Please circle 8 on Reader Service Card
With the **NEW LEO 23GT spiderlift**, challenging tree jobs that everyone walks away from, become the most profitable.

www.spiderlifts.com

**SPECIFICATIONS**
- 76' working height
- 36' side reach (up to 49')
- 440 lbs 2 man 180° rotatable basket
- 38.5° minimum travel width
- 78° minimum travel height
- 20°6° minimum travel length
- 6,800 lbs weight

The LEO 23GT spider lift replaces the bucket truck, tree climber, trailer lift and ladders, with one versatile lift. Now you can work faster, safer, make more money and never walk away from any tree job.

**Other models from 40 ft to 165 ft also available**

**LEO 23GT advantages:**
- Quality German engineering
- Smooth easy to use controls
- Articulates and telescopes at the same time
- Patented rotating corner mounted basket allows you to work around trees
- 8.8 PSI ground pressure.
- 75 ft reach, yet trailerable with a pick up truck

800-944-5898  •  www.spiderlifts.com  •  info@spiderlifts.com
How Do You Know?

As business owners, part of your responsibility to sustain your businesses – note I didn’t say grow – is to know where the trend line is in what you’re doing. You see, simply to sustain your business you can’t keep doing what you’ve been doing, or you will contract. You have to keep tabs on what your customers want; the types of products they are not comfortable with on their property; whether they still see arborists as a specialty separate from landscaping; where their positions are going to be as we “go green” in so many different ways; whether they will not want vehicles that aren’t hybrids on their property. Sound wild? Well, the guy driving the horse and buggy wouldn’t have thought those days would end either.

So how on earth do you know how to graduate your business to different delivery mechanisms or products? How do you gauge your customers’ sensitivity to issues that you never would have suspected would impact your relationship with them? What can create a partnership with them that will allow you to continue to be seen as the source of specialized knowledge?

We at TCIA have the same questions when we interact with our members – tree care companies. How do we know when what you value in services from your trade association starts to shift? When are you ready for products and services to be provided to you in different formats? How do we maintain our position as the source of credible information for best business practices, safety, standards, arboriculture practices, good government regulation and tools in the field? When do we change technologies so that you can have a relationship with us in the office, in the field, or at home – no matter what time of day or night it is or what country you live in?

Our goal is to use multiple methods of communication with you in order to try to stay on top of the trends. In some cases, we visit your businesses so we see you on your turf and experience your day to understand your struggles AND discover what you don’t need help with. In other cases, we talk with you one on one – as many of you as we can across the country at a variety of shows and, of course, at TCI EXPO and the Winter Management Conference. Daily, we speak with many of you by phone. We hold focus groups and conduct surveys asking you for information. Recently, we e-mailed a survey asking five strategic questions about what YOU think are the key issues for arboriculture in the coming years. We listen to what your experiences are, and we watch when you are buying businesses, starting businesses, and selling businesses to see what is happening in the environment.

This translates just as easily to your interactions with customers. Many of you have customer comment cards that you leave after every job. Some of you reward employees based on positive returns. All of you see among your customers for what they are going to want in their tree care? Do you know whether or not they value your company as experts, so much so that it would never cross their minds not to work with an arborist? What trends do you see when they want to talk about water issues, because those issues are being raised with customers who want to “go natural” with their landscapes what the broader effects may be of those decisions? Have they asked you, and were you ready with a response? Have you discussed with your business owners, part of your responsibility to sustain your business, and selling businesses to see what is happening in the environment.

How do you know what your customer is going to want in the next 10 years? More importantly, do you know?
INTRODUCING YOUR
NEXT MACHINE

• 140 HP JD Engine
• Steel Tracks

Bull Hog Mulcher  
SH140 Stump Grinder

FECON

Call 1-800-528-3113 for a Free Product Video  
Lebanon, Ohio • www.fecon.com

GSA GS-30F-0019S
OCTOBER 2007

Features

8 What's New in Arboriculture?  
By E. Thomas Smiley, Ph.D.

26 Vehicle Safety and Your Bottom Line  
By Paul Farrell

32 Selecting a Throw line  
By David Rattigan

36 Ready ... Aim ... FIREWOOD!  
By Rick Howland

50 Old Arboriculture Book Proves Some Things Never Change  
By Robert Wallace

Departments

2 Outlook  
By Cynthia Mills  
Do you know what your customers want? Have you asked them?

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

22 Industry Almanac  
Important regional and national meetings and activities.

30 Management Exchange  
By Reid Goldsborough  
The many benefits of complaining online.  
(Continued on page 6)
Need more productivity?

