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As of early August, indicators are starting to turn up. Some portfolios have started rebounding with significant gains. Housing sales are improving. Consumer purchases are up. We’re working our way back.

Conversations with members in recent weeks have confirmed a general expectation that next summer will see a much greater improvement for the industry. Some members are talking now about jobs really picking up – in size as well as in number – in the late summer. Yes, there are plenty of indicators that this will be a multi-year recovery that could have other downturns along the way. However, all can agree, it’s definitely better than it was last fall or in March of this year.

There is another thread running through conversations, too, which predicts a tougher than previously experienced winter ahead. So while we may be holding our own, and there may be some good indicators for a change, it still requires everyone to be vigilant and prepared with yet another short-term plan for how to see your business safely through another six months or so.

That being said, if you do your homework and prepare well, you CAN get through this next bump. Even more importantly, you need to recognize that not only is the winter coming, so is the whole future of your business in the tree care industry. While short-term planning and getting from one month to the next may have been the standard operational practice for this last year or so, don’t neglect the longer term planning for your company.

There will be a future for which you need to prepare. What are some of the things that you should be doing? Locally, keep in touch with every business statistic coming out, whether it be demographic shifts in who lives in your area, plans for new businesses coming in or expectations of others going away. You need to know who your FUTURE clients are going to be and start building those relationships now. Who is going to have the money, and who is going to be willing and able to invest in their property.

Think about what you want your business to be. Are you planning on simply providing tree removal? Are you going to be a tree maintenance company? Are you going to diversify and offer a whole range of green services from irrigation to PHC to tree installation? Are you going to do snow removal and holiday lights this year if you haven’t in the past? Are you going to invest in being part of the bio-fuel culture? There are a lot of options to consider, and you need to know where your passion, your business’ capacity, and your core competencies are in order to factor in what you want to do as you face the future.

Are you a needed service? Yes. Are you going to have a future in the “new economy” as it unfolds? That’s for you to decide in both the short-term preparation for this winter and the long-term planning for a viable and sustainable future.

One thing is for sure – it’s coming.

Cynthia Mills, CAE, CMC
Publisher
RAYCO’s lines of stump cutters and brush chippers have established a reputation for innovative designs and quality construction. We introduced 4 new stump cutter models in 2008. These machines come equipped with safety and performance features not seen from our competitors. Our chippers were the first in the industry to offer push-button clutch engagement and PULSE infeed technology. These features and designs offer tremendous value to the end user. Contact RAYCO or your local dealer to see how these features can improve your business.

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Soil Decompaction and Amendment for Urban Trees
By Christina E. Wells, Kelby L. Fite and E. Thomas Smiley

Emissions Standards: Here We Go Again
By David Rattigan

Demystifying Disc and Drum Chippers
By Rick Howland

Outlook
By Cynthia Mills
Be vigilant and prepared with a plan to see your business safely through another six months or so, and for the future. It’s coming.

Management Exchange
By Steve McClatchy
When you plan your day in writing and run your day from the plan, you are much more effective.

Cutting Edge
New products and services, and news in the tree care industry.

Industry Almanac
Important regional and national meetings and activities.

(Continued on page 6)
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By Christina E. Wells, Kelby L. Fite and E. Thomas Smiley

We’ve all seen them: street trees planted with the best of intentions in compacted urban soil. Instead of shading the street with cooling canopies, they struggle to merely survive. What can we do to help? Can we improve the physical structure of urban soils without damaging tree roots? Here we report on the early results of a soil decompaction study conducted at four cities in the eastern United States. The results suggest that one technique isn’t enough. To achieve measurable improvements in tree condition, we need to use every tool in the arsenal.

Problems with pore space

Soil compaction is arguably the most serious and complex stress faced by urban trees. Loss of soil pore space not only hinders fine root growth, it makes the tree vulnerable to a laundry list of secondary stresses such as drought, flooding, nutrient deficiency and heat stress.

Soil compaction exerts its effects primarily on the fine feeder roots that grow densely in the upper soil layers, foraging for water and nutrients. These roots function best in a soil that contains about 50 percent pore space: large pores filled with air and smaller pores filled with water. When soil is scraped, filled, mixed and compacted during land development, much of this pore space is destroyed. The large air-filled pores are the first to go, leaving a soil that is dense, heavy and oxygen-poor. Fine roots have difficulty generating enough pressure to penetrate this soil, resulting in reduced root length for water and nutrient uptake.

But the problem doesn’t end there: drought stress is also exacerbated by soil compaction. First, there are fewer pores to store water. Second, the pores that exist are very small — and the smaller a pore, the more tightly it holds water. In compacted soil, water can be held so tightly that it is actually unavailable to the tree. And because trees cool themselves through the evaporation of water from their leaves, drought stress leads rapidly to heat stress when city temperatures rise.

Amazingly, soil compaction also predisposes trees to the opposite problem: flooding and oxygen deprivation. When it rains, the limited pore space of compacted soil fills quickly and drains slowly. Oxygen is rapidly depleted, literally suffocating the fine roots that rely on oxygen diffusion to survive. Before oxygen deprivation becomes lethal, roots may be alive but unable to perform the energy-intensive processes of growth and nutrient uptake.

To make the situation worse, urban soils typically lack an upper organic horizon. In forests, decomposing leaf litter improves soil structure, facilitates air and water movement and provides nutrients. All these benefits are lost when leaf litter is removed from the minimal surface area beneath urban trees.

Chronic drought stress, heat stress, flooding and nutrient limitation all manifest to the naked eye as a tree that grows poorly and succumbs readily to pests and diseases. But what can be done to remedy soil compaction when the tree has been in place for many years? Mechanical tillage of the root zone only causes more root damage, and soil fracturing devices have shown limited success.

A multi-pronged approach that includes amendments and soil tillage can improve tree performance. Photo courtesy of Dave Leonard, Supersonic Air Knife.
Root Invigoration

For the past three years, we’ve been testing a new process designed to improve the performance of declining trees on compacted urban soils. The Root Invigoration process (utilizing air-excavation tillage, fertilization and mulch, AFM for short), developed by the F.A. Bartlett Tree Expert Co., aims to reduce soil compaction, increase organic matter and boost nutrient levels without causing undue stress on the root system.

In the basic AFM program, the soil beneath the tree is treated in a circular area with a radius of three to five times the tree’s DBH (diameter at 4.5 feet above soil level). Turf is removed or killed in this area prior to treatment. The soil is then loosened to a depth of 6 to 8 inches using an Air-Spade from Concept Engineering Group, a tool that channels compressed air through a specialized tip. (Editor’s note: Supersonic Air Knife makes a similar tool, but the authors used the Air Spade in this study.)

Next, the treated area is amended with composted organic matter and fertilizer products based on a prior soil analysis. These amendments are homogenized into the existing soil with the Air-Spade, and the treated area is mulched to a depth of 2 to 3 inches. Irrigation is applied once following treatment to settle the soil and counteract the drying effects of the air-tool tillage (Fig. 1).

Testing the treatment

Since 2006, we’ve been testing the effects of AFM and its individual components on declining red maple trees (Acer rubrum) at four urban sites in the eastern United States: Anderson, S.C.; Myrtle Beach, S.C.; Boston, Mass.; and Pittsburgh, Penn. The sites represent a range of “real world” urban/suburban environments: a civic center parking lot, an urban roadside planting, a college campus, and a golf course, respectively. Five treatments (air tillage alone, fertilizer alone, mulch alone, AFM and control) were applied beneath 10 replicate trees at each site, for a total of 200 experimental trees.

Our study had two goals. First, we wanted to document the effects of AFM on soil properties, root growth and aboveground tree performance. Second, we wanted to compare the effects of the full AFM program to the effects of its individual components. AFM is neither rapid nor inexpensive: if mulch, fertilizer or air tillage alone provide the same benefits, the savings in time and money would be considerable. Trees generally respond slowly to any cultural treatment, and we plan to follow the trees at these sites over the course of many years. However, initial results suggest that several of the treatments are already affecting tree performance across all four sites.

Soil responses

We used a Clegg impact hammer to measure soil strength beneath the trees for three growing seasons after treatment. The Clegg hammer drops a weighted accelerometer from a standard height and measures how rapidly it stops when it hits the soil surface; this measurement is reported as a Clegg Impact Value (CIV). Soils with high CIVs have greater soil strength and are more difficult for fine roots to penetrate.

AFM treatment reduced soil strength for three years across all sites; Air tillage and mulch treatments reduced soil strength for only one year, and fertilizer had no effect (Fig. 2). This result clearly demonstrates the benefits of organic matter amendment and surface mulching in preventing recompaction of loosened soils.

Across all sites and dates, AFM-
mulch-treated soils had a greater organic matter content than control soils. We didn’t measure where in the soil profile this organic matter was located; it may have consisted primarily of decomposing mulch on the soil surface. Nonetheless, if increased levels of soil organic matter are the primary goal of a management program, simply applying a mulch layer to the soil surface may be the most cost-effective option.

Air-tillage-only soils had significantly lower organic matter. We suspect that increased aeration of the air-tilled soil speeded up microbial degradation of existing organic matter. The full AFM program included supplemental organic matter, thereby offsetting this effect.

Levels of phosphorus, potassium, magnesium, manganese, boron and zinc were increased in AFM-treated soils. Surprisingly, only manganese levels were increased by a surface application of the same fertilizer. This result suggests that nutrients may be more effectively incorporated and/or retained when fertilizer is homogenized into the soil in conjunction with organic matter. The organic matter itself would also have contributed additional nutrients.

Soil moisture was measured at the Anderson, S.C., site only. Here, the mulched soils (AFM and mulch-only) had 26 percent higher water content on average than the unmulched soils. This result wasn’t surprising: we know that mulch helps to retain soil moisture. But it did suggest that if soil water conservation is the only management goal, mulch may be as effective as the full AFM program.

Overall, no individual treatment provided the full suite of benefits associated with AFM: three years of reduced soil strength and significant increases in soil organic matter, nutrient levels and water content. But the question remained: did the trees actually perform better in this amended and decompacted soil?

Tree responses

From the client’s point of view, the most important treatment response is probably the visual condition of the tree: its color, vigor and canopy density. We asked certified arborists to rate the visual condition of all trees before and after treatment on a 1 to 10 scale, with 0 being dead and 10 being a dense, green, vigorous canopy. Across all sites, AFM was the only treatment that had improved tree condition ratings relative to controls by the second year after treatment.

There were some growth differences associated with AFM as well, although these were only found at individual sites. During the 2007 growing season, AFM trees in Myrtle Beach and Pittsburgh...
showed 126 percent and 64 percent greater diameter growth than controls, and AFM and fertilized trees at Myrtle Beach showed significantly greater twig elongation than controls.

AFM and mulch-only treatments had a striking effect on leaf water status at the Anderson, S.C., site. South Carolina was experiencing a record drought during our experiment: by August 2007, the drought was classified as “extreme” by the National Weather Service. There were no treatment differences in leaf water status in 2006, but significant differences emerged as the drought worsened during the summer of 2007. In July, the mulch-only trees had higher pre-dawn water potentials than controls, and by August both AFM and much-only trees had approximately 30 percent higher pre-dawn water potentials than controls. This result provided direct evidence for the role of mulch in reducing drought stress.

Root responses

We were curious about initial effects of air tillage on fine roots: would they be damaged by the high pressure air stream? To measure the amount of fine root length present per cubic centimeter of soil (root length density, RLD), we took soil cores from beneath all trees at six month intervals after treatment. Fine roots were carefully washed free of soil, floated in transparent trays, and scanned on a flatbed computer scanner. We could determine the amount of root length present in each core by analyzing the resulting digital images.

In spring 2006 (about 6 months post-treatment), AFM trees did have a lower RLDs than control, fertilizer and mulch trees across all sites. Although not statistically significant, RLD of air-tillage-only trees also trended lower. AFM and air-tillage were the only treatments that involved air tillage. The fact that they subsequently exhibited lower RLDs suggests that there was indeed some fine root loss following air tillage. The effect did not persist, however. By fall 2006, RLD of AFM trees was higher than controls and RLD of air-tillage-only trees was similar to controls (Fig. 3).

Summary

As with most aspects of plant health care, there is no magic bullet to improve tree performance on compacted urban soils. A multipronged approach is required, combining tried-and-true practices with new technologies to attack the problem from all sides. Here we’ve shown that a program of air-tool tillage using an Air Spade, prescription fertilization and mulching outperforms any of its individual components and provides measurable benefits to urban soils and trees. The next step will be to test this process on trees of different species and ages, fine-tuning it for specific circumstances.

Client education will be important, too. Soil compaction is an invisible threat, but one that destroys trees just as surely as a lightning strike, ice storm or pest outbreak. Testing soil bulk density, reporting the results to clients and explaining the relationship between soil compaction and tree stress will encourage them to consider preventative soil treatments such as those outlined here.

Christina E. Wells, Ph.D., is an associate professor in the Department of Horticulture at Clemson University in Clemson, South Carolina. Kelby L. Fite, Ph.D., is an arboricultural researcher at Bartlett Tree Research Laboratories in Charlotte, North Carolina. E. Thomas Smiley, Ph.D., is an arboricultural researcher at Bartlett Tree Research Laboratories in Charlotte and an adjunct professor at Clemson.

This article is based on Wells’ presentation on the same subject at TCI EXPO 2008 in Milwaukee. She will be speaking on “Root Zone Management” at TCI EXPO 2009 in Baltimore this November.

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TREE CARE INDUSTRY ASSOCIATION
By Steve McClatchy

Imagine that there is a new legal pad on the market. It’s brand new and it just hit the store shelves. It has this amazing ability, at random times, to instantly bring back to your attention things that you forgot to do in the past. Pretty neat – but there are a couple of quirks.

First, you can never predict when it’s going to work and when it’s not and whatever it brings back to your attention, it’s often too late to do anything about it. The second quirk is that it can only hold one task at a time. When you write down a second task on your list the first task that you wrote down disappears. When you write down a third task, the second disappears, and so on.

How long do you think this legal pad would last on the market? Not very long, because it would do more harm than good. It would do more to cause you stress and frustration in your life than peace and success.

I created this imaginary legal pad to make a point. Many people have chosen this exact tool to help them manage their time. It’s called the human brain. Have you ever, after an exhausting day, gotten into bed to enjoy a good night’s sleep and after laying there for just two minutes, just like the new legal pad, something you forgot to do three weeks ago pops into your head? Oh, that’s helpful. Just before you drift off into fantasyland your brain decides it’s a great time to bring this forgotten task to your attention. Not only does it feel like you were just hit with a bolt of lightning, it’s at a time when you are least able to do anything about it.

