, West Boylston, and Holden are now a regulated area for the movement of woody plant material. A Federal Order will be issued soon that parallels the state regulated area. As part of the process of eradicating the ALB from Worcester, the movement of woody debris, lumber, firewood and nursery stock that could host ALB infestations will need to be contained. This will keep the beetle from moving via human transport.

Companies that work with host material will be contacted by officials. Only cursory surveys have been conducted thus far and the exact area regulated would change if more infested trees are found. Organized and thorough survey work will begin soon. The estimation, right now at least, for how long this beetle may have been active at this location is thought to be five years given its range and visible damage. Affected trees will be cut down and either chipped or burned in the regulated area. This will not begin until after the first hard frost kills any remaining adult beetles. To take trees down before the hard frosts spreading the infestation. This is a sound practice, as adult beetles tend to stay on the same tree unless that tree is severely infested.

EAB found in Virginia

The Animal and Plant Health Inspection Service (APHIS) confirmed the identification of emerald ash borer (EAB), in Fairfax County, Virginia, on July 9, 2008. This EAB detection is in close proximity to Dulles International Airport. The initial detection was made on July 7, 2008, by an employee from the Virginia Department of Forestry (VDF), who noticed several suspect EAB exit holes. The VDF informed the Virginia Department of Agriculture and Consumer Services (VDACS) who, in turn, notified APHIS of the suspect EAB find.

In response to this detection, APHIS is working closely with the State of Virginia to carry out delimiting surveys around the initial detection site. Further, it is necessary for APHIS to quarantine this infested area in order to prevent the further spread of EAB. Accordingly, effective immediately, all interstate movement of EAB regulated articles from Fairfax County must be done in accordance with the Federal Order. Specifically, the interstate movement of EAB-host wood and wood products from Fairfax County is regulated, including firewood of all hardwoods species, nursery stock, green lumber, waste, compost, and chips of ash species. The Federal Order allowed Virginia 30 days from July 11, 2008, to place an equivalent parallel quarantine in place for EAB, otherwise it would have been necessary to quarantine the entire State as an EAB quarantine area.

Currently, the entire states of Ohio, Indiana, and Illinois are quarantined for EAB, together with portions of Michigan’s Upper Peninsula, the entirety of Michigan’s Lower Peninsula, and Prince George’s County in Maryland. Four counties in western Pennsylvania are also under quarantine and EAB was detected last year in one county in West Virginia.

Fighting Dutch elm disease in NYC

Fourteen elm trees have been removed from Riverside Park in New York City as part of an effort to control the spread of Dutch elm disease (DED) in the park and elsewhere throughout the city. In addition, park officials have been injecting healthy trees with a fungicide in order to inoculate them against infection. All lost trees will be replaced with the disease-resistant cultivar Princeton elm. The city has planted more than 100 of these in past few years with good results.

Tree removal is a method of last resort, and sanitation pruning is used wherever possible. At least one tree has been preserved this year by removing an infected limb.

Dutch elm disease is a fungus that clogs a tree’s xylem and phloem and cuts off its water and nutrient supply. It is transmitted from tree to tree either by beetles or by root grafts between adjacent trees.

The disease is incurable and will quickly kill a tree. So long as an infected tree remains in place it can be a source of infection for other trees, so once infected a tree must be removed to eliminate it as a source of further infection.

Injection of a fungicide may inoculate a healthy tree against infection. The park had had 25 trees injected to date and will do at least a dozen more at a cost of at least $25,000. Funding is being provided by Greenacre Foundation and Riverside Park Fund.

Almstead Tree Care Company is performing the injections with a fungicide produced by Syngenta that is purported to guard a healthy tree against infection for three years. If satisfied with this year’s results, the park will seek funding to continue in 2009.

The Central Park Conservancy has assisted with testing and evaluating the health of the trees and planning the overall treatment protocol. Manhattan Forestry is overseeing the care program in coordina-
palms, can grow to 50 feet. In the U.S., they died from a mysterious disease that has scientists stumped.

An unknown but growing number of sabal palms in the Tampa Bay area have been under attack by a microscopic killer that scientists are struggling to identify, according to reports by WHO-TV and the Associated Press.

Sabal palms, also known as cabbage palms, can grow to 50 feet. In the U.S., they can be found from the Florida Keys to parts of North Carolina and can grow in marshes, woodlands or along the coastline. The palm, which is also South Carolina’s state tree, is featured in Florida’s state seal and was designated the state tree in the 1950s.

The new disease destroys the sabal palm and its other victims from within, according to reports that accompanied the July 2008 TCI Buyers’ Guide. The disease causes the leaves to turn yellow and fall, followed by a dead spear leaf. Finally, the palm’s canopy collapses.

The bacteria causing the disease is transmitted through a plant’s phloem and is likely spread by an insect.
By Patrick Darius

I do tree work for the town of Blue Hill, Maine, which has a lot of old, large, elm trees that I have helped take down due to their having suffered Dutch elm disease. The old method of disposing of the trees was to dump them in a landfill.

Today, the new practice is to turn the logs into lumber.

This practice was started by Phil Norris, the new tree warden for Blue Hill, who has done, and is doing, an excellent job with it. He is replacing the old elm trees with Princeton elms.

The end use of the old elms is taken into consideration when taking down the trees. I try to make all cuts to create logs of 8-, 10- or 12-feet long. Norris mills the lumber himself with a helper.

The elm lumber, which has a beautiful grain and is very durable when finished, is used to make cutting boards and other items that in turn are sold to the public. Sometimes a friend of Norris’ will make bowls out of the smaller pieces.

Norris gets different amounts of money for different sizes of cutting boards and other items. The money generated from these sales goes back to the town to be used for tree care.

I took down another elm in town in late July that had Dutch elm disease and the lumber again went to Norris’ house for lumber. This procedure is working out very well.

I feel Norris should be commended for his efforts.

This is an excellent use of what was waste material that is now benefitting the town and its trees, and hopefully others can follow suit.

In addition to Norris, others involved in the program are sawyers Rob Gray and Basil Grindle; woodworkers Nico Lustig, Holbrook Williams and Jennifer Jones; woodburners Simone Cromwell and Sarah DeAloia; and artist Rebekah Raye.

Patrick Darius is a Certified Arborist and owner of Darius Tree Service, LLC, in Surry, Maine.

From the Field

A Green Solution in Blue Hill

The Commemorative cuttingboard was made from an American elm that stood on the corner of Main and High streets in Blue Hill, Maine, for 180 years. The tree was 90 feet tall, 5 feet in diameter. Proceeds go towards the planting and maintenance of street trees in Blue Hill.

TCI will pay $100 for published “From the Field” articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 136 Harvey Road, Suite 101, Londonderry, NH 03053, or staruk@treecareindustry.org.
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