The NEW C100
Coming soon to a woods near you!

RAYCO...Smart Solutions for Smart Buyers

If you want different results from your crawler, maybe it’s time to consider a different approach. Here’s something to chew on. The NEW RAYCO C100 comes with a 96 hp Kubota turbo charged diesel engine giving this power house the strength needed to get the job done. Boasting 39 gpm at 5500 psi, the C100 has more hydraulic hp than any other loader built. The advanced forestry cooling package offers ease of maintenance and long service intervals with superior cooling in any application. The 16’ steel track undercarriage offers excellent traction and mobility in virtually any type of terrain. Give us a call or go to www.raycomfg.com and we’ll give you something you can sink your teeth into.

Smart  ■  Simple  ■  Reliable

800.392.2686
www.raycomfg.com

Please circle 52 on Reader Service Card
The Official Publication of the Tree Care Industry Association
Tree Care Industry
Volume XVIII
Number 10

OCTOBER 2007

Departments

46 Safety
By Tim Walsh, CTSP
Cell phones and 911 – does your phone lock in emergency mode?

48 Letters & E-mails

58 Branch Office
By Gary Lieber
Negligent hiring – avoid the pitfalls that could get someone hurt or land you in court.

60 CTSP Forum
By Tony Tresselt, CTSP
Many safety programs are started only after an injury or accident, but effective safety programs justify their cost in a number of ways.

64 Accident Briefs

66 Classified Advertising

76 Media Review
By Tchukki Andersen
Botany Everywhere is a valuable resource for anyone concerned with tree, shrub and plant identification in the Northeastern U.S.

82 TCIA Reporter
Safety and training products, news, commentary and benefits of membership with the TCIA

86 PACT Partner Forum
Bandit to kick off 25th anniversary celebration at TCI EXPO in Hartford.

87 Advertiser Listing & Tree News Digest

88 From the Field
By Aubrey Ionashka
What is the difference between a “tree guy” and an arborist? For starters, an arborist cares for the needs of the tree.

ON THE COVER: Participants in a past Career Days shown with a backdrop of Bushnell Park in Hartford, Conn., where this year’s Career Days climbing events will take place during TCI EXPO. Photo montage by Rich May.
Tree Gear Authority

Bernd “Beddes” Strasser

7-Time ISA International Tree Climbing Champion
6-Time German Champion

Active Arborist 16 years
Seed Collector and Workshop Instructor for the German Certification System

Passions:
“Spending time with loved ones and enjoying life, especially outdoor sports like snowboarding and paragliding and, sure enough, climbing trees – the biggest I can find around our beautiful planet.”

Recent Accomplishment:
“Involved with tree engineers at the interface between the workers in the field and equipment producers – creating tools that allow us all to enjoy doing tree care.”

Favorite SherrillTree Tools:
“Of course the treeMotion Saddle that took us nearly 5-years to develop and refine. Oh, and I also like my Pfanner Stretch Air pants – I perform best when comfortable!”

Please circle 59 on Reader Service Card
One great thing about working in arboriculture is that the materials and techniques we use to accomplish our goals are always improving. These improvements allow us to do our jobs safer, quicker, easier or smarter than we have in the past. The hard part is keeping up with improvements and separating the true advancements from distracting information.

Pruning is a large part of our businesses, so let’s start with a review of new research on pruning and its effects on trees.

Branch strength

Dr. Ed Gilman of the University of Florida has been looking at branch attachment strength for several years now. He went to a nursery and selected small trees to compare the strength of various sized branches; some half the size of the main stem and others up to the size equal to the main stem. He attached a fish scale to the branch above its junction with the main stem and pulled until it broke. Which ones are going to be the strongest, the big ones or the small ones? The branches that were smaller in relation to the size of the trunk were the ones that tended to be stronger.

Gilman’s study was repeated with larger wood and different temperate zone species by Rob Ferrell, then at Virginia Tech. He not only looked at branch strength but he also labeled the different types of breaks that he saw. He found that different types of branch attachments, defined by the same size ratio used by Gilman, broke in different patterns. For instance, the strongest junction he found were ball-and-socket junction breaks. Second in strength were embedded branches, where the branch had a little bit of its base embedded in the stem of the tree. The weakest junction he found were flat-surface branch breaks, where branches were of nearly equal size and the break went down the center of the tree.