Have you ever gotten up to go get something in another room and when you arrived in that room thought to yourself, “why did I come in here?” It seems to have happened to all of us. How can your brain forget what it was thinking just eight seconds ago? What happened was that on your way into that other room you thought of something else and as a result the reason you got up disappeared, just like on the legal pad that can only hold one task at a time. Have you ever taken a vitamin or aspirin and then forgot whether or not you had taken it? Have you ever taken a shower and shampooed twice because you couldn’t remember if you had already done it? Have you ever gone to the grocery store and gotten everything but the one thing you went to get? How could your brain do this to you? Sometimes I wonder whether it’s working with us or against us. If you saw your brain on the shelf of a retail store you would not buy it, yet it’s the tool that most people rely on to manage their lives.

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very effective. When you plan your day in writing and run your day from the plan, you are much more effective than when you do not. We have all planned a day, and we have all gone through a day just winging it. There is a real difference in the results you get when you have a written plan that considers your discretionary and non-discretionary time. In this article I will highlight five benefits of taking just five minutes a day to make a written plan.

1. You Don’t Forget Anything
When you have a list of 15 things written down, you no longer have to remember 15 things. The only thing you have to remember is the list. This is a great stress-reducer. It allows your mind to focus on the task at hand, it prevents details from falling through the cracks and it prevents lightning bolts from striking you when you climb into bed for a good night’s sleep.

2. You Get More Done
Do you find that one of the most productive weeks of your life is the week before you go on vacation? The reason we are so productive is not only because of the energy that comes from the excitement of an upcoming break, but it is also the week that everyone seems to keep a list. Even people you know that never keep lists seem to keep one the week before they go on a vacation. Why? Because you don’t have any time to waste. When you don’t have a list, the transition time between tasks is much longer.

Have you ever completed a task and while pondering what to do next you were interrupted – by you own thoughts? The human body has what I like to call check in points. When there is a break in the action, your body starts to influence what you think about. If it’s hungry and/or thirsty, it will remind you to get food and water. If you’re tired or exhausted, it will remind you to get some rest (or caffeine). If it’s bored, it will remind you of fun times from...
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your past and encourage you to dream or get up and be social. If it has to go to the bathroom, then there you go.

These check-ins happen throughout the day during your downtimes or transition times. When you are focused on a task or headstrong into a project or goal, your body follows your lead and seems to leave you alone. I have been so focused on a project at times that for 24 hours I did not eat, sleep or even go to the bathroom. Going to this extreme is, of course, not always necessary, but the point is that when you have a list you can keep your focus, you don’t give your mind time to wander, you lessen transition time between tasks and leave no time to get distracted.

You Can Better Recover From Interruptions

So armed with a plan you can manage to keep your own brain on a short leash, but how about dealing with the inevitable interruptions and distractions that come from working with other people? Have you ever had an interruption take you so far off your plan that you never actually returned to what you were doing? Interruptions are a part of life and are not always bad things. Important matters can come to your attention by way of an interruption. However, the real time lost is often the time it takes to return to exactly what you were doing before the interruption happened.

When you are working your day from a list and you are interrupted, no matter how long the interruption takes, your recovery time is seconds. All you have to do is refer back to the list to get refocused.

You Make Better Decisions

I often get asked, “when is the best time to plan – in the morning, in the evening, at lunch time?” The best time is the time that works best for you. If you are a morning person, then plan in the morning. If you are an evening person, then plan in the evening. If lunch time is your time, then plan in the morning. If you are an evening person, then plan in the evening.

E-mail and voice mail, by their very nature, are other people bringing things to your attention. I don’t think anyone has ever become wildly successful by just doing what other people brought to their attention. Voice mail and e-mail put you into a mindset that is focused on other people’s agendas. When we start the planning process with what others want from us, it’s hard to get out of that mindset.

So what’s my advice? Plan before you check e-mail and voice mail and only adjust the plan if necessary afterward. I understand it is usually necessary to respond to other people and get them what they are looking for, however, when we start the day with giving away our productive time, we often end there as well, and don’t get to address our own important agenda. Prioritize the tasks that come from these sources and work them into your plan accordingly so you don’t wind up spending your most valuable productive time on something less important to you.

What happens if, once you have planned the perfect day, you go on to check voice mail and e-mail and there is actually an urgent matter that requires your immediate attention? When this happens, having the plan will help you make better decisions. When you have a plan, you can weigh the voice mail matter against your plan and decide what is the best use of your time. If you didn’t have a plan, that voice mail, as compelling as it is, is not being considered against anything else. When you don’t have something to weigh your decisions against, everything seems to have top priority. When you have a plan, you can see it for what it really is and make the right decision.

You’re Proactive, Not Reactive

To me, being reactive means letting deadlines drive your decision making. Up until you reach the deadline associated with a task, you have the ability to choose the best time for the task to get completed. When you reach the point when you are as far out from the deadline as the task itself is going to take, you have lost your freedom to decide when to do it. The task and the deadline have now made the decision for you, and you are no longer in control.

How do you feel when you are not in control? How do you feel when your next task is being dictated to you? If you’re like me, it’s far from feeling motivated and far from a desire to do your best work. It’s often work that includes a touch of resentment and regret. There is certainly a lot of energy and excitement involved with waiting until the last minute, but I never find it to be worth the anxiety, fear, stress and wasted time that leads up to it.

Being proactive, on the other hand, means you still have a choice. You could do it now or at another time. Even if the task is an unpleasant one, it feels better when you are in control of the decision. Planning your day puts you into the proactive mode. It allows you to decide the best time for something to get done before the deadline makes the decision for you. It also allows you to group like tasks together to save time and deal with the unexpected. One of the biggest benefits of planning is that it puts you in control. When you are in control you feel a lot more energized and motivated and feeling like that directly impacts your productivity and the quality of your work.

Many people say that when you fail to plan, you plan to fail. I don’t necessarily agree. We have all gone through an unplanned day without failing at anything at all. But did we have our best day? We also have all had days when we were very busy but felt like we got nothing done. This is the more likely outcome of a day without a plan. There are plenty of things to keep you busy when you don’t have a plan. To have a day where you feel like you accomplished what you wanted, you have to plan for it.

The crises and time crunches in our lives that leave us feeling overworked and stressed out are often created by us making a commitment and never writing it down, saying yes before we checked the plan, or procrastinating precious time away. Take five minutes right now and think about the next 24 hours of your life and create a plan in writing.

Planning is not a waste of time and I promise that if you invest just five minutes each day, it will return a lot more than five minutes – and be well worth it.

Steve McClatchy is the president of Alleer Training & Consulting, a provider of training, consulting and speaking services in the areas of consultative selling, time management and leadership. This article is a preview of the presentation he will give at TCI EXPO in Baltimore this November, “Time Management: Getting Organized and Managing Information.”
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ISA’s New President

ISA inducted its newest President, Tim Gamma, at the ISA Board Meeting in Providence, Rhode Island, Sunday, July 26.

Tim’s ISA experience is diverse yet consistent. He has been a member of ISA since 1983 and has attended every ISA conference, with the exception of only six, since 1974. He is a Board Certified Master Arborist. Tim served on the ISA Board of Directors from 2001-2004. He has also served as Midwestern Chapter President and Society of Commercial Arboriculture President. He was Chairman of the Certification Test Committee during his six-year tenure. Tim worked on the Board Certified Master Arborist committee while assisting in the development of the credential itself. Tim was integral in the development of the “Five Year Strategic Plan” as Midwestern Chapter Strategic Planning Chairman and the “Careers in Arboriculture” DVD as TREE Fund Education and Scholarship Chair. He presently serves on the TREE Fund Board of Directors and is proud to have established the TREE Fund’s “Frank Gamma Sr. Arboriculture Training Fund” in 2007.

President Gamma is dedicated to the advancement of ISA. His arboriculture career has spanned over 25 years. Tim aims to blend his real-world arboriculture management experience with the ISA’s educational theory and academic discipline. He believes his business background prepares him for the fiscal responsibilities of ISA. Tim hopes to lead the ISA Board in effective member services, giving the ISA Membership an edge in today’s ever-changing, diverse, technology-based world of arboriculture.

Gamma Tree Service has been a member of TCIA since 1963. Tim has served on several NAA/TCIA Committees over the years. His father, Frank Gamma, retired on May 31, 2009 and the company has been renamed “Gamma Tree Experts.” It is now owned by Tim and his brother Tom.

TREE Fund partners with MillionTreesNYC

The TREE Fund and its sponsors – Asplundh Tree Expert Co., Bartlett Tree Experts and STIHL Inc. – have formed a new green jobs initiative, in partnership with MillionTreesNYC. MillionTreesNYC is one of Mayor Bloomberg’s PlaNYC initiatives to establish a healthier, more sustainable New York City. Through MillionTreesNYC, the City of New York and its public, private and non-profit partners will plant one million new trees throughout the city by 2017.

In a new annual 10-day program for 40 MillionTreesNYC Training Program participants entitled “A Career with a Million Trees,” the TREE Fund and its partners will provide expert industry speakers to educate on a number of subjects such as: Tree ID and species selection; tree inspection; tree pruning and removal; tree climbing; tree planting and young tree care; nursery stock selection and production; plant health care; proper chain saw use and maintenance; safe use of a chipper, stump grinder & air spade; and careers in arboriculture with a mini career fair.

“Thanks to the generous support ... New Yorkers will be equipped with the skills and tools they need to better care for our trees and plant life though the MillionTreesNYC Training Program,” said Parks Commissioner Adrian Benepe.

The MillionTreesNYC Training Program provides paid-on-the-job forestry and horticulture training to unemployed young adults not enrolled in school or on a career path. Participants learn job skills through a training and certification program at New York Botanical Garden. In conjunction with other educational partners, the program prepares them for green jobs that involve tree planting, pruning and stewardship of urban ecosystems.

At the program’s completion, each student will gain skills and experience in key areas of the urban forestry industry. They will also meet and network with potential employers.

The TREE Fund and its partners will provide the necessary tools, materials and equipment for this training. The program will be conducted for five years and is at no cost to MillionTreesNYC. For more information, visit www.treefund.org.

Terex ASV gets new GM

Terex Construction Americas of Grand Rapids, Minn., has named Kurt Bollman general manager of Terex ASV, the company’s compact track loader manufacturing facility. Bollman was previously general manager of Terex ASV's Loegering undercarriage design and manufacturing plant in Casselton, N.D. Bollman replaces Mark Glasnapp, former President of Terex ASV, who is retiring.

A certified public accountant, Bollman has been with the Terex subsidiary manufacturing location, Loegering, for eight years. The last four of those years were in senior leadership roles. Previously, Bollman held such positions as controller, management information system director and chief financial officer for various industries. He has also owned his own public accounting firm. Bollman will retain responsibility for the Loegering facility as part of his new, expanded position.
STIHL signs support for National Guard and Reserve

Roger Trout, state chair of the Virginia Employer Support of the Guard and Reserve Committee, an agency of the Department of Defense, and Fred Whyte, president, Stihl Inc., signed a Statement of Support for the National Guard and Reserve July 28 at the Stihl’s headquarters in Virginia Beach, Va.

“Today, supportive employers are critical to maintaining the strength and readiness of the nation’s National Guard and Reserve units. I am asking all Virginia employers to review and amend their current human resources policies to ensure compliance with the Uniformed Services Employment and Re-Employment Rights Act Law (USERRA),” said Trout. “Many Virginia employers provide ‘Above and Beyond’ support with pay differential to offset the loss of wages, and extension of health care benefits, which complement coverage provided by the military, when their employees are mobilized.”

“Our support of the Guard and Reserve plays an integral part in our service to the military community here in Virginia Beach as well as those of our branches and distributors throughout the U.S.,” said Whyte. “We have been a partner to many military organizations, and to stand behind our employees who proudly serve our nation when called is a further demonstration of our resolve to support our armed services.”

A copy of this statement will be displayed in all of Stihl’s U.S. locations.

Superthrive’s Thomson, receives SEE Award

Dr. John A.A. Thomson, Ph.D., D.A., originator of SUPERthrive tree growth product, recently received Sustainable Environmental Education’s (SEE) Lifetime Environmental Awareness Award. Dr. Thomson’s best known environmental contributions include SUPERthrive, which is assists with reforestation; increases volume, grade and speed of crops; overcomes adverse growing conditions; helps eliminate interior toxicity and more, according to the announcement.

“My grandfather was an orchardist, and my parents supported the protection of wildlife and national parks advocated by President Theodore Roosevelt and naturalist John Muir,” said Dr. Thomson. His parents provided him with vegetable and flower seeds when he was 7 years old, he said, and he credited school biology classes and possibly the earliest known college class in ecology, in 1931.

Sustainable Environmental Education (seeusonline.org) is a nonprofit organization whose mission is to unite and inspire higher performance through education, outreach, advocacy and the mutual exchange of ideas to better ones life.

Davey joins HMI

The Davey Tree Expert Company has joined Horticultural Asset Management, Inc.’s Authorized Member Network. HMI provides property owners, insurers and others with tree and shrub condition assessment, replacement cost calculations and a range of insurance claim support services. Its AM network consists of arborists and professional tree care companies to support these products and services. Davey will support HMI’s programs throughout their offices throughout the U.S. and Canada.

“Having the largest TCIA-accredited tree care company available to our clients is clearly an exciting development,” said Doug Cowles, HMI president and CEO. “Davey Tree is one of the most respected tree preservation companies in the world. Their on-going commitment to quality, safety and customer service makes them a valuable partner as HMI expands into new markets and adds additional clients.”

“HMI has been able to establish a quality threshold for tree work within the insurance industry and I’m excited that Davey will be able to help them provide quality tree care to property owners when they most need it,” said Ken Celmer, senior vice president and general manager of Davey’s residential/commercial service line. “We have worked with HMI in the past and have been very pleased with their program. HMI enables Davey personnel to focus on quality tree work and customer satisfaction, while they support our efforts by working directly with the insurance adjusters. Their knowledge of tree work and insurance coverage makes them valuable for us and the property owner.”

Send your Cutting Edge News information to: Don Staruk at staruk@tcia.org
Jarraff’s new Geo-Boy Brush Cutter

Jarraff Industries’ new state-of-the-art Geo-Boy Brush Cutter is designed to operate in all conditions, including remote access sites and challenging terrain. With the ability to lift the cutter head approximately 11 feet high, the Geo-Boy can clear brush and trees up to 12 inches in diameter. With two tier III engine options, 220 hp and 260 hp, the Geo-Boy is more powerful, maneuverable and fuel efficient than other brush cutters in its class. A low center of gravity provides a smoother ride and keeps the cutter head properly positioned in uneven terrain. Safety features include full Lexan, no mar windows and a rearview camera, and the ergonomically designed cab is pressurized to keep dust and debris from entering the cab during operation. Heat and air conditioning are also standard. Designed to allow for easy access and maintenance, the Geo-Boy includes onboard compressed air for removing dirt and debris as well as powering pneumatic tools. Contact Jarraff Industries at 1-800-436-2691 or via www.geo-boy.com.