Flat-surface breaks were defined by very high ratios of the two sizes – what we typically call co-dominant stems or branches. The low ratio (smaller compared to the trunk) branches, as in Gilman’s work, tended to be the strongest branches on the tree. Branches between 75 and 100 percent of the size of the stem were the weakest branches overall.

At Bartlett Tree Research Laboratories, we have done research looking at the extreme case of co-dominant stems, where we have nearly equal size branches. We collected many co-dominants, chained one
side up to a large tree, connected a dynamometer to measure the force that it takes to break the branch to the other side, and then ran a line to a winch truck. We pulled on the line until the junction broke. Once they were broken, we could look inside and see what sort of included bark they had.

Do you think that the included bark affected the strength of these branches? Yes, of course it did. But not as much as we thought it would. We found that included bark reduced the strength of a junction by about 10 percent. The other thing we found was that it was hard to tell branch junctions had included bark. Sometimes we could see included bark from the outside, but sometimes it was totally enveloped and therefore made it hard to determine if it was there.

**Wind resistance of trees**

When the wind blows, trees are affected. If the wind blows hard enough, trees can be broken. What we as arborists need to know is, if we prune a tree, will the wind resistance be reduced enough to lessen the risk of tree failure? To start finding answers to this and other questions about wind, we have been looking at the wind resistance of trees at the Bartlett Tree Research Lab, working with Dr. Brian Kane, University of Massachusetts.

It would be ideal to do this type of research in a huge wind tunnel where we could watch and measure the movement of large trees under very controlled conditions. Well, we don’t have a wind tunnel, but we have a pickup truck and some space to run the truck. So we mounted freshly cut red maples in the back of the pickup truck and ran them around our race track (the lab has an old horse track on its grounds) so that we could measure the force of the wind on the trees at different speeds. Then we raised, reduced or thinned each tree and ran it again. We also took some trees to the extreme and stripped off all the leaves.

As you would imagine, the trees without leaves had the lowest wind resistance. The non-pruned trees had the highest wind resistance. The trees that fell in between these two categories were very interesting in that up to 45 mph, there were no significant differences in wind resistance between the thinned or reduced trees. We found that wind resistance was based on how many branches and leaves we took out and not so much where we took them from. A lot of arborists think that they need to reduce or top trees in order to reduce that wind resist-
ance, but what we found was that there was no real difference in wind resistance between the trees that were reduced versus thinned at these wind speeds.

Gilman has taken tree wind resistance testing to the extreme by building a huge wind machine that can create hurricane velocity wind up to 120 mph. It has two V-8 engines with airplane propellers on them, and he stacked them one on top of the other. He uses a deflector wall to focus the wind at his trees creating a wind tunnel effect in the field.

To make his measurements, he installed lean sensors at three different levels in the live oak trees he was working with. As the tree leaned, these sensors recorded how much lean there was. At maximum speed, the non-pruned trees leaned over to an angle greater than 45 degrees. He thinned, reduced or raised the trees and carefully determined the leaf area that was pruned off of each.

At top speeds, Gilman did not get anywhere near the lean at the top of the pruned trees as he did with the non-pruned trees. The top sensor on the non-pruned trees bent over to an average of 46 degrees, the raised tree only averaged 31 degrees, the thinned tree averaged 23 degrees, and the reduced trees to 17 degrees. There were significant differences between the non-pruned and the thinned and reduced trees.

These two research projects found very similar results. We found the pruned trees had less wind resistance and there was little difference between a thinned and a reduced tree. This is key, because it shows us that we don’t have to top trees to make them more storm resistant. Indeed we should get a reduction in storm damage with thinning and reduction pruning.

So, can you apply these findings to a large shade tree? That is always a tough one because they are stiffer and may have a different distribution of foliage than the small trees that have been tested so far. The interesting thing is that the trend seems to be the same between the smaller trees that we tested and the bigger trees that Gilman used, so the trend lines are looking the same. We will learn a lot more when Gilman starts up his next, even larger, wind machine.

Topping
I know that high-quality tree care companies do not top trees. But maybe you do not indicate that the tree is more likely to fail. However, trees that have a changing angle of lean may actually be in the process of failing. This “slow motion” failure can allow us time to identify the problem and remove the tree or target, before the tree falls over and causes damage.

This method of measuring the change of lean is an adaptation of some of the work that we are seeing in Europe. Erk Brudi and Dr. Wessoley have done a lot of work with tree movement in Germany. They pull trees with measured force and look at the change in angle of the trunk. It is a very interesting method of assessing tree risk. We adopted some of their methodology using readily available tools so that an arborist can measure the change of lean of a tree trunk.

When the angle of trunk lean changes over time it may be an indicator of a slow motion failure. One of our problems has always been how to quantify this change. There are many different methods out there. Arborists have put a plumb-bob on a tree or measured the distance from the trunk to a fixed point. These are all fine methods and have their advantages and disadvantages.

At Bartlett Labs, we are now using a digital level to measure the change of trunk lean. If you have done any building around your house, you probably have a level, mostly likely a bubble level. Over the past decade digital levels have been developed and refined. These levels not only read horizontal and vertical, but they also read every angle in between. It is this advantage that allows them to work on tree trunks. All you need are a couple of nails, preferably aluminum because we are going to leave them in the tree) and a digital level. You drive the nails into the leaning tree trunk at a distance apart equal the length of the level, 24 inches is my preference. Leave the head of the nail about an inch from the bark to allow for tree diameter growth without affecting the reading. You read and record the angle from one nail to the other. When you come back, measure that angle again and see if it is changing.

How often do you come back to take another reading? Well, it depends. If you are really concerned about the tree and think that it is moving a lot, then come back in an hour or maybe the next day. You set the time interval depending on the condition of the tree and importance of the target. When you
Fact: See the most exciting invention in tree care since the chain saw at the Hartford Show in November - Booth 1053

With Big Beaver’s ReTREEver, no human ever needs to touch the tree. Finally there’s a new way to remove trees, even very dangerous trees, safely and competitively. The Big Beaver ReTREEver will bring the tree care industry up to the high tech standards of this new century! The “horse & buggy” days of tree removal are gone! Come see this new product on display at our location at Hartford this November! Or call us today for more detailed information. But you better call now and order soon, there is limited availability of this exciting new product.

You will deliver better tree services with greater safety and fewer problems for less money.
do come back and you set your level back on the nails, record the angle.

The next question is: how much change of lean is too much change? This is a bit tougher question. Right now we are saying that if we are seeing 1 degree of change then we have a real problem and you need to take some remedial action. You are always going to get a little variation in trunk angle because it is difficult to put the level on the nails in exactly the same position. Two-tenths of a degree of variation is fairly normal in this procedure. If you are getting more than a degree, you should be concerned about the tree. Trunk angles will also change in droughts or after leaf fall, so readings taken at other times may not be directly comparable.

**Root collar controversy**

Arborists have recognized root collar problems for a long time. The industry has pretty well accepted that trees with buried root collars are more likely to decline, fail or die. Why am I bringing this back up? There has been a lot of talk, especially from the nursery industry, that soil piled 2 or 3 inches over the root collar is how they grow trees, and many say this will not affect the long-term health of the tree.

Research by Dr. Gary Watson of the Morton Arboretum outside Chicago found that the typical nursery whips are about 2 inches deep. We have found that the typical commercially planted tree is 4 to 6 inches deep in the landscape.

Dr. Christina Wells at Clemson University conducted a study looking at the effects of deep planting. Her team planted cherries and maples at grade, 6 inches deep and 12 inches deep. She followed the health and growth of these trees for three years and found that maples had a very low level of loss. However, about half the deeply planted cherry trees died. There was definitely a correlation between deep planting and mortality with the cherry trees, but not with the red maple.

What do we know about maples’ roots?

The problem with maples is that whenever they are deep, they are going to develop stem girdling roots. Wells looked at this and, just as you would expect, the deeply planted maples had way more stem girdling roots than the ones that were planted at grade. Nearly half of the 6-inch deep maples and three-quarters of the 12-inch deep maples had girdling roots in contact with the trunk after three years.

In another study of planting depth by Dr. Mike Arnold of Texas A&M, a large variety of species were planted in poorly drained soils near Houston. Arnold planted 3 inches high, at grade, or 3 inches deep. He monitored the survival of the trees for three years. He found that when ash, rain tree, sycamore and oleander are planted only 3 inches deep, these species had significantly higher mortality rates. The worst survival was with rain tree, where they lost over 60 percent of the trees.

These studies all point to the same fact: when trees are installed with the buttress roots below grade they are more likely to die. Arborists should be looking for buttress roots on every tree they inspect. If they are not visible, they should recommend root collar excavation. If the tree was planted recently, it should be lifted and replanted at grade with the buttress roots visible.