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Timberwolf TW-24 conveyor

Looking for a hard worker that never calls in sick, never takes a smoke break and doesn’t need workers’ comp? For many log splitter owners producing and selling firewood, the conveyor would top their list as a must-have piece of equipment – to increase productivity and save back-breaking lifting and throwing. Part of an integrated wood handling system, Timberwolf’s TW-24 conveyor boasts a hydraulic top drive, is built on a heavy-duty steel frame and features a Honda GX engine. The 18-inch-wide, two-ply polyester RuffTop belting, with optional 1-inch T-cleats, is very helpful in the fall and winter months to prevent the wood from sliding. All conveyors feature high-speed DOT-approved wheels and tires, and come standard with a 2-inch ball coupler. Contact Timberwolf Manufacturing Corporation via timberwolfcorp.com.

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Treepedo rope access tool

The throw bag has evolved. Arborists demand a more efficient way to make rope placement safe, fast, easy and reliable. The Treepedo answers! Treepedo is a projectile and a rope positioner deployed by hand throwing or sling shot. Highly durable and offering near frictionless movement, the Treepedo is made of hard anodized aluminum, internal stainless steel weight and a protective sleeve to dampen impact. Treepedo, as with torpedos, has the optimal geometric form necessary for ease of movement in all directions. The Treepedo is a lifetime tool and does not contain toxic lead (as do many throw bags). Treepedos also serve as rope transition devices by smoothing connecting knots – diameters 2mm up to ¾-inch or 25mm. Simply slide the Treepedo over your connections – throw line to climb line or ½-inch rope to large bull ropes (use a pile hitch or an endless loop and two pile hitches). Contact Treepedo, from King Tree Service in Cambridge, Ontario, via www.treepedo.com or (519) 620-7165.

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Safari Insecticide labeled for control of HWA

Valent’s Safari Insecticide has received a Special Local Need (SLN) label in multiple states for use against the hemlock woolly adelgid. Previously available for use in ornamental landscapes, this label expands the approved use of Safari to include hemlocks growing on public and private lands, including national parks. Safari received the label updates from the EPA earlier this year on a state-by-state basis. Under the SLN label, Safari may be applied as a soil injection, soil drench or basal trunk spray to hemlock trees on private and public lands in Georgia, Kentucky, New Jersey, North Carolina, Pennsylvania, South Carolina, Tennessee and Virginia. Safari (dinotefuran) is a new generation, super-systemic neonicotinoid that provides rapid control of HWA and a broad spectrum of other landscape and ornamental pests. In addition to HWA, Safari also controls elongate hemlock scale, another common pest to hemlock trees. Under the SLN label, Safari should be applied as a soil drench, soil injection or trunk spray at a rate of 3-12 grams per inch of trunk diameter at breast height. Contact Valent Professional Products via www.valentpro.com/safari.

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**Deere new interim Tier 4/Stage III B engines**

John Deere Power Systems has announced the technology it will use to meet the stringent Interim Tier 4/Stage III B mobile off-highway emissions regulations for industrial diesel engines slated to take effect in 2011 and 2012. These regulations require at least a 90 percent reduction in particulate matter and up to 50 percent reduction in nitrogen oxides (NOx) from previous Tier 3/Stage III A requirements. JDPS will continue to offer the familiar John Deere PowerTech displacements of 2.4L, 4.5L, 6.8L, 9.0L and 13.5L. Power ratings will also be similar to the Tier 3/Stage III A offerings. For all of its engines 56 kW (75 hp) and above, John Deere will start with its Tier 3/Stage III A PowerTech Plus engine platform, which includes cooled exhaust gas recirculation (EGR) for NOx control, and add an exhaust filter for reducing particulates. Displacements in this power range include the 4.5L, 6.8L, 9.0L and 13.5L in-line, four- and six-cylinder engines, all of which feature a four-valve cylinder head, high-pressure fuel system, turbocharging and an air-to-air aftercooler system. John Deere has developed an exhaust filter consisting of a diesel oxidation catalyst (DOC) and a diesel particulate filter (DPF) specifically to meet the demands of off-highway applications. The DOC reduces carbon monoxide, hydrocarbons and some particulate matter. The downstream DPF traps and holds particulates remaining in the exhaust stream. Trapped particles are eventually oxidized within the DPF through a process known as regeneration. The Interim Tier 4/Stage III B regulation effective date for 130 kW (174 hp) and above mobile engines is January 1, 2011. John Deere engine models in this power class include the 6.8L, 9.0L and 13.5L in-line, six-cylinder engines. Interim Tier 4/Stage III B regulations for engines 56 kW (75 hp) to 130 kW (174 hp) are effective January 1, 2012. All John Deere Interim Tier 4/Stage III B engines will feature a similar package size as their Tier 3/Stage III A counterparts. John Deere’s engines with cooled EGR and an exhaust filter will require similar space as the Tier 3/Stage III A engine and muffler they replace. Engine-mounted or remote-mounted exhaust filters for the 4.5L and 6.8L models below 130 kW (174 hp) will be available for increased application flexibility. For more on the new technologies, visit JohnDeere.com/jdpower.

**Kestrel weather station**

Using a built-in digital compass, the Kestrel 4500 measures wind direction in addition to wind speed and effective crosswind, headwind and tailwind. Simply point the instrument in the direction of the wind to instantly obtain wind speed and wind direction in degrees and cardinal compass points. Readings can be stored in the 2,000 data-set memory. Combine the Kestrel 4500 with the optional portable vane mount and portable tripod for a data-logging weather station that is ideal for short-term monitoring. In addition to taking wind measurements, the unit also measures air, water, and snow temperature; wind chill; relative humidity; dewpoint; heat stress index; barometric pressure; altitude; density altitude; and wet bulb temperature. Measurements are shown on the backlit display, and you can easily customize screens to display user-selected measurements as well as graph and recall trends. The waterproof Kestrel 4500 even floats! Contact Forestry Suppliers via www.forestry-suppliers.com.

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Events & Seminars

September 9, 2009
Plant Problem Diagnostic Walk About
Rochester Hills, MI
Contact: MGIA (248) 646-4992; landscape.org

September 12, 19 & 26, 2009
Urban Trees: Planting and Design
Greater Omaha Chamber, Omaha, NB
Contact: Adam Smith (402) 457-2566.

September 15-16, 2009
Level 1 Tree Climbing Methods
New York City area, NY
Contact: (860) 429-5028; www.ArborMaster.com

September 16, 2009
Rigging
Sacramento, CA
Contact: Nate Anderson (916) 643-0999
www.northamericantrainingsolutions.com

September 15-October 8, 2009
Tree Climber Specialist, 8 T/Th, TCIA & ISA CEUs
Westchester Community College, Valhalla, NY
www.sunywcc.edu/ce/registration; (914) 606-6830

September 16-October 9, 2009
Ground Operations Specialist, 8 W/F, TCIA & ISA CEUs
Westchester Community College, Valhalla, NY
www.sunywcc.edu/ce/registration; (914) 606-6830

September 17, 2009
MGIA 5th Annual Michigan Snow Conference & Expo
Novi, MI
Contact: MGIA (248) 646-4992; landscape.org

September 17-18, 2009
Level 1 Precision Felling & Chain Saw Handling
New York City area, NY
Contact: (860) 429-5028; www.ArborMaster.com

September 18, 2009
Climbing
Burnsville, MN
Contact: Russ Lewis (888) 562-7062
www.northamericantrainingsolutions.com

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

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

September 22, 2009
Turf Care for the Professional
Morris Arboretum, Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156; jim@exchange.upenn.edu

September 23-24, 2009
Level 1 Tree Climbing Methods
Longmont, CO
Contact: (860) 429-5028; www.ArborMaster.com

September 25-26, 2009
Level 1 Precision Felling & Chain Saw Handling
Longmont, CO
Contact: (860) 429-5028; www.ArborMaster.com

September 28-29, 2009
Level 1 Arborist Rigging Application
Longmont, CO
Contact: (860) 429-5028; www.ArborMaster.com

September 29, 2009
Plant Identification and Diagnostic Walkabout
Bloomfield Hills, MI
Contact: MGIA (248) 646-4992; landscape.org

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

September 30, 2009
Understanding and Managing Wetlands
Morris Arboretum, Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156; jim@exchange.upenn.edu

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

October 1, 2009
New Technology for Tree and Shrub Fertilization
Traverse City, MI
Contact: MGIA (248) 646-4992; landscape.org

Upcoming TCIA webinars

Sept. 16  John Allin
Expanding Your Profit Centers: Snow Removal

Sept. 23  Sean Facey
Profits from Tree Injection Programs

Oct. 8  Jeff Korhan
Social Media Practices and Strategy (open to WMC registrants limited space)

For more up-to-date information on webinars, visit www.tcia.org/webinars.
Invasive insects have become an increasing problem for urban, suburban and even rural communities across the U.S. and some areas of Canada. To address these issues, the U.S. Forest Service, The Morton Arboretum, The Nature Conservancy and Purdue University have will host an important conference this fall near Chicago.

The two-day conference, “Coping with the Costs: The Economic, Social and Environmental Impacts of Invasive Insects on our Communities,” will be held at The Morton Arboretum in Lisle, Ill., September 29–30.

The focus of the conference is to develop and share strategies for communities facing or anticipating the economic, social, and environmental impacts of invasive pests. These destructive insects include the emerald ash borer, Asian long-horned beetle, gypsy moth, and others.

This forum will be of interest to a broad spectrum of green industry, municipal, governmental and educational institutions and will connect managers of invasive pest-affected communities, and any group that is interested in these issues, with potential resources. Public, private, corporate and institutional land managers will be offered tools and networking opportunities that will assist them with economic impacts, minimizing further tree loss and promoting tree restoration.

The conference will feature presentations and panel discussions by regional and national experts, as well as provide networking opportunities.

Topics during the full-day session on September 29 will include a wide variety of invasive species-related subjects. On September 30, the morning session will feature speakers on topics such as long-term management and restoration/replanting. The second half of this day will feature a tour of nearby EAB infested sites.

The forum is open to the public, and will be of special interest to mayors, public works directors, city planners, state partners, green industry representatives, green organization members and educators.

For more information, call Judy Antipin with the USFS at (610) 557-4183 or visit www.mortonarb.org/adult-programs/seminars-a-workshops.html. Registration for the conference will begin in early August through The Morton Arboretum’s Web site at www.mortonarb.org. Fees for the conference will be listed on the Web site.
By David Rattigan

It's happening again. Beginning in January 2010, custom diesel utility truck manufacturers will be making additional changes in the designs of their engines, aimed at reducing emissions and cleaning the air. Because of their fuel economy, diesel-powered engines are favored by many industries, including tree care. Diesel fuel powers not just trucks but also the aerial lifts, cranes, chippers and other tools used by arborists.

With changes in environmental standards mandated by the Environmental Protection Agency – including new clean-air technology and a switch to ultra-low sulfur fuel, the engines that have rolled off assembly lines in recent years have expelled significantly reduced amounts of oxides of nitrogen (NOx, pronounced “knocks”) and particulate matter (called PM, or more commonly “soot”). The changes have been phased in over the past few years, with the latest major design changes implemented in 2007.

Now, all diesel utility truck engines manufactured after Dec. 31, 2009 will have to meet a higher set of standards, which includes further reduction in NOx. The new emissions limit will be .2 g/hp-hour, down from 1.2 in 2007, approximately a 90 percent reduction!

(The reductions will do nothing to reduce the emission of greenhouse gases, cited in global warming. The only way to reduce greenhouse gases is to burn less fuel.)

The phases are part of the original Clean Air Act, signed during the Nixon administration.

Discussing the changes in advance of the 2007 deadline, EPA spokesman John Millett said his agency estimates that by 2030 (the time it will take before the new engines have replaced all of the old engines currently in use), the $4 billion costs of the changes will be more than offset by $70 billion in benefits to society, including prevention of premature death, loss of work days, prevention of heart attacks and asthma, reducing the number of emergency room visits, and other health benefits that result from breathing cleaner air.

As several of those interviewed for this story observed, tree care is a green industry, and most support the goal of cleaning up the environment, for reasons both noble and practical. But they know that they might feel the pain for society's long-term gain, particularly in the wallet.

To meet the previous set of standards in 2007, the price of diesel trucks went up about $5,000, on average. For those trucks built in 2010, an even higher price hike is anticipated.

Buyers, dealers and upfitters are concerned about not just the price hikes, but also the performance, as well as any
Gattari wrote, "Ford chose the Selective increase. announcement about a possible price increase. We expect to see this happen until September. That includes an increase that Ford (another industry leader) has not made an official comment and does not plan to announce. The European market.

The technology has not been used in the U.S. market, but it has established a successful track record on the European market. Other players in the market are coupling exhaust gas recirculation (EGR) system, which essentially cleans the emissions in-cylinder, by re-circulating the exhaust gas. Other players in the market are coupling the exhaust gas recirculation system with a second system called a selective catalytic reduction (SCR) system.

SCR is an additional after-treatment added to a vehicle already equipped with EGR; a system that uses diesel exhaust fluid, a mixture of water with the chemical urea. The technology has not been used before in the U.S. market, but it has established a successful track record on the European market.

Despite all of the publicity surrounding the major players are approaching the standards with two distinctly different engineering solutions.

Industry leader International plans to use engines that employ advancements in its exhaust gas recirculation (EGR) system, which essentially cleans the emissions in-cylinder, by re-circulating the exhaust gas. Other players in the market are coupling the exhaust gas recirculation system with a second system called a selective catalytic reduction (SCR) system.

SCR technology uses the existing engine architecture, diesel oxidation catalyst and diesel particulate filter, plus SCR hardware. This technology allows the engine to function at higher, more optimal combustion temperatures, which increases fuel efficiency and reliability. Take a look at the diagram above to see how SCR works.

Catalytic Reduction technology to meet the strict federal emissions standards because this proven technology allows the engine to operate in the most fuel efficient manner, and fuel economy is important to our customers."

"The technology is not new, it’s just new to us in the U.S.,” explains Brian Stanley, truck and loader sales representative for Stevens Point, Wisconsin-based Scaffidi Commercial Trucks.

Both sides have mounted marketing and public information campaigns favoring their technology choice over the other. Referring to a year-long “war of words” between manufacturers on both sides of the issue, Light and Heavy-Duty Truck Magazine recently noted, “Representatives from each side accused the other of promoting misleading information while also seeking to explain why its technological strategy was best.”

Proponents of the SCR systems say their technology offers better mileage, just as proponents of advanced EGR note that the additional equipment used for the after-treatment, including the urea tank, add significantly extra weight – from 300 to 400 pounds. They say that weight and added expense (including maintaining urea levels) offsets the mileage gain, which will show up more in larger trucks driving longer routes than for small- and medium-duty trucks.

Proponents of SCR say the systems have been used to meet environmental standards in Europe, but critics note that those standards are not as strict as the new U.S. standards.