**Watering transplants**

While we are on the topic of new transplants, let’s talk for a minute about water. Irrigation is the most important factor for achieving high rates of transplant survival. Either too little or too much water can lead to the loss of transplants. The question has always been, how much water should be applied? One answer to that question comes to use from a study by Dr. Roger Harris and Dr. Susan Day at Virginia Tech. They looked at application of different amounts of water to new transplants during drought periods. Their conclusion was that new transplants need about 10 gallons of water per week to survive. We have modified this slightly to take into account the great diversity in size of transplants that are going into landscapes to create a general rule that transplants need 10 gallons per inch of trunk diameter per week during periods of drought. There are species and soil adjustments that may need to be considered when applying this rule, but it is a
RELIABLE PORTABLE POWER

8" Turntable Chipper
Model: 76824

ECHO
BEAR CAT

Tough Equipment for Your Tough Situations.
For ease of use and rugged reliability, it's hard to beat ECHO high-performance outdoor power equipment and ECHO Bear Cat commercial grade, heavy-duty machines. Together ECHO and ECHO Bear Cat are the most reliable source for the best in tree care equipment. From Chain Saws and Power Pruners® to Chippers and Chipper/Shredders ECHO and ECHO Bear Cat can tackle any tree care situation. For more information visit www.echo-usa.com.

© 2007 ECHO INCORPORATED

Please circle 24 on Reader Service Card
800.432.ECHO www.echo-usa.com
Mulch and transmission of diseases

After water, an application of mulch is one of the most important things we can do for new transplants and declining trees. One of our concerns with mulch has always been the transmission of diseases. A study from Karen Jacobs at the Morton Arboretum looked at three different disease/host relationships. She mulched trees susceptible to certain diseases with mulch containing a known pathogen. The host/disease pairs were Austrian pine mulched with pine needles that were infected with the diplodia tip blight (Sphaeropsis sapinea), red bud mulched with bark infected with botryosphaeria canker, and, very important for arborists, red oak mulched with wood and bark infected with armillaria root rot.

Jacobs applied infected wood, bark or needles on the soil underneath the trees and examined the trees for disease infection. This was fresh mulch, just like you would have in a chipper truck. She also incorporated manure in some of her treatments. There was no transmission of the armillaria or botryosphaeria to the trees. This is very good news, since arborists remove a lot of armillaria infected trees. Disposing of those chips on clients’ properties should not increase their risk of new armillaria infections. She was able to get transmission of the diplodia tip blight from the infected pine needles into the new needles on the tree. This is not that surprising, because we have always known that one of the ways to treat that disease was raking up and removing the fallen needles.

There have been other studies on this with Verticillium wilt disease. One study was conducted in a greenhouse where they were looking at transmitting Verticillium from Verticillium infected wood chips into various highly susceptible plants. They indeed were able to get that Verticillium infection. So if you were removing verticillium infected maples or other trees, it is best to send that load to either non-susceptible trees or right to a composting area. It is likely that this is a harder disease to transmit to trees than susceptible herbaceous plants, but it is not worth the risk. The bottom line from research on mulch and disease transmission is that very few diseases are transmitted by fresh wood chip mulch. This material, straight out of the truck, is one of the best mulches we have for trees. So with only a few exceptions, we encourage the use of fresh wood chips for mulching trees.

Sapsuckers

Sapsuckers are an annoyance for many clients and can do permanent damage to some trees. When I was doing the literature review for our recent paper on these birds, I ran across a paper from Dr. Alex Shigo from the early 1960s describing the relationship between the sapsucker injury and pockets of decay that could lead to tree failure. Sapsuckers are a type of woodpecker that make holes in the trunks of trees to drink the sap that oozes out of the holes. Sapsuckers migrate from the North to the South depending on the weather. In some mid-Atlantic states, sapsuckers may be present year-round.

We conducted the experiment by wrapping 2 feet of burlap on a section of trunk, then leaving an open area for 2 feet, and finally 2 feet of trunk wrap. We mixed the order around on the trees so the patterns were never the same on adjacent trees. We observed the sapsuckers coming by our trees three or more times per day to keep those holes open and flowing with sap. Which treatment worked better? They actually worked exactly the same. The untreated control areas were constantly attacked and the number of holes increased as the winter went on. Burlap and trunk wrap are both very effective treatments. They both completely eliminated sapsucker attacks in the treated area. I have heard stories from our western offices that burlap is not effective. This may be due to a different
WARN® Series 20XL Winch:
THE BEST CHOICE FOR HEAVY WRECKERS AND FLATBED TRAILERS.

20,000 LBS. PULLING CAPACITY

- Designed specifically for trailer and towing applications
- Maintenance free
- Roller tension plate is standard
- Easy bolt-on design
- SAE J706 and CE compliant

Go to www.warn.com to find the WARN Industrial dealer near you.
species of sapsuckers or different environmental conditions, so if you are in the western part of the United States trunk wraps may not be as effective as in the East.

This year we are continuing with our sapsucker research at the Bartlett Lab in Charlotte. We are looking at spray treatments rather than wraps. We have three different sprays on trees with a history of attack. Trunk wrapping is labor intensive and not a particularly attractive service. A tree trunk spray could be much more affordable and less visible.

Do sapsuckers cause significant damage to trees? It depends on the species. We are seeing them move into magnolias, hollies and dogwoods where they create a serious problem, including death of the top of the tree. We have had reports that some birch in the North are also greatly damaged. Damage is tree species dependent. A lot of tree species that are attacked don’t get appreciable damage. Another interesting thing that we have seen is that once you have “trained” these birds not to attack by wrapping the trees, for a couple of years after the wrap has been removed, there are fewer attacks on those trees.

Tree failures
The International Tree Failure Database is now well under way. This program allows you, as working arborist, to enter data on trees that have failed in your area and find out what other arborists have seen. This information will be used to create species-based tree failure profiles and will help us predict future tree failures. There are currently more than 5,000 records in the database. However, about 4,000 of these are from California. So we especially need arborists outside California to report on failed trees! Visit the ITFD Web site at http://svinetfc2.fs.fed.us/natfdb/.

These are just a few of the research projects that are going on around the world to make arboriculture safer, more effective and more economical. I hope you will be able to join us at the next TCI EXPO in Hartford to learn about more research that can impact your daily activities.

Dr. Tom Smiley is an arboricultural researcher with Bartlett Tree Expert Co. at their research laboratory in Charlotte, N.C., and is an adjunct professor at Clemson University. This article was excerpted from a presentation he made at TCI EXPO 2006 in Baltimore.
The Tree Care Industry Association recognizes our Partners Advancing Commercial Tree Care. Their strategic partnership with TCIA supports our journey to Transform the Industry.

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

Bandit Industries unveiled a new stump grinder earlier this year, the HB20, that offers a pivot-action base, allowing the operator to keep the wheelbase stationary while using a smooth gliding motion back and forth to grind stumps. The user can position the HB20 in close proximity to the stump, release the pivot pin, and simply guide the handlebars from side-to-side. Traditional handlebar units require additional effort from the operator to reposition the entire machine, including the undercarriage, especially on uneven terrain. Available with a 20-hp Kohler gas engine and a 19-inch cutterhead with 24 teeth, this compact and highly maneuverable handlebar unit is a must for tree services that need to grind isolated stumps in tough locations. Contact Bandit Industries via www.banditchippers.com.

Bri-Mar split-deck tilt trailer

Bri-Mar Trailers just super-sized the easiest way to move equipment. With a 20-foot tilt deck and a 4-foot stationary front, the HT824D has no ramps and enough room to store attachments. The absence of ramps eliminates navigating up or down them, reducing the risk of equipment damage or personal injury. The stationary front deck provides room for attachments or tools. This separate section gives the HT824D dual functionality as this cargo remains stable when the deck is raised or lowered. The deck-over design gives it an overall width of 102 inches – 20 inches more than other tilt trailers with decks in between the fenders. This, plus a GVWR of 14,000 pounds further expands its capacity. Contact Bri-Mar at 1-800-732-5845 or visit www.bri-mar.com.

Rayco C100 super crawler

Now with more engine and hydraulic power, the new Rayco C100 loader will meet the needs of any forestry application. The 96-hp Kubota turbo charged diesel engine gives this powerhouse the strength needed to get the job done. The C100 boasts 39 gpm at 5,500 psi providing more power and productivity. With the advanced forestry cooling package, it is capable of running unlimited hours in any temperature without overheating. The 16-inch, steel-track undercarriage offers excellent traction and mobility in virtually any type of terrain. The cab features heating and air conditioning allowing the operator to stay comfortable in every climate. Easy access to the engine compartment and cooling system makes cleaning effortless. Contact Rayco at 1-800-392-2686 or via www.raycomfg.com.