International announced that it would use EPA credits – banked by reducing emissions on engines below the standards – to support engines that fail to reach the standards. The company is able to do that because some of the 2007 models have run so far below the industry requirements, says International's Etienne van Niekerk, 2007 engine emissions program manager for International Truck and Engine Corp., based in Warrenville, Illinois.

By using those credits, van Niekerk explains, the company can make changes to its manufacturing schedule over a longer period of time.

He is confident that the company’s product will comply with EPA limits “head on” by Jan. 1, 2013, the deadline for compliance.

“It’s less complex, the up-front cost is less, the maintenance is less, and there’s no training required. With the other technology there are extra fluids involved that you need to maintain,” says van Niekerk. “We will have none of that complexity.”

Much of the concern about the SCR systems has to do with the effectiveness of urea in hot and cold temperatures, and its availability around the country. Manufacturers and dealers of trucks with SCR systems said that availability will not be an issue, nor will maintenance.

Navistar Inc., which builds the engines used by International Trucks, announced recently that its advanced EGR systems will increase in cost by $6,000 to $8,000. Most companies employing the SCR systems have not announced what their price hikes will be. One exception is Volvo.

Different approaches

One aspect of the emission changes that has piqued the interest of the industry is that the major players are approaching the standards with two distinctly different engineering solutions.

Industry leader International plans to use engines that employ advancements in its exhaust gas recirculation (EGR) system, which essentially cleans the emissions in-cylinder, by re-circulating the exhaust gas. Other players in the market are coupling the exhaust gas recirculation system with a second system called a selective catalytic reduction (SCR) system.

SCR is an additional after-treatment added to a vehicle already equipped with EGR; a system that uses diesel exhaust fluid, a mixture of water with the chemical urea. The technology has not been used before in the U.S. market, but it has established a successful track record on the European market.

Despite all of the publicity surrounding the manufacture of the two different engine systems, Ford (another industry leader) has not made an official comment and does not expect to see until September. That includes an announcement about a possible price increase.

In an e-mail, spokesperson Anne Marie Gattari wrote, “Ford chose the Selective increase. announcement about a possible price increase. We expect to see this happen until September. That includes an increase that Ford (another industry leader) has not made an official comment and does not plan to announce. The European market. Some onlookers have noted that
Trucks North America, which said the cost would be $9,600.

“It’s interesting to watch this unfold with the two different approaches,” says Tony Gann, regional vice president for Alabama-based Altec Industries, Inc.

Altec is an upfitter working on all types of chassis, and Gann notes that he works with many companies. Nonetheless, he’s followed the developments with interest.

“It’s been quite the debate,” he says. “I don’t think we’ve ever seen anything like this in the chassis manufacturing industry, with two different opinions, and ultimately the marketplace is going to decide who was right.”

Arbortech’s Miller agrees. While his company has no horse in the race, it is also interested in the public’s reaction to two different types of products.

“How that all unfolds is extremely important to us, because we want to have chassis on the ground for our major customers from day one,” Miller says. “You don’t want to get stuck with chassis that are selling slowly or have become undesirable because someone else has a better setup.”

Other concerns

Many of the general concerns from 2007 have returned, but there’s less worry, in large part because the changes for this year will be less dramatic than in the last phase.

In 2007, adding new components to the system created some concern for upfitters, because changes in the engine system created chassis design changes. That is expected to be much less of an issue this year. The International engine, for example, will have basically the same shape, and the DCR system is expected to be mounted in a way that won’t impact the upfitters in the tree care industry.

“If you’re in the upfitting standpoint, it looks like we’re not going to have a lot of issues,” Gann predict. “Engineering teams from all manufacturers have been very good about sharing what they know about location of different components. It’s really not a big deal for us.”

Another issue, as with any new model, will be performance concerns.

“Going to a new system in 2010, you’re going to have to deal with all the kinks that need to be worked out with that new emission system,” says Richard Goforth, vice president of Southco Industries, Inc., a manufacturer based in Shelby, North Carolina. “And there will be some problems with it.”

van Niekerk admits there were some initial issues with the EGR engines.
manufactured in 2007, caused in part because the trucks used in the tree care industry are used differently than most trucks, idling for long periods on job sites. They were corrected with minor adjustments, he insists.

One major change since 2006-2007 that is affecting end users and the truck market is the economic climate. As many in the tree care industry are stung by the recession, some are putting off equipment purchases a little longer than they had in the past. Production levels have been dramatically reduced, according to Miller, who noted that Class 5 through 7 retail truck sales are down approximately 30 percent this year, with production down 40 percent.

While many companies elected to pre-purchase trucks prior to the 2007 deadline (because those trucks didn’t need to meet new emission standards), those involved are split on whether that is a sound business strategy this time around.

“In the past, we’ve seen people pre-buy, but we haven’t seen that this time as much because everybody’s holding onto their money,” Stanley says. “In America, the average age for trucks and cars are at the highest levels they have been for many years. Fleets have aged, and people are holding onto their equipment longer.”

Given the history of the 2007 changes, Miller says, it’s not unexpected that there are fewer pre-purchases. Not only did some of the concerns about performance of the new technology vehicles not materialize, but some of the pre-purchased trucks sat unused for a time.

“Some of those trucks sat for a period of time, and some people are questioning whether they got the value out of the pre-buy,” Miller says. “There comes a point in time – whether its six months, a year or two years – when it costs you more to have pre-bought a truck and let it sit than to buy it when you actually had a need.”

Goforth expects many large fleets to pre-buy their vehicles because they will see benefits because of economies of scale.

“They can buy 100 trucks, let them sit in the yard for a year and a half, two years, and still save money,” he says.

Miller notes that multiple, large price hikes (over several phases) have had a cumulative effect on the market.

“This whole process has been extremely difficult on engine manufacturers,” Miller laments. “Instead of recouping their R&D and engineering over a 10- or 15- or 20-year life of the engine, they are recouping it over a two or three-year span. To do so, you need to increase the price of these new engines pretty dramatically. There is (also) some additional cost in the components (within the new systems).”

Changes in engine emissions are guaranteed with the arrival of the new year. What is less certain is whether companies will rush out to buy trucks before the new technology – and price hikes to pay for it – kick in. Also still up in the air is which technology will prove more popular with the end user in the field. Stay tuned.
Employers in the tree care industry be forewarned: OSHA is growing new teeth in the Obama Administration. According to information put out by the Department of Labor and corroborated by OSHA insiders and Congressional sources, employers can expect new standards, increased and focused enforcement activities as well as higher fines.

Transformations begin with leadership, and on July 28, President Obama announced his intent to nominate David Michaels, Ph.D., MPH as Assistant Secretary of Labor for OSHA. Michaels has an extensive research background, which would be a departure from previous OSHA appointees. Michaels is an epidemiologist and is currently research professor in the Department of Environmental and Occupational Health at George Washington University. He conducted numerous studies of the health effects of occupational exposure to toxic chemicals and has written extensively on science and regulatory policy.

From 1998 to 2001, Dr. Michaels served as Assistant Secretary of Energy for Environment, Safety and Health, responsible for protecting the health and safety of workers, neighboring communities and the environment surrounding the nation’s nuclear weapons facilities.

If confirmed, Professor Michaels will likely have an ambitious regulatory agenda, including a number of health standards, rulemaking on comprehensive Workplace Safety and Health Program standards, and possibly revisions to the recordkeeping rules—including a close examination of how ergonomic injuries are recorded. On the enforcement side, Professor Michaels is also likely to focus more attention on general duty clause citations, particularly those involving ergonomics.

OSHA-watchers believe that one of his Michaels’ top priorities would be for the agency to issue a comprehensive Workplace Safety and Health Program standard, under which every employer would be required to develop and follow a hazard reduction plan for all hazards on its jobsite by assessing each hazard and developing abatements for each.

Where contemporary standards do not exist, employers should expect to see a sharp increase in the use of the general duty clause. For example, while it is unclear whether Michaels will direct OSHA to draft a new ergonomics standard, employers should expect to see significantly more general duty clause citations for ergonomics. He asserts that work-related musculoskeletal disorders are by far the leading cause of workplace injuries, and that the Bush Administration failed to address the problem.

Acting OSHA administrator Jordan Barab, who is expected to remain at OSHA as deputy assistant secretary assuming Michaels is confirmed, will remain an important factor when evaluating how OSHA will interface with small business. Barab has strong ties with organized labor and indeed spent almost 20 years working directly for labor unions.

At its Legislative Day on the Hill July 14, members of the TCIA delegation were given some insight into the changes coming about at OSHA. The message was delivered by Brad Hammock, partner in the labor and employment law firm of Jackson Lewis. Before joining the firm in
2008, Hammock served for 10 years as a DOL/OSHA attorney including, most recently, as the agency’s lead counsel for safety standards. As lead counsel, Hammock managed 10 attorneys who worked with OSHA on regulatory initiatives, compliance assistance, and enforcement policy.

According to Hammock, OSHA is beefing up its enforcement and raising the stakes for non-compliance by raising penalty amounts. Although it is not clear at this point how much penalty amounts will go up, the increases are expected to be substantial.

Furthermore, the current speculation is that OSHA expects to add 130 personnel to its field enforcement staff, which represents an increase of 10 to 15 percent.

Supporting this speculation is the fact that on July 27, the House approved $1.5 billion for the hiring of 600 personnel for enforcement and compliance positions. This appropriation is part of the Departments of Labor, Health and Human Services, and Education, and Related Agencies Appropriations Act, 2010 (H.R. 3293) for fiscal year 2010, and has since moved to the Senate Appropriations Committee for approval. The potential hires would benefit OSHA, the Mine Safety and Health Administration, the Employee Benefits Security Administration and the Employment Standards Administration. Assuming an equal split of those new hires among the agencies, OSHA would receive 125 additional compliance personnel.

OSHA has announced a number of national emphasis programs, including one that will affect tree care employers. Responding to pressure from various sectors about the alleged inaccuracy of OSHA/BLS-gathered data on occupational illnesses/injuries, OSHA is preparing a National Emphasis Program (NEP) on recordkeeping. Its targets:

- Companies with low injury rates in high-injury industries. OSHA will check to see that records match reality.
- Incentive programs that encourage employees not to report injuries. Example: The crew with the lowest injury rate for the quarter will win prizes or get a special financial reward.
- Disincentives to report injuries. Example: Workers who report injuries are disciplined or fired.

At various public speeches recently, Barab has clarified that the agency isn’t opposed to incentive programs, as long as the incentives are for proactive measures.

In order to prepare for an increase in OSHA vigilance in an environment that one should expect to be less employer-friendly, employers are encouraged to re-examine their OSHA recordkeeping and compliance policies and procedures.

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

By industry definitions, Clint Reed’s six-man operation is a small business. That fact has never troubled Reed, whose crews have performed quality tree care for homes and businesses throughout San Diego County in California for the last seven years, earning repeat customers and word-of-mouth referrals.

The small size of his business has also allowed Reed to remain personally invested in his company, treating each employee with respect and compassion. When the economy took a nosedive, for example, Reed worked hard to guarantee everyone a minimum of 40 hours of work per week – to make sure they didn’t feel a pinch in their paychecks.

“I’m doing the best I can to make that happen,” says Reed, 37, president of San Diego Tree Care. “I’m trying to be a professional boss.”

There are many benefits to being small, but when Reed’s insurance company declared it would no longer provide his workers’ compensation insurance, there was no denying that the small size of his business was being viewed as a negative.

“The workers’ comp companies didn’t want to take the risk with us,” Reed reports. “They’re afraid we’re not dialed in, compared to the bigger companies that have the staff and resources and money to put together safety programs and training manuals.”

Left without his insurer – and with no new private company stepping up to take its place – Reed was forced to turn to the State Fund, a public option run by the government. That option meant even higher rates for Reed to pay.

“Our rates doubled,” he remembers. “Something like that could put a company out of business.”

The problem is not unique to Reed’s company. While business owners are required by state law to provide workers’ compensation insurance to employees, acquiring and keeping that insurance has always been difficult for tree care businesses. Those companies who were willing to provide insurance did so with extremely expensive premiums. And if a company reports multiple accident claims, that company’s level of risk is deemed higher – meaning the premium continues to climb.

In his years of business, Reed has never had an employee suffer serious injury that required hospital care. Nevertheless, rates for workers’ compensa-
tion insurance through the State Fund are almost always more expensive than rates through private insurance.

Getting stuck in such a position could have spelled the end of the business, notes Reed, especially for a smaller company like his that doesn’t have the manpower to take extra jobs for extra cash.

“It’s an incredible amount of money. We don’t have huge volumes of business coming in and huge crews to make up the difference,” he explains. “So the bottom line is important for a small company like us.”

Members of Tree Care Industry Association have proved for years that size doesn’t necessarily equal quality or competency. Big or small, a tree care company can use the best and safest practices in every aspect of its work – if it is committed to safety, professionalism and quality. To confirm that history, in March 2009 TCIA teamed up with the ArborMAX insurance program to offer commercial insurance to tree care companies. The program includes workers’ compensation insurance for member companies who have completed TCIA’s Accreditation program or those who have a Certified Treecare Safety Professional on staff.

It just so happened that Reed completed TCIA’s Accreditation program in September 2008.

“When I started working for my cousin in tree care 16 years ago, he was a certified arborist,” says Reed, who today is also certified. “Back then, being a certified arborist was what Accreditation is now. It’s come to another level. I wanted to go that route, because I wanted to be professional in what we do and stand out from the other companies.”

The Accreditation process wasn’t easy. Being a small company meant that Reed had to compile most of the paperwork and files himself. San Diego Tree Care already practiced some of the policies mandated by Accreditation, but others it had to adopt. In the end, it was an arduous process that Reed believes put his company on top.

“It definitely, definitely was worth-while,” he says. “I know nine out of 10 companies I’m competing with don’t have the systems a TCIA-accredited company has. We streamlined the business into being a better company, for us and for the customer. Nothing good comes easy.”

And those were his feelings before he learned that his new Accreditation status could help him out of his workers’ compensation insurance problem. Reed signed up for ArborMAX insurance and found himself with affordable rates and reliable insurance.

“Right now, (Accreditation) is really paying off,” he says.

With that worry off his mind, Reed is able to focus on his clients and his employees. He even has a little time to dream about the future – like expanding the company to 10 employees.

For more information on the ArborMAX insurance program or TCIA Accreditation, visit tcia.org/insurance or tcia.org/accreditation.
Clarity on oxygen production during photosynthesis

As a former biology teacher, I was surprised that a fellow with Mike Amaranthus’ heavy academic credentials would let a popularly held misconception about photosynthesis appear in an article he co-authored.

Specifically, on page 9, in the article, “Soil Life & Carbon” (TCI Magazine, August 2009), in the first column, first paragraph under “The link to soil life”:

“... The oxygen in the CO₂ molecule is released back to the air and the carbon becomes part of the plant tissue, ...”