Glacier’s Magnum series for extreme conditions

Glacier Computer introduces its Magnum series of computers that are ideal for forestry applications, including use in field vehicles such as cranes, ATVs and haulers, as well as the foreman’s pickup truck. Designed to perform in the harshest conditions despite temperature extremes, dirt, humidity, shock and vibration, they are available with an array of processor options, from a 600 MHz Celeron up to a 1.4 GHz Pentium M, and provides up to 1 GB DRAM. The unit accepts an array of wide area network (WAN) cards and supports GPS for location and AVL applications. Providing 6V to 60V isolated internal power supply, the Magnum eliminates the need for external power converters or filters when mounted in forestry trucks and vehicles. Magnum series units are HALT tested, have passed thermal and reliability testing and have an mean time between failures (MTBF) of nearly 40,000 hours. Built to Mil-Spec standards, these computers have an IP 64 environmental rating. Contact Glacier Computers at (603) 882-1560 or via www.glaciercomputer.com.

Send your Cutting Edge Product information to: Don Staruk at staruk@tcia.org
150+ SPECIALIZED TRUCKS AT WWW.OPDYKES.COM

55ft HI-RANGER

$29,500


99 FORD FT9000: Cummins, 250 hp, 9 spd trans, A/C, 4.6 GVW, 10 ton NATIONAL 400A CRANE, 66 ft hook ht, 12 ton steel flat / utility body. $29,500.

99 FORD LN8500: 7.5L diesel, 210hp, 10 spd, 33 GVW, with 11 ton MANITEX 1161 CRANE, 110 ft hook ht, 12 ton steel flat / utility body. $29,500.

95 VOLVO WG64: CAT 330HP, 300 hp, engine brake, 8 spd + Ho, +Ho, 20 ton NATIONAL 800C CRANE, 133 ft hook ht, A2B, caplert/shutdown, 2 spd winch, 22% & steel flatbed. $29,500.

89 FORD LN8500: 7.5L diesel, 210hp, 10 spd, 33 GVW, with 11 ton MANITEX 1161 CRANE, 110 ft hook ht, 12 ton steel flat / utility body. $29,500.

2 TON HIAB
95 CHEVY 3500: 6.5L Turbo-diesel, auto w/d, 15 GVW, with 2 ton HIAB 625 CRANE, picks 1,610 lb at 11 ft max reach, winch, 10 ft steel flatbed with 28" wood sides. $13,900.

5 TON COPMA
96 INT 4700: T44E, 210 hp, 6 spd + Ho, A/C, 33 GVW, with 5 ton COPMA C1130/2 CRANE, picks 2,552 lb at 27 ft max reach, 18 ft steel flatbed / dump. $32,900.

19 TON SIMON-RO
99 INT 2674: S30E, 300 hp, 8 spd + Ho, +Ho, A/C, 56 GVW, 19 ton SIMON + RO TC3874 CRANE, 128 ft hook ht, A2B, 2 spd winch, 20% & wood flatbed. $79,500.

13½ TON ALTEC
91 GMC TOPKICK: CAT 3116, 215 hp, Allison 5 spd auto, 33 GVW, 13½ ton ALTEC D445TC DIGGER, 45 ft hook ht, auger, pole claw, 10 ft utility body, 120V inverter. $24,500.

21 TON NATIONAL
94 MACK RD688S: 350 hp, 8 spd + Ho, +Ho, A/C, 21 ton NATIONAL 800C CRANE, 133 ft hook ht, A2B, caplert/shutdown, 2 spd winch, 22% & steel flatbed. $79,500.

3½ TON HIAB
97 GMC C6500: CAT 3116, 170 hp, Allison 4 spd auto, 25,950 lb GVW, 3½ ton HIAB 060 CRANE, picks 2,760 lb at 16% & max reach, 18 ft steel flatbed / dump. $37,900.

7 TON HIAB
2000 INT 4900: DT466E, 250 hp, Allison 6 spd auto, 33 GVW, 7 ton NATIONAL N90 CRANE, 20 ton, max reach to 2,050 lb at 32 ft max reach, 19½ ft steel flat / utility body. $52,900.

14 TON JLG
89 WHITE / GMC ACL: 440 hp, 13 spd, 60,600 lb GVW, 14 ton JLG 1400BT CRANE, 57 ft hook ht, 16 ft wood flatbed. $39,500.

12 TON HIAB
99 MACK RD688S: 350 hp, 8 spd + Ho, +Ho, A/C, 74 GVW, 12 ton HIAB 250-3 CRANE, 12 ton, max reach to 2,050 lb at 51 ft max reach, radio remote ctrl, 20% & steel flatbed. $84,500.
Doosan Infracore to acquire Bobcat

Doosan Infracore in July announced that it entered into a definitive agreement to acquire three businesses of Ingersoll-Rand Company Ltd., comprising the Bobcat compact equipment business (Bobcat), the utility equipment business (Utility Equipment), and the attachments business (Attachments), for $4.9 billion. The sale is targeted to close in the 2007 fourth quarter.