That is incorrect, when it comes to oxygen production during photosynthesis. The oxygen released during photosynthesis comes from the photolysis (break-down by light) of water (H₂O) by Photosystem II, in the light-dependent reactions of photosynthesis. The oxygen in CO₂ molecules gets incorporated into sugars and water during the light-independent (dark) reactions.

Please let your readers know about the above errata, as the incorrect info is often mentioned by the public at large when trying to simplify photosynthesis.

Miles J. Lefler, owner
Sunrise Tree Services
Austin, Texas

Dr. Michael Amaranthus responds:

Plants produce oxygen and fix carbon as part of photosynthesis. Yes, some oxygen is absorbed as well.

Call back...

Correction for June EAB treatments article

The article “Emerald Ash Borer: Insecticide Options for Protecting Ash Trees and Their Effectiveness” in the June 2009 issue of TCI Magazine contained an error. On page 15, paragraph 4, the text should read:

“In a discouraging study conducted in Michigan, ash trees continued to decline from one year to the next despite being injected in both years with either Bidrin (Inject-A-Cide B’) or imidacloprid. The imidacloprid treatments consisted of two consecutive years of Imicide (10 percent imidacloprid) applied using Maugé micro-injection capsules, or an experimental 12 percent formulation of imidacloprid in the first year followed by Pointer (5 percent imidacloprid) in the second year, with both applied using the Wedgle™ Direct-Inject System.”

The corrected version of the bulletin on this subject, and from which this information was taken, can be found at www.emeraldashborer.info.

We regret to report...

Steve Sandfort, 66, longtime urban forester for Cincinnati, Ohio, and a past contributor to TCI Magazine, passed away on May 23, 2009.

After beginning his career with the Georgia Forestry Commission, Sandfort later moved to Cincinnati, becoming the municipality’s first city forester around 1980. For many years, his patient devotion to urban tree care was frequently highlighted by his thorough and passionate knowledge of putting the right tree in the right place, and his eternal care for the people those trees sheltered.

After retiring, he continued to serve Cincinnati through tree care conservancy and conservation supervisory roles.

He was the husband of Peggy Sandfort, and father of Melinda Sandfort Atkinson.

Black & Decker recalls trimmers

The U.S. Consumer Product Safety Commission announced a recall of the Black & Decker GH1000 Grasshog XP String Trimmer. According to the commission, the trimmer/edger’s spool, spool cap and pieces of trimmer string can come loose during use and become airborne projectiles, posing a laceration hazard to the user as well as bystanders. The trimmer/edgers can also overheat posing a burn hazard to consumers.

Made in China for Black & Decker, the company has received 707 reports of incidents, including 58 reports of injuries. Serious injuries included cuts to legs that required medical attention. There were also reports of property damage, including two broken windows. Stop using the string trimmers/edgers immediately and contact Black & Decker for a free repair kit.

Send letters and e-mails to:
Don Staruk at
staruk@tcia.org
## Vermeer

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## Morbark

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## Brush Bandit

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## Asplundh

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By Cliff Robbins, Ph.D.

There’s an old expression: “A rising tide floats all the boats.” So what happens when the tide goes out? These tough economic times are like a falling tide. And the tide’s gone out – way out! The wind is howling. There are rocks showing everywhere and there are even more rocks hidden just below the water level. There are shallows everywhere, too.

Do you have a nautical chart with you? Do you know how to read it? You had better know how to navigate and sail or you’re going to either go aground or just flat out sink!

Do you really know how to operate your business efficiently and effectively? Do you have a written strategic business plan to guide you and your team? And what about that well-thought-out written marketing plan? How about a contingency plan? Let me mix my metaphors; if you are just winging it [still] you are going to crash and burn!

In every tough economy, some businesses struggle, lose sales and see their profits disappear, while others seem to print money. Put yourself in the latter category. Actually, savvy business people have an advantage during tough times. They are able to work in relatively short time frames. Their penchant for information enables them to focus quickly, aggressively and creatively to market needs.

You can avoid disaster. You can even position your business for greater success if you know what to do and when to do it. There are a lot of opportunities for smart business professionals in every economic time, especially this one. Your competitors are vulnerable: Go get ’em! Attack while your competition retreats. Retreating businesses leave voids in the market, ideal niches for smart marketers acting quickly on good information.

CRM

I once had a client who told me that customer relationship management is just more academic hogwash. Well, he’s long since gone out of business!

Focus on retention instead of acquisition. I’m sure you’ve heard it before: getting new customers cost as much as 10 times as much as keeping old ones. Turn your gaze from strangers to friends. Listen to the voices of your customers. Talk to them. That’s really good market research.

Maximize referrals from the loyal customers you’ve delighted over the years. Reactivate old customers. Follow up on old leads. And worship at the shrine of customer follow-up. Determine who will take the responsibility for each follow up activity, and when that activity will take place. When you follow up on everything, it proves to your customer that you really care about them. They know you’ll be there when they need you. They’ll trust you.

Improve your customer service. In my opinion, this is an area where a lot of businesses can differentiate themselves. We’re always talking about a unique selling proposition. It’s always important to differentiate from competition or you’ll be in a price war. And the only one who wins in a price war is the buyer.

You need to know every customer’s value. And while all customers are equally important, some are more equal than others. And it’s OK to fire the ones that are unprofitable. Businesses survive on profits and cash flow. If you’ve got any customers draining you, get rid of them. Let them go to your dying competitors. That’ll finish them off even faster. Nature abhors a vacuum. You’ll be ready to step into the market and fill the void.
Pricing

Think profits. Try to avoid wanton price cutting. Show your customers that you are fully aware of the economic situation and that you have priced your products and services accordingly. But don’t make the mistake of thinking that the right price is the lowest price. People don’t buy strictly on price. They buy based on the value they perceive, or more particularly, the spread between the price and the value. So consider low-cost add-ons to generate additional profitability.

Explain to people that during tough times it’s important not to waste money. They should spend their money wisely and not make the mistake of buying based solely on price. Caveat emptor: let the buyer beware. That’s why building trust is so vital. The most important word in marketing is commitment. When your customers see you being consistent, especially in tough times, they’ll assume you’re just as committed to quality and service and you’ll deliver on them regardless of the economy.

It’s all about building your brand. And I don’t mean just the logo on your shirt. It’s about the entire customer experience.

Sell, sell, sell …

Everyone in your company is in sales, even your ground workers. Every time anyone in your organization touches your customer is an opportunity to sell. E-mail is great, but the telephone is even better. But don’t ever forget why they invented shoe leather. Get out there and visit your customers regularly.

Network aggressively: Chambers, industry groups, professional organizations. It’s time consuming but relatively low cost. Look for sales partners: connectors and mavens that can talk up your company.

Survive and thrive

Learn all you can about management, marketing, and finance. Get some professional help. Get mentors, don’t go it alone. Create a braintrust. Establish a board of advisors. There are a lot of smart business people out there. Get them on your side.

Are you attacking or retreating? Is your message getting to your target market and is it a consistent message? Are you calling your customers and communicating with e-mail? Is your Web site working?

I see a lot of opportunity in this economic ugliness. So when the going gets tough, the really capable business people can still make big bank deposits.

Cliff Robbins, Ph.D., is a senior management counselor with the Massachusetts Small Business Development Center Network. He is also managing partner at the Consulting Resource Group, a marketing research and behavior development firm assisting growth-oriented businesses with their strategic business planning and organizing. For in-depth assistance in marketing in a down economy, attend one of Dr. Robbins’ upcoming sessions at TCI EXPO in Baltimore or Winter Management Conference in Hawaii. See tcia.org for more information.

READ JUST ONE OF OUR MANY CUSTOMER TESTIMONIALS:

“Thought you’d appreciate a compliment. I’ve owned a 495P for about thirty years. It’s seen more wood than I could begin to mention or even recollect. Still pretty much cuts like a new saw. There’s not too many things that I can claim to have had around for thirty years; a few guns, some old tools from my grandfathers, a family photograph or two… you get the idea. Thanks for the good saw.”

— Richard, Michigan
Ultimately, the argument between disc and drum chippers might be likened to a discussion between a Ford and Chevy man. Both can do the job of getting you home at the end of the day, just as a quality brand and appropriate scale of the chipper will do the job it’s intended to do – chip tree debris. Ask two tree care pros and you’ll likely get two different answers.

Two things you need to know

For the purpose of argument, everyone we spoke with for this article agreed that there are just two major, tried-and-true two chipper technologies, disc and drum. They’re the business heads that do the cutting work. After that, it’s a matter of the size and configuration of the chipper. They can range from a walk-behind to a towable to a self-propelled towed on a trailer.

Simply and most generally stated, the two types of cutting technologies are:

▶ Disc, with a vertically oriented rotating disk
▶ Drum, with a horizontally oriented rotating drum

Both utilize cutting knives on the rotating mass (disk or drum) to do the chipping. Most of the heavy work is done most efficiently from the middle to the bottom of the cutting medium.

From one to the other, you’re going to have about the same number of knives in comparably sized units, we’re told, but the length and stagger of the knives will be different. That won’t affect the quality of the chip much, if at all.

Jerry Morey, president of Bandit Industries, makes both types. He notes that “The disc is like a big plate sitting upright and set at an angle (to attack the tree material) approximately 45 degrees to the flow of the wood into the machine. Drum-types use a (horizontally mounted) cylinder of varying diameters with knives attached to drum.”

One basic difference is that with a disc chipper rotating as it does, wood is chipped more or less across the grain. The drum cuts generally along the length of the grain and in somewhat of a scooping motion.

Morey explains that “Some users still think it can be more difficult to chip through a drum machine and that this process can take more energy, but that is changing.”
The brush chipper was invented in the late 1940s, eliminating the need to tow portable incinerators or haul brush away from the worksite.

“These original chippers were not equipped with any type of mechanical feed system,” says Mark Rau, midwest regional manager for Morbark Tree Care Products. “They simply consisted of a round, solid steel rotor with knives mounted on the perimeter with a feed hopper to place branches into and a straight discharge chute directing chips outward. A gasoline engine with a drive belt powered these units. As the knives made contact with the branch and pulled it through, the limb was chipped at a high rate of speed. This basic style of chipper is still in production and commonly referred to as a ‘chuck and duck’ chipper.”

Until 1980, chippers remained largely unchanged. In that year, Morbark introduced the first hand-fed, disc-style brush chipper, named the “Eeger Beever,” according to Rau. (Although this chipper model was discontinued for a period of time in the 1990s, it has been reintroduced with modern engineering improvements as the Morbark Beever M12D.)

In a disc-style chipper (Fig. 1a), the cutting wheel is a flat, circular shaped disc of steel, with cutting knives mounted on the face. Chip slots located at the leading edge of the knives allow chips to pass through the disc as they are cut. Fan paddles are mounted on the back side of the disc to throw chips out of the discharge chute.

The diameter and thickness of the disc is one determining factor in the size of material the chipper can handle. A 12-inch-capacity chipper will commonly have a disc of 36- to 40-inch diameter, with a 2-inch thickness. Chippers with less capacity will have a smaller disc; larger capacity machines are equipped with bigger discs. Typically, the disc will rotate at a speed in excess of 1,000 rpm on a hand-fed chipper to provide inertia and to create enough speed to adequately throw the chips out.

Morbark introduced its hydraulic...

(Continued on page 38)
Chipper Technology

(Continued from page 35)

feed, drum-style chippers to the marketplace in 1991. These early models were known as “E-Z Beever” models.

The drum in a drum-style chipper (Fig. 2a) is a barrel-shape, mounted on a horizontal axis. Around the circumference are recessed pockets with knives mounted toward the rear. The purpose of the pocket is to hold wood chips as the drum spins, then the chips are thrown out when they reach the discharge point.

The newer drum-style technology offers several advantages over disc-style chippers, according to Rau:

1. Drum chippers get longer, more even knife wear. This is due to the horizontal orientation of the chipping anvil on the drum-style vs. the vertical anvil on disc-style chippers.

2. Drum chippers have less dead space behind the feed wheel, with less opportunity for material to get lodged or jammed behind it. This is because disc-style chippers have the disc mounted at an angle to the feeding system to chip the wood at the most efficient angle. This applies mostly to chippers in the 12-inch class and above; typically, smaller disc-style chippers feed at a 90-degree angle to the chipper, foregoing efficiency in favor of eliminating potential problems.

3. Drum chippers do not whip material from side to side as dramatically as disc chippers. On disc-style chippers, the knives approach the material from the side. As the knife makes contact and pushes the wood to the anvil, the opposite end of the branch lashes to the side, as the material is re-oriented. With drum-style chippers, the knives approach the material from the top, drastically reducing the potential for material to whip around.

4. Drum chippers typically experience longer chipper bearing life, due to elimination of side loading on bearings. In addition, with the bearings located outside the chipper housing, the possibility of vines wrapping around the shaft and damaging bearing seals is eliminated.

5. The radiator location of drum-style chippers reduces the amount of dust and debris in the radiator, allowing for better engine cooling and greatly reducing overheating issues.

6. Knife changes on drum-style chippers are performed more easily, with better access and no nuts on the back side of the knives.

In the hand-fed chipper category, an advantage a disc-style machine can claim over a drum is the inertia the chipper disc generates. The consistent chipping angle combined with the mass of the thick steel disc provides a flywheel effect, reducing automatic feed system cycle times, and providing smooth operating characteristics.

One area Morbark is concentrating on is their ability to provide equipment for specialized needs while maintaining efficient manufacturing methods, according to Rau.

“This is a difficult balance to strike sometimes, and the market is ever-changing and evolving,” he says. “For instance, wood fiber as a fuel source for alternative energy is gaining momentum. As the energy market develops, the viability of utilizing chips from the urban forest is becoming more evident. Morbark has developed machinery to fit this market, such as the Beever M20R, a 20-inch capacity drum-style chipper, available with a grapple loader, extended “live” feed table, remote control, tracks or a conventional chipper design.

Fig. 2a - Drum-style chipper. Courtesy of Morbark.
shaft of the drum should the need ever arise.

In one case, Dynamic Manufacturing has developed an hourglass shaped drum that looks like two cones, aptly called the ConeHead. The aim is for higher efficiencies. Another machine, the Cone-Head Discone, is a patent-pending blend of disk and cone-shaped drum technologies designed to capture the advantages of each.

**Does one make a better chip?**

Ultimately, the main question surrounding chippers is – as with every other piece of equipment – does it make or save money? There may be times where the ability of a large in-feed drum chipper coupled with a small tractor or skid steer to transport larger pieces to the machine may play an important efficiency role. And what about the ability to get the material to the machine in urban or other difficult areas? All of these issues are up for consideration and are being addressed by manufacturers.

From an industry standpoint, we came across a couple of interesting and pending market issues that could affect the chipper user – regardless of the technology one uses. Urban wood waste may not present a large and lucrative market yet, though local markets vary greatly. However, there may still be an opportunity to direct the urban waste stream toward wood pellet mills and energy plants. With numerous tax incentives on the federal agenda to expand the biomass market, chips could one day play a profitable role. From cap & trade energy legislation to a USDA proposal for tax credits that can exceed the market cost for chip waste, subsidies may soon appear to divert chips to biomass as part of the nation’s plan to wean itself from fossil fuels.

Also, and this is more a concern now than in the past, the demand for a good, consistent chip has grown and the after-market for chips used for mulch, boiler feed stock and other post-processing uses is growing fast. The market is expected to grow exponentially in the years to come.

Fortunately, it’s getting harder to clearly see a difference between the quality of the chip produced by a disc chipper versus the drum chip. That will help play into the secondary market for chips – how they are used and where they are sold.

**Disc or drum: Size does matter**

Todd Roorda, environmental solutions specialist for Vermeer Corporation, relates that after the disc/drum discussion as it realtes to the end product, another big difference between the two is the size of the overall unit.

“A disc-style chipper, essentially, only uses half (the bottom) of the disc to cut, so as the size of the chipper increases (meaning the diameter of the product processed), you start needing a cutting disc that is fairly large compared to a drum-style chipper. With that, the overall size and weight of a disc-style chipper increases, along with the price, because traditionally there’s a lot
Tom Feichtinger, warranty and service technical advisor at Woodsman, LLC, says there are advantages to the drum chipper over the disc chipper.

“Hydraulic-fed, drum-style chippers have a larger opening to the cutting drum. Drum chippers feed limby and fibrous material better because of the opening and positioning of the cutting system,” says Feichtinger. “On a drum chipper, the anvil is placed horizontally and is located on the bottom floor of the throat. This position allows the drum to turn on a downward stroke, allowing the material to stay in place when cutting. There won’t be any whipping motion of the material sticking out of the infeed hopper waiting to be processed.”

“The anvil in the drum chipper is normally slightly wider than the cutting width of the drum. Anvil adjustments are made from underneath the unit through an access panel. One person can do an anvil adjustment. With this type of anvil/feed arrangement, the knives and anvil will last longer with full knife utilization than on a disc style chipper.”

Disc chippers have a restrictive throat opening. When looking into the infeed hopper of a disc chipper, the anvil is located vertically on the right-hand side of the throat. This causes the material to be cut to be pushed to the right side of the throat. The material waiting to be processed, in the meantime, is sticking out of the infeed hopper, allowing it to whip from side to side. The anvil in a disc chipper is slightly larger than the capacity of the chipper (i.e., 9 inch chipper, 9½-inch anvil). Anvil adjustment is made from the right-hand side of the unit and normally is a two person job. The majority of the material cutting is done on the upper ½ inch of the anvil. In a two-knife pocket, the knife closest to the chipper shaft will see majority of the wear.

Drum chippers have less dead space behind the feed wheel. The dimension is approximately 2 inches at the closest point of the feed wheel to the drum. At the nip point of the feed wheel, the dimension is approximately 10 inches. The dimension will vary, depending on the diameter of the feed wheel, allowing for higher chip quality.

On a standard disc chipper, the dead space varies on the size of the chipper. On a typical 12-inch capacity chipper, the dead space behind the feed wheels is 14 inches to the closest point of the feed wheel to the disc. From the nip point of the feed wheel, this dimension is 18 inches. This large dead space area allows the material to turn once past the feed wheels and causes large bits of material to be cut and processed into the final chip pile. This dead space also allows for material to keep feeding into the knives, which may cause a plugging situation if the engine rpm’s fall too low. On a disc chipper with a supersized feed, the dead space is 24 inches, allowing material to turn sideways and plug the throat.

Drum chippers are more compact than disc chippers. The reason for this is that on a drum unit, the base, drum and engine are positioned squarely on the frame.

On a disc chipper, the base, disc and engine are mounted on a 45 degree angle on the frame, which makes the unit longer, wider and offers more open frame area.

Drum chippers allow easier access to the knife for changing. Access to the knife is done through a door on the top of the drum housing. You can remove three or four bolts in the access door, open the door, and the knives and clamping nuts are sitting flat on the knife bed.

For access to a disc chipper knife, the steps are: remove the keyed lock in the lock pin, remove the locked pin and pull open one half of the top cover for the disc. The knives are set on end (hanging up and down) and when the nuts are removed, the knives may slide or fall. More caution is required when changing knives in a disc style chipper – although, caution must be used when handling any chipper knife regardless of make or model.

On a Woodsman hydraulic-fed drum chipper, there is only one feed wheel, which is on a rear pivot. The design allows for a cleaner feed system, eliminating nip points, slide guides and the need for a cleanout door under the bottom feed wheel. There is no debris pile under the machine from material falling through or plugging, wrapping and stalling the bottom wheel.

Fig. 1: Drum

Fig. 1: Disc

more steel that will go into a disc-style versus a drum-style chipper,” Roorda explains.

Another consideration is fuel cost. The extra weight of a disc-style chipper may require a larger towing vehicle and more fuel to transport the unit. And then you can throw in the overall price of the machine, as well. Since there is less steel in a drum-style chipper, it helps maintain prices at a lower level than disc-style chipper that may have quite a bit more steel.

After the size, decisions need to be made based on what type of material you are cutting. The general industry feeling is that a drum-style chipper can process palms and palm fronds more effectively than disc-style chippers. However, there are obviously other materials out there that one type or another may chip better, faster or more economically.

Manufacturers generally agree there are no major differences in maintenance between the two styles. The most important maintenance tip with either style is to maintain sharp blades. As blades wear down, chipper knives will begin to beat the material more than cut it. That’s when maintenance issues such as increased fuel or oil consumption, slowed engine performance, and increased wear and tear kick in.

With respect to post-chip market needs, Roorda says “We haven’t seen a chipper that can produce a consistently sized chip or produce the bulk of material to satisfy the biofuels market. Consistency is key in...
the biofuels market, and that’s why the industry is moving toward use of grinders, which produce a product with more consistency.”

Traditionally chippers haven’t featured screens (which help produce a consistent product), so they tend to produce longer and less consistent material. However, manufacturers are working on the challenge and will have some very viable solutions to meet the market demand. A few are starting to market their chippers directly to the biofuel industry.

J.R. Bowling, Rayco vice president, explains that all his company’s machines are hand-fed chippers, both disc and drum. The smaller ones are disc, the larger of drum design. In his opinion, “The market seems to prefer drums for all-round chipper use because they tend to work better on about any kind of material, hard and soft woods, vines, etcetera.”

For the small stuff, disc chippers are lighter weight and can leverage more chipping power out of smaller engine configurations, and Rayco has engineered them to handle flimsier but difficult materials, such as long-needle pine and palm. “Trying to do that with larger and larger discs would present complications of scale and size. To get a large disc to chip bigger materials and to get a wider (infeed) throat, would require a cumbersomely large disc.”

To do 12-inch material, he says, could require a disc “every bit of 30 inches in diameter at a minimum.” That requires a lot of steel and challenges with the machine’s center of gravity.

“We don’t have large, whole-tree chippers for fuel wood, but we still can do a lot with brush chippers,” he says, such as the RC814 machine debuting this fall. “This is a new for us, and we paid a lot of attention to chip quality. Aimed initially at the European market, where it is common to use a machine of that size to generate chips for fuel wood or pellets, the machine, has potential for the U.S., allowing a smaller operator to generate fine, consistent and salable chips.”

Dennis Beam, vice president with Altec Environmental Products, whose company makes both disc and drum chippers, says many Altec machines utilize a control-fed, hydraulic-driven infeed system. However, he adds, “Altec continues to improve the self-feed system in a drum setup, which is now extremely popular because the cutting knives draw material into the machine. For material in the 3- to 4-inch range, this is an efficient way to chip material, especially from a fleet standpoint, because there is a lot less maintenance, and the machine will also handle difficult material, such as palm fronds.

“One of things we introduced several years ago and continue to see growing in popularity is that, rather than have just a two-slot cutting disk for two or four blades, we offer an eight-blade configuration option. With the same rotation, you get a more consistent and finer chip. That means you can utilize chips from the first run in more applications,” he explains.

Beam sees the market as still very much interested in the disc-types, attested to by a 300-machine backlog just in the state of California for the relatively new DC912A, a 48-hp Kubota diesel-powered model. Designed, he explains, with an infeed system much like that of a copier, which pulls from the top, plus an electronic feed control/monitor system, the technology has gained “unbelievable acceptance,” especially with a 40 percent reduction in fuel usage versus a standard 80 hp machine with virtually the same throughput.

**Variations on the theme**

Recent chipper advancements aren’t limited to traditional manufacturers. There are chipper attachments and purpose built ones with changes, too.

Bobcat’s Justin Odegaard, attachment
product specialist, is of the opinion that disk and drum designs are indeed similar between manufacturers of the same type. So, what Bobcat did is adapt traditional cutting designs and make them “connectable” to run off the hydraulic drive of a loader or skid steer. This is different from the direct or PTO drive of other chippers.

The advantage here is that a tool carrier – skid steer or loader – brings the chipping head to the work. In traditional applications, one has to bring the work to the machine.

Bobcat focused on the front-mounting aspect of the chipper. “We feature two mounting plates on our chipper, which allows the operator to in-feed from either side,” says Odegaard. This is ideal, he notes, for municipalities that feed materials perpendicular to the street then blow chips into a truck at any angle via a discharge chute with a 360-degree turn radius.

Because there are two predominant types of hydraulics, standard and high-flow, Bobcat provides chippers to serve both, including one that takes advantage of high-flow hydraulics to chip larger material and process material faster in general.

Odegaard also describes a different safety-oriented feature for the tool-carrier-mounted chippers. The general safety rule with a loader setup is to turn off the machine when getting in or out. That makes a one-person chip operation difficult, but an external control panel allows for outside-the-cab operation and locks out inside operation, thus preventing a driver from inadvertently starting up and driving off or otherwise operating the tool carrier if the chipper is being run externally, he explains.

Sometimes big things come in small packages. Chippers come in all sizes and in all kinds of applications, but one of the smallest professional chippers is actually a series of shredders from Eliet capable of managing material from a ½ inch to 6 inches, with the 6-inch unit being pro-quality.

Jean-Alain Tibbaut, marketing manager for Eliet USA, says the company’s line of compact machines shreds material, like a hatchet, with the grain of the wood. He explains that reducing tree waste mass in this way does not require as much power, nor a heavy flywheel, nor super sharp blades to do the job. In fact, even dull blades will to the job. (On average, depending on use and materials, Tibbaut says blades need to be touched up about every 10 hours. The machine is designed for blade access using no tools beyond a sharpener.)

“Our approach is very different. Because our machines shred, they can take green waste, even up to 15-foot palm fronds, with no problems,” he notes. Eliet’s top of the line, the Major, costs about $28,000. They run on a relatively quiet, 9 hp Hondas, are self-propelled and, because of their 35-inch width, pass through the garden gate into back yards and other tight spaces – bringing the machine to the job.

As with any machine purchase, especially large capital investment expenditures such as chippers, the first step is to determine your present and realistic future needs, then determine labor and unique requirements (rural or urban settings, unusual materials to chip), then try each one to see if you prefer disk or drum. Finally, explore the physical capabilities, like the engine and in-feed capacities. If you plan to enter a new aftermarket for your chips, find out what your current market looks like and try to find a technology that best matches it.
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To answer the question of how much a tree is worth, I recall such phrases from esteemed colleagues as, “It ain’t simple,” “it’s complicated,” and “it all depends.” Possibly the most important question a plant appraiser must ask at the beginning of the process is, what is the assignment and purpose of the appraisal?

A plant appraiser must be an advocate for the situation rather than an advocate for the client, and be honest and truthful throughout the entire process. This is essential and logical as the appraiser must be prepared to answer questions from an attorney disputing the amount and process as well as another expert appraiser/arborist disagreeing with you.

Unfortunately, this is the real world and the answer to the question of how much a tree is worth also depends on who wants to know. Is it a homeowner who has had his or her tree damaged or destroyed accidently, or intentionally, by a next door neighbor? Is it the party who trimmed the branches or roots of his neighbor’s tree and trespassed in doing so? Or is it the attorney or insurance company on either side of such disputes?

There are numerous other scenarios of plant appraisals that defy logic or reason. All of the parties have differing opinions on just how much the damages should be. It is common knowledge that when plant damages happen and a party realizes insurance companies or lawyers are involved, they seem to actually smell the dollar signs. There is a definite bias as to how much damages should be.

Many of us in the plant appraisal industry have experienced this phenomenon. I vividly remember a man calling me because his Leyland cypress hedge was “damaged” by his neighbor who trimmed his own side of the hedge but crossed the property line in doing so. I explained specifically and repeatedly on the telephone that there may or may not have been any monetary damages to the hedge. He was adamant and I gave him a proposal to visit the site for a consultation and an additional sum if I felt there was any help in writing an appraisal report. I met his wife at the property and not surprisingly determined that the hedge was not damaged, and possibly even helped by the pruning. She paid me for my consultation and later that day he called me stating that he was upset with my findings. It took a little while, but I convinced him that he was emotional about his neighbor’s actions and I was not going to be. I asked (knowing the answer in advance) whether he and this neighbor had any other disputes besides the trees, and of course there were additional problems between them. A very high percentage of my border line/boundary line disputes have other problems besides the tree issues. Anyway, the man saw the light and realized that there were no monetary damages to pursue on this issue and actually thanked me for my honesty and direction.

But the most bizarre appraisal issue that I have come across, and there have been some doozies, after many, many, many
years of performing these services, prompted my writing this article. I even heard that this party was going to complain to the governor of Maryland about her problem.

I was retained by a national insurance company to investigate a claim for tree damages against one of their insured and to provide a monetary amount for these damages and to comment on the claimant’s request for damages.

This was a private home in a rural area on a well travelled road, and a landscape contractor under contract to a utility company caused some tree damage to this party’s trees while doing some clearing and grading in a right of way.

One of the trees was a 25 to 30 foot tall saucer magnolia, *Magnolia x soulangiana*, that had six limbs, 3 to 5 inch in diameter, broken by the contractor. When the homeowner complained, the landscape contractor made proper pruning cuts on these limbs plus pruned off three other branches that the homeowner wanted pruned. The tree was off to the side of the house, approximately 15 feet from the property line and had some included bark, girdling roots and several old fairly large pruning cut wounds. All of this new damage was away from and not visible from the house or the road. (See figure 1.)

The other damaged tree, which the contractor denied damaging, was a white pine that forked into co-dominant stems approximately eight feet high and all of the lower limbs were pruned off below that point. The damage was that three limbs, 2-3 inches in diameter, were broken at about 10 feet high. (See figures 2 and 3.)

Now for the good part! This person was asking for $18,250 in damages for the magnolia and based this on the following quote from her request: “365 days in a year multiplied by 25 years equals $9,125 for the tree to grow as it is now and also another 25 years multiplied by 365 equals $9,125 for me to look at it this way.” (NOTE: maybe CTLA should look into this methodology for the 10th edition)

Then she asked for another $20,000 for the pine tree damage.

Before I got to the site she told the insurance company there would be an additional claim because the clearing work caused weeds to grow in her plant beds. It seems as if these were black locust and ailanthus seedlings, which were all over the other parts of her yard as well.

Without going into detail, I did a Replacement Cost Method appraisal for the magnolia after getting a price from a large tree transplanter in the area of $5,000 for a 25 to 30 foot saucer magnolia. After depreciation (species-80 percent, condition 75 percent, location 87 percent) the appraised value became $2,610. I estimated 3 percent damage to the tree, which became $78 in damages. I did an additional Cost of Repair appraisal to the magnolia that was for $220. I also used a Cost of Repair for the pine tree at $80 to prune off the three stubs.

It seems as if the insurance company’s original offer before retaining me of $500 was pretty accurate.

Now I ask, can anyone top this?

Lew Bloch is a Registered Consulting Arborist in Potomac, Maryland, and author of Tree Law Cases in the USA.
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Man dies in fall from city tree

A 59-year-old man plunged to his death July 3, 2009, while working in a tree in Binghamton, New York. The incident occurred about 3 p.m. at a private residence. The man, who was hired to cut down trees in the area, was in a tree with a chain saw when he fell. He turned his body, lost his balance and fell about 30 feet onto a paved area below, police said, according to a report in the Binghamton Press & Sun-Bulletin. The homeowners reported the accident. The man suffered a head injury and died instantly.

Shortly after the accident, distraught neighbors were interviewed by police at the scene. A ladder remained propped up against the tree the man had been trimming and a rope hung from one of its branches. Cut branches lay in the driveway near where the man fell.

Tree trimming electrician saves own life with quick thinking

Dan Cummins was trimming a tree for his father-in-law July 3, 2009, in Kansas City, Missouri, when he cut a couple of branches off a massive tree in the back yard. The weight of the branch took the tree back into a power line and energized the entire tree. Cummins was stuck between two branches. He said the rubber soles of his shoes were the only things that kept him from being electrocuted.

He grabbed a dead branch that wasn’t electrified for balance and stood there while his wife called firefighters for help. He stood like that for an hour, according to a KCTV5 News report.

When firefighters arrived, they told Cummins to stay put because they couldn’t do anything until crews from Kansas City Power and Light arrived. His father-in-law, meanwhile, shot video and photographed the ordeal. “Where’s KCPL?” Cummins said he asked. “They called and said 20-25 minutes,” he was told.

To make matters worse, it began to rain. A firefighter stood below, and Cummins planned to jump to him some 30 feet below if he felt any shocks. His legs began to cramp, but Cummins stayed put. He said in about an hour, a KCP&L crew finally showed up and within two minutes the power was off and he could get down.

Cummins, an electrician by trade, said his knowledge of electricity saved his life. Cummins said that somebody who doesn’t deal with electricity, probably would have gone for the ladder and either been killed or thrown down from the ladder 30 feet to the ground.

Florida tree trimmer electrocuted

David Lewis, a 42-year-old resident of Cape Coral, Florida, died after being electrocuted while trimming trees at a Sanibel Island residence July 8, 2009.

Lewis, owner of his own tree service, had been trimming a strangler fig surrounding a cabbage palm. When he cut one of the limbs, the branch fell and struck a power line, according to a Naples Daily News report. Lewis was pronounced dead on the scene.

The accident temporarily knocked out electric service to that area of the island.

Tree trimmer survives shock, 20-foot fall

A 48-year-old man fell about 20 feet from a tree July 8, 2009, in Windsor, Ontario, Canada, after a branch he was trimming hit a nearby electrical wire and shocked him. A witness reported hearing an explosion and looking out the window and seeing a fireball, then the power went out, according to a report from The Windsor Star.

The man, who was trimming branches outside his uncle’s house, suffered non-life-threatening injuries. Witnesses said he was lying on the ground bleeding at the mouth, apparently from a damaged tooth, but was conscious and alert after his fall. The chain saw was still in the tree, running the whole time.

The electrical wires near the tree had about 16,000 volts, according to a lineman, who added that the man did not get shocked with the full 16,000 volts. The branch fell over and laid across two high wires.

The accident caused a power outage involving a few hundred houses.

Climber killed in tree failure

A 31-year-old man was killed in a tree cutting accident July 10, 2009, at a residence in Elm Grove, Wisconsin. Dale Simek, of Trevor in Kenosha County, died after the tree he was working on collapsed.

Accidents in the tree care industry that occurred during the month of July 2009. Graphic compiled from reports gathered by, or submitted to, TCIA staff.
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NEW - TCIA member companies with CTSPs on staff are eligible to be considered for workers’ comp coverage under the new ArborMAX insurance program.

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Additionally, members with employees enrolled in the CTSP program are nearly four times less likely to experience a recordable accident (one that requires medical attention beyond treatment in the field) than members without a CTSP on staff.

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Call 1-800-733-2622 to begin building your company’s safety culture today!
TCIA hits the Hill

The third week of July a small but enthusiastic group of TCIA members traveled to Washington to defend the interests of the tree care industry. With a new administration, which brings new people and agendas to the forefront, now is the time to educate government officials on the nature of our profession. From labor concerns to pesticide restrictions, safety regulations and small business survival issues, TCIA member volunteers spent time stalking the halls of Congress on behalf of the industry.

This fifth Legislative Conference, held every two years, was organized in conjunction with the Professional Landcare Network (PLANET), the trade association serving lawn care, landscape management, design/build and interior plantscapers. TCIA and PLANET share concerns on many small business issues – H-2B visas, immigration reform, Employee Free Choice Act, and Healthy Families Act – while some issues are particular to tree care.

Of specific interest this year is TCIA’s continuing push for a separate OSHA standard for arboriculture and a continued exemption for some members from the Department of Transportation’s Hours of Service rule.

Why we’re in Washington

TCIA, through its membership, is organized as a trade association. What does that mean specifically, and how is TCIA different from other groups in the green industry? A trade association is an organization founded and funded by businesses. TCIA’s mission is to “advance tree care businesses.” One of the primary ways to protect and advance the industry is through attempts to influence public policy in a direction favorable to our members. TCIA does this with contributions to the campaigns of political candidates through the Voice for Trees political action committee, by supporting or opposing particular legislation, and by working to influence the activities of regulatory bodies such as OSHA.

There are almost 8,000 national trade associations in the United States, but only one represents the interests of the tree care industry. Thank you to the volunteers who took time from their busy schedules to come to Washington and serve as visible representatives for the industry. No one knows tree care better than the people who run businesses every day, and TCIA – through its dedicated members – will continue to educate Washington on the unique issues and challenges the industry faces.

If you would like learn more about how you can take a more active role in your industry’s government relations efforts, please contact Mark Garvin at garvin@tcia.org or by calling (603) 314-5380.

Most of the TCIA member arborist contingent at Arlington National Cemetery Renewal & Remembrance 2009, held in conjunction with the Legislative Day on the Hill. Joshua Malik (standing in pickup holding paperwork), owner of Joshua Tree and tree care coordinator for the R & R project, met with the cemetery’s urban Forester, Stephen Van Hoven, earlier in the year and selected approximately two dozen trees throughout the cemetery to receive cabling/bracing and/or lightning protection. Several TCIA member firms participated in the event, including crews from: Antietam Tree Service, Bartlett Tree Experts, The Care of Trees, Davey Tree Experts, Joshua Tree, SavATree, and Takoma Tree Experts.
Check out new Training Center on tcia.org

You've always been able to rely on the TCIA Web site for a schedule of our current training offerings. Now, there's one-stop shopping for all of your training needs! At TCIA's Training Center, you'll find workshops, webinars, training courses and more.

You'll not only find courses offered by TCIA, but also courses run by other organizations using TCIA materials. Whether you're looking for introductory courses in basic tree care, electrical hazard training or aerial rescue – you'll find it here. For instance, Westchester Community College has already posted several upcoming training seminars, including an eight-session Tree Care Academy "Tree Climber Specialist" course in Valhalla, N.Y., beginning September 15.

You'll also find tools to run your business safely, efficiently and more effectively with a variety of business and safety topics. If you are thinking about hosting a particular training, say an EHAP workshop, and want to be sure you can get enough participants to make it worthwhile, now you can post it on the Training Center and get others in your area to sign up. It works pretty much the same for individuals looking for training: check here to see who is offering the training they are looking for in their area.

Visit TCIA's Training Center at www.tcia.org/training to find courses near you and check back frequently, as subject matter and course offerings will change. If you have a meeting or class that you would like to add, please contact Bob Rouse (rouse@tcia.org) for program and participation requirements.

We look forward to seeing you often at the Training Center!

Big changes to ANSI A300 standards underway!

Evolution or Revolution, you decide ...

TCI EXPO is your chance to learn about big changes to ANSI A300 tree care management standards that are underway and how they will affect you and your business!

Attend the free ANSI A300 forum

The ANSI-accredited Standards Committee (ASC) A300 and TCIA, the ANSI A300 secretariat, invite TCI EXPO attendees to a free forum and listening session. This is your opportunity to provide your input directly to ASC A300 members. Ask questions, provide input, and learn about the standards writing process and how you can participate.

Attend the A300 Evolution or Revolution seminar by Don Zimar

This in-depth seminar will focus on recent and pending changes to the ANSI A300 standard. Two new standards are being developed for Tree Risk Assessment and Root and Root Zone Management. Major revisions are being made to the Construction Management (Part 5) standards, the Fertilization (Part 2) standard, and the Transplanting (Part 6) standard. These changes will be discussed with the emphasis on how your company can benefit by being ready to apply them within your business. Those who take the time to implement them within their organizations will be in a better position to offer services that are consistent with the most current research and understanding of arboriculture.

TCI EXPO 2009 is November 5-7 in Baltimore. For a complete schedule or to register, visit tcia.org or call 1-800-733-2622.

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Requirements: You must be a confirmed TCIA member, and you must order supplies online at www.treecaresupplies.com/tcia_discounts.shtml.

To begin taking advantage of this member benefit, visit Midwest Arborist Supplies today.

To learn more about how your company can benefit from these and other TCIA affinity programs, please call 1-800-733-2622.
Since you plan to attend Winter Management Conference next year in Hawaii, you might have looked online at some of the travel deals posted on Orbitz, Expedia and other package offerings. Considering the current state of the economy, some of the deals to Hawaii are truly amazing. With travel down, airlines and hotels have cut prices to attract business. All of this works to your advantage in joining us for a winter break that will relax your mind and energize your business.

The good news is that while great package deals are available at Orbitz, the rate TCIA negotiated for WMC is even better! Here's why.

TCIA has a rate of $235 per night for a guaranteed deluxe ocean view room. You also have the choice of a resort view room for $209 per night. That's right … Hilton Waikoloa … in Hawaii … in February … for an incredibly low price.

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- Complimentary Internet in rooms ($19.95 value per day)
- Discounted parking of $7.50 ($7.50 discount per day)
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- Complimentary access to the Kohala Sports Club ($12 value per day)
- Discounted Camp Menehune (kids club)

Please note the hotel has a wide variety of room types available. If you are combining airline and room rates then comparing WMC room rates to other booking sources, please ensure you compare room to room type with the free or discounted TCIA value items.

We've searched, combining deals with airfare and haven't been able to beat TCIA's rate for a deluxe ocean view. Depending on your city of departure, you may be able to save a little on a resort view room, but only if you pay in full now – and the deal is non-refundable! None of the deals include the five discounted additions listed above. Keep in mind also that if you book outside the TCIA room block, when you check into the hotel and your “garden view” is really a “dumpster view,” we won’t be able to help.

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The Baltimore Convention Center – decorated for fall and TCI EXPO 2009 this November.

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TCI Equipment Locator publishes twice a year, in the spring and fall. For advertising specifications and rates, contact Sachin Mohan at Tree Care Industry, 136 Harvey Road, Suite 101, Londonderry, NH 03053 (516) 625-1613 mohan@tcia.org, or www.tcia.org

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After working in corporate safety and compliance for a number of years and now retired and still in the same business, I have come to a conclusion that all compliance topics are not viewed to be equally important to operation of a company. I find that Federal Motor Carrier Safety Regulations training is one that is “left out” or is incomplete.

Many companies are falsely lulled into believing they are in compliance when they are not. Nothing happens, no accidents, and no one performs a thorough audit, so everything is “OK.” Ask the questions to the keeper of your driver qualification files, “Are we in compliance, and would we be ‘OK’ if a federal DOT auditor shows up to inspect files?” Or, “What if there is a DOT reportable accident and the company had to document driver qualification files with training, defending the employee in a lawsuit?” Chances are, the keeper of the files really...
can’t answer and doesn’t know the regulations either. It is not unusual to not be completely familiar with FMCSR.

I will spend a little time in this article outlining topics that are commonly found to be “out of compliance” and might be found to make a driver not “qualified” to operate a commercial motor vehicle (CMV). Whenever drivers that are not qualified to operate CMVs are involved in accidents, third-party lawsuits could be costly to the company and the driver. Regulations require all employees, managers and supervisors to be trained in parts of FMCSR associated with driving and operating CMVs. All training must be documented and available on request for internal or external audits.

Let’s just start with the question of “What is a commercial motor vehicle?” Many employees can’t define what a CMV is. The definition (paraphrased) is any motor vehicle or combination motor vehicle and/or towed unit (trailer) with a gross vehicle weight (GVW) rating greater than 10,001 pounds. It also includes any vehicle that is designed to transport eight or more occupants, including the driver, for compensation; any vehicle that transports 16 or more occupants including the driver; or any vehicle that transport hazardous materials in excess of Materials of Trade Exemption requiring placarding.

For instance an F-150 pick up truck with a GVWR of far less than 10,001 pounds can be a CMV requiring a CDL license with a hazardous material endorsement if the materials of trade exemption are exceeded. At 440 pounds aggregate hazardous materials, the vehicle must be placarded on all sides. If 1,000 pounds of hazardous materials are transported, then a CDL with proper endorsement is required.

The really tough question is, are your drivers completely “qualified” to operate CMVs?” The answers can be found in 49 CFR Part 391 of the FMCSR. There are responsibilities that the driver and motor carrier (company) must complete to qualify drivers. All drivers are not treated the same because of “grandfathering,” depending on how long they have worked for the motor carrier and if they had a CDL when hired.

If the driver had a CDL license when applying for employment, background investigations and safe driving history investigations are required by regulations. If the company trains the CDL driver or the employee is expected to obtain a CDL within a certain time period, the records are handled somewhat differently. If the employee drives a CMV less than 26,001 pounds GVWR, other documentation, such as a road test certificate and New Driver Entry training records are required.
in driver qualification files.

Driver qualification files can be a very difficult task to set up and maintain. They can be hard copies or electronic. There are companies out there that can provide Web-based application files that will assist the record keepers in keeping files up to date and complete. If your company has large numbers of driver qualification files, it can be overwhelming. All CMV drivers must have a driver’s qualification file to “qualify the driver,” not just the CDL drivers. It doesn’t matter if it is an F-250 pickup pulling a small trailer which is a CMV under the FMCSR. The driver must be “qualified” to operate that vehicle for the company. The only difference in the file would be the random drug test program required of CDL drivers. Health cards, training records, application of employment, road test, New Driver Entry training, etc. must be documented and in file. Audits will identify drivers of CMVs without a file and that could be a huge liability to the company if that driver is involved in an accident.

Although health cards are required in most states for the operation of CMVs for interstate and intrastate commerce, there are exceptions. States must follow the FMCSR at a minimum, but there are states with enhancements to the state DOT rules and some that interpret them slightly differently. You must check with your state DOT for clarification of any question. Your company should have a designated staff employee for a single point contact with DOT to reduce the amount of confusion caused by different individuals making rule interpretations.

Look at the driver qualification files to assure all documentation is present. The basic file has maintenance documents such as copies of current health card, driver’s license, an MVR, and copies of annual reviews of license. Another document in the files is one that certifies any violations and is signed by supervisors when making the annual review. An annual MVR shall be requested to certify violations and assure that the employee hasn’t had a suspension of CMV privileges or loss of license; also, to assure the employee has reported all citations when convicted as required by regulations.

The Driver file should also contain items such as the original application of employment, road test certificate, original MVR when hired, New Driver Entry training, depending on when hired, and all documented training for endorsements. If any of these documents are not available, there should be a form acknowledging the

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in compliance. It has been documented that doctors issue health cards to drivers of CMVs incorrectly. A two-year card will be issued when driver is on maintenance drugs for blood pressure when in fact it should be a one-year card. The driver may be diabetic, have hearing or vision problems and may not be qualified. The card will be issued in error by a doctor from a lack of knowledge or misunderstanding of the regulations. The long-form physical should be reviewed after each DOT physical is performed to assure that all is in compliance.

The 60/60 Drug and Alcohol Training for any employee in a supervisory position responsible and accountable for work direction for CDL drivers is a requirement by FMCSR. This could be one of the most overlooked compliance requirements. A DOT accident log is another item that could be overlooked but is also required. Any CMV involved in a DOT reportable accident shall be logged and certain information shall be recorded on a register that might be audited by DOT auditor.

By the way, the definition of a DOT reportable accident should be known by all employees: Either vehicle towed from scene, medical treatment provided away form the scene or a fatality involved in an accident. This definition is sometimes confused when a DOT drug test is required. Similar circumstances in description involving a CDL must be cited within eight hours of reported accident.

There are many other topics and responsibilities for the driver and motor carrier: Pre-trip inspections, warning devices, fatigued operator are just a few more topics that need to be considered by all CMV drivers and motor carriers. All information can be found in 49 CFR 380-397. Take a look at your training, operations and driver files to be sure your company and drivers are in compliance.

Danny L. Raines is owner of Raines Utility Safety Solutions, LLC. He can be reached at (770) 354-7360 or www.electricalutilitysafety.com.

Raines will be a speaker at TCIA’s Winter Management Conference in Hawaii, February 10, 2010, on “Who is your safety leader?” For more information on the conference, go to www.tcia.org.
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Lineboss  Booth 1419
Lineboss is a revolutionary rope management device that allows the user to both ascend and descend with a single device using DdRT (doubled rope technique).

Logrite Tools  Booth 1424
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Manufacturer/distributor for IPM/Plant Health Care sprayers, pumps and accessories.

Morbark, Inc.  Booth 913
With more than 50 years in business, Morbark’s experience and expertise is unparalleled in the industry. Offering a full line of stump grinders and brush chippers, Morbark has a machine for every application. In addition to heavy-duty, reliable equipment, Morbark’s worldwide dealer network provides unmatched support.

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NiftyLift, Inc.  Booth 1221
Manufacturer of a complete line of trailer mounted aerial lifts. Range is from 24-foot platform height to 63-foot platform height.

North American Training Solutions  Booth 528
North American Training Solutions specializes in practical training, educational seminars, and certification for arborists and other high angle industries.

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Northern Atlantic Financial, LLC  Booth 902
Northern Atlantic Financial, LLC specializes in financing new and used equipment for the arborist industry, with affordable financing options available.

Oregon Cutting Systems  Booth 537
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Petzl America Booth 815
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Piedmont Group Insurance Solutions Booth 1125
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Plant Growth Mgmt Systems Booth 611
Plant Growth Management Systems assists arborists with applications for TGRs – Paclobutrazol, and EAB prevention – Imidacloprid. We provide competitively priced products, innovative application equipment, proper rates for trees and woody shrubs and estimating/sales material. Makers of the easily transportable tank and multipurpose probe for many types of treatments. Call toll free 1-877-902-7467.

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QUADCO Equipment Inc. Booth 1427
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Quest Products Corporation Booth 704
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Rainbow Treecare Scientific Advancements (SciVance) Booth 903
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Rayco Manufacturing, Inc. Booth 945
RAYCO Manufacturing, Inc. is dedicated to designing and manufacturing the world’s most innovative and complete line of stump cutters, brush chippers, forestry mulchers and horizontal grinders.

ReachMaster, Inc. Booth 301
ReachMaster, Inc. offers the world’s most advanced, compact and efficient series of indoor and outdoor atrium lifts ranging in heights from 46 feet to 138 feet.

Reading Truck Body, LLC Booth 960
Introducing the NEW Reading Forestry Body Package.

Real Green Systems Booth 1303
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Rigguy, Inc. Booth 707
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Rotochopper, Inc. Booth 415
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SANDVIK Booth 426
Sandvik offers products for the stump grinding industry. The patented DURA Disk Cutting System is now available for a variety of stump grinder machines for the efficient and economical removal of stumps.

SavATree Booth 1308
Savatree is an industry leader in environmentally sensible plant health care, general tree care and turf management for residential, commercial and historic properties. We are a healthy aggressively growing corporation providing premier arboricultural services in the Northeast and Mid-Atlantic regions with locations from Massachusetts to Virginia.

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Silky America Corporation Booth 549
Silky America is the sole importer & exclusive distributor of the complete Silky saw product line for North and Central America. Silky saws should not be confused with low-priced products sold for occasional or general purpose use. They are premium quality saws created to meet the requirements of professionals who demand the finest tools for each and every application.

Southco Industries, Inc. Booth 401
The industry’s leading forestry truck body manufacturer; specializing in complete chassis, cab and body packages. Knuckle boom cranes, lift gates, corner mount cranes, platform, service and landscape bodies.

Spyder Mfg. U.S.A. Booth 1439
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STIHL Inc.        Booth 719

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SVE Portable Roadway Systems, Inc.               Booth 1418

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Teletrac                           Booth 522

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Since 1938 the Tree Care Industry Association (formerly the National Arborist Association) has been providing high quality products and services to member companies. We concentrate on what matters to most to you – increasing safety with the Certified Treecare Safety Professional (CTSP) program, increasing your profits and helping your company implement sound business practices with the TCIA Accreditation program, fighting for your interests on legislative and regulatory issues through the Voice for Trees political action committee, and raising the industry’s profile and professional image with consumers through treecaretips.org. We are the publishers of Tree Care Industry Magazine, hosts of tcia.org, and producers of TCI EXPO and Winter Management Conference.

TREE Fund                     Booth 1421

TREE Fund’s mission is to identify and fund projects that advance knowledge in the field of arboriculture and urban forestry to benefit people, trees and the environment.

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Tree Services magazine is an industry publication with free subscriptions offered to qualified commercial tree care/landscape contractors and a Arborists.

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US Praxis, Inc.                          Booth 907

Stump grinders, log splitter, wood chippers and sharpening services.

USDA Forest Service State & Private Forestry Booth 6

Information on emerald ash borer, Asian (Continued on page 24)

Tree & Landscape Equipment Trader        Booth 7

Tree & Landscape Equipment Trader offers new and used equipment from manufacturers, dealers and private sellers, arborist supplies, parts suppliers, financial services, upcoming auctions, and insurance. Our Web site (www.treetrader.com) is 1 in the world for the Tree & Landscape related professional. It is quick and easy to use and offers a wide variety of categories.

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EXPO Exhibitors
(Continued from page 21)
longhorned beetle and other invasive species.

Utility Auctions, Inc.  Booth 14
Auctioneering services for forestry, utility and construction company fleet vehicles and equipment.

Vermeer Corporation  Booth 633
Vermeer Corporation located in Pella, Iowa manufactures a full line of tree and wood waste recycling products including brush chippers, stump cutters, tree spades, horizontal and tub grinders, compost turners and trommel screens.

Versalift, Time Manufacturing Co.  Booth 311
The complete line of VERSALIFT truck-mounted aerial devices from 29 feet to 65 feet includes articulated overcenter and articulated non-overcenter aerial devices, telescopic and telescopic/articulated aerial devices.

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(Continued from page 21)
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A Richgrove, California, man who was trimming a palm tree July 18, 2009, was killed when fallen branches lodged between his chest, his waist harness and the tree, likely suffocating him. Richgrove was part of a three-member crew from a company that was cutting down the large tree at the residence. Simek was about 42 feet up from the base of the tree, removing an upper section, when the lower part of the tree became unstable and fell.

Simek, who was secured to the tree by safety harnesses, suffered fatal injuries as a result of the fall. The other two workers, who were on the ground, were not injured. Simek worked for the company for four years.

**Man killed while trimming palm**

A Richgrove, California, man who was trimming a palm tree July 18, 2009, was killed when fallen branches lodged between his chest, his waist harness and the tree, likely suffocating him. Richgrove is about 220 miles east of Monterey.

Avelino Vasquez, 48, was discovered just after 7 a.m. about 40 feet up in the tree, according to a Visalia Times-Delta report. Vasquez was unresponsive when firefighters arrived. Because of the amount and weight of the palm fronds, additional equipment and fire personnel had to be called to remove him from the tree.

The fronds caused undisclosed injuries and Vasquez was found to have died while still in the tree. A preliminary examination of the body showed no apparent signs of blunt force trauma. It was unknown if Vasquez was a professional arborist.

**Skid operator dies in trimming accident**

A man died July 18, 2009, during a routine tree trimming in Wayne Township, Pennsylvania. The body of Beryle Calhoun, 88, was discovered by family members at his farm Saturday afternoon, according to a WPXI.com report.

Officials said Calhoun was killed instantly when his body became trapped in his skid loader. Calhoun was using the loader to remove tree limbs and became trapped between the arm of the skid loader and the machine’s body, according to an InsideButlerCounty.com report. Calhoun appears not to have been buckled into the skid loader’s driver’s seat properly at the time of the accident.

**Trimmer killed in bucket failure**

A 65-year-old man working for a tree service was killed July 22, 2009, when the bucket he was working in snapped from its boom and crashed to the ground in Rockville Centre, New York.

The man was two stories in the air pruning a pine tree when the arm of the lift malfunctioned. The man came slamming down with the bucket and died, according to police quoted in the Newsday.com report. It was undetermined at the time for the report as to why it failed. The accident happened at a residence with two other workers nearby. The man was pronounced dead at South Nassau Communities Hospital in Oceanside.
A Piece of Cake

By Phil Norris

We’ve all had jobs that we’ve underestimated. It sort of goes with the territory, right? Trees can be deceptive. I’ve learned to carry a diameter tape around with me because I’ve been fooled a few times. An 18-inch-diameter oak looks very much like a 30-inch oak from a distance. But the time it takes to remove a 30-inch oak is greater by several orders of magnitude. This is something that every tree professional learns from experience.

And we’ve all overlooked important information from time to time. If we had just bothered to walk around the tree when looking it over with the owner we would have seen the huge cavity on the other side. And if you look too hard at the top of a tree you might miss a small fragile object on the ground at the edge of the drip line. But, really, how does one overlook a large stained glass window five feet from the tree?

When I got the call from the Blue Hill Congregational Church for this one it looked like a piece of cake – a tall spindly cherry about 18 inches in diameter with a rogue leader right near the base. The tree was arching over the roof and interfering with the roof shingles. I don’t have a bucket truck, but I’m an agile climber and this looked like an easy climb. So I gave the church a firm quote. I did have the presence of mind to add in that all important “bump” to my price to cover any unforeseen difficulties. I don’t know about you, but I find that often the bumped up price is more realistic than my first optimistic estimate.

So Holbrook and I arrived at the church first thing in the morning and went right to work. We got a tag line up in the rogue leader and Holbrook pulled it away from the building while I cut the notch. When it was on the ground, Holbrook cut it into firewood lengths while I prepared to climb. As I thought, it was an easy climb and I went right up, advancing the climbing rope with my pole. It wasn’t until I had gotten even with the roof that I realized what a colossal oversight I’d made. I looked at the limb overhanging the roof and I looked at the stained glass window and I saw that they were perilously close and exactly in line. Holbrook gleefully informed me of the cost of rebuilding a stained glass window. Holbrook is a member of this church and seemed to have the figures at his fingertips. Rebuilding six stained glass windows had recently cost $50,000.

The town of Blue Hill, Maine, was settled in 1762 and the First Congregational Church of Blue Hill was organized some 10 years later. An earlier meeting house burned to the ground and the present one, which replaced it, dates from 1843. It is one of the town’s oldest buildings. Dropping a tree limb into one of the windows would be extremely unprofitable as well as putting a blot on my reputation.

“I know we can do this, Holbrook,” I said, as I squinted at the limb. “But it’s going to take every ounce of skill and ingenuity that we can muster. There can be no mistakes.”

We worked carefully and methodically setting the ropes. We set the bull rope over the highest strong crotch in the tree and we took the limb in three pieces, each with a tag line which Holbrook pulled sideways along the wall of the building. There was a little bit of suspense when one of the pieces became momentarily stuck on the gutter right over the window, but it was easily lifted with the bull rope and lowered to safety. All in all, it went remarkably smoothly. It actually wasn’t a difficult job at all. It just had high stakes.

In hindsight, a piece of plywood or two screwed over the window would have been a prudent safeguard. Even a canvas tarp fastened at the top and guyed away from the building would have been effective. Oh well, live and learn.

Phil Norris is a principal with Phil Norris and Holbrook Williams Orchard and Tree Work in East Blue Hill, Maine.
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With over 30 years of experience in the design, engineering and manufacture of track mounted aerial platforms Teupen sets the international standard for height access technology.

With working heights up to 164 feet, minimal transport dimensions and an excellent weight distribution, the LEO series opens up a vast spectrum of options and capabilities assuring superior rentability and an optimal return on investment.

The LEO series meets the highest safety standards and offers innovative and user-friendly technology combined with an extremely compact design and top-quality craftsmanship. Simple maintenance and quick serviceability guarantee high availability on every job site.

From the new US headquarters in Charlotte, North Carolina, Teupen’s nationwide dealer network guarantees excellent product advice and customer support.

The Teupen LEO series... now in the USA!