The Bobcat, Utility Equipment and Attachments businesses have an established network of over 2,700 dealers in the U.S. and Europe and operate 11 manufacturing plants in six countries around the globe.

Doosan Infracore’s primary objective of the acquisition is to enhance its overall product portfolio by adding compact construction equipment to its existing medium and large-scale construction equipment product lines and to help expand and strengthen Doosan Infracore’s global manufacturing and sales networks. The acquisition also provides Doosan Infracore with world-class technologies and brand names.

The combined businesses manufacture and sell compact equipment, including skid-steer loaders, compact track loaders, mini-excavators and telescopic tool handlers; portable air compressors, generators, and light towers; general-purpose light construction equipment; and attachments.

In April 2005, Doosan Heavy Industries & Machinery Ltd. purchased the controlling interest of Daewoo Heavy Industries & Machinery Ltd. in Seoul, Korea, and the name of the entity was changed to Doosan Infracore America Corporation (DIA). DIA is headquartered in Suwanee, Georgia, and maintains offices and technical service centers throughout North America, where its products are sold exclusively through a large network of independent distributors.

Shindaiwa recalls backpack blowers due to fire hazard

The U.S. Consumer Product Safety Commission, in cooperation with Shindaiwa Inc., announced a voluntary recall of Shindaiwa backpack blowers. The muffler’s outer shell can melt, allowing exhaust gas to exit from the bottom or back side of the muffler. The exhaust gas may cause damage to the fuel tank creating a possible fire hazard for the user.

Shindaiwa is aware of one incident where a small muffler fire was involved with no property damage and no injuries.

These machines are blue with a red label that reads, Shindaiwa. They were sold by Shindaiwa dealers nationwide from September 2005 through May 2007 for about $600. The recall involves about 22,000 units, Models EB8510 and EB8510RT. All units up to serial #7025018 are included. After serial number 7025018, the leaf blower has been upgraded with stainless steel muffler shells.

Consumers should stop using the blowers immediately and contact Shindaiwa for the closest dealer location to schedule a free muffler replacement. For more information, visit www.shindaiwa.com.

RedMax expands management, support team

RedMax/Zenoah America, Inc. has added marketing/sales support, marketing services, customer service and technical personnel to its expanding management team.

Jeff Bohr and David Dalton have joined the company as regional managers, and Andrew Kuczmar was appointed director of product service and corporate training. International Marketing Exchange, Inc. has been named the new marketing services agency for the company.

Kuczmar will begin initiating technical and customer support programs, not only for Zenoah RedMax, but also for distributors and dealers throughout North America.

Bohr will be the new east regional manager. Bohr has 30 years in the outdoor power equipment industry, primarily with Echo, Inc.

Dalton, who has a 20-year exposure to the industry, will be the new west regional manager.

International Marketing Exchange, Inc. has provided various marketing support services for numerous firms, including Echo.
## ZENITH CUTTER CO.

Selling Over 100,000 Chipper Knives Annually

“THE BLADE OF CHOICE BY TREE CARE PROFESSIONALS”

### Vermeer

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9” x 4-1/2” x 5/8”</td>
<td>$32.50</td>
</tr>
<tr>
<td>BC1220-BC1250</td>
<td>KCH20002</td>
<td>Single Edge 8” x 3-1/2” x 3/8”</td>
<td>$19.25</td>
</tr>
<tr>
<td>BC1400</td>
<td>KCH20110</td>
<td>Double Edge 8” x 5” x 5/8”</td>
<td>$37.25</td>
</tr>
<tr>
<td>BC1800-BC2000</td>
<td>KCH20103</td>
<td>Double Edge 10” x 5-1/2” x 5/8”</td>
<td>$41.50</td>
</tr>
<tr>
<td>BC1800XL</td>
<td>KCH20112</td>
<td>Double Edge 10” x 5” x 5/8”</td>
<td>$43.50</td>
</tr>
</tbody>
</table>

### Morbark

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>100, 200, 290</td>
<td>KCH10001</td>
<td>Double Edge 7-1/4” x 4” x 3/8”</td>
<td>$20.25</td>
</tr>
<tr>
<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
<td>Double Edge 10-1/2” x 5” x 1/2”</td>
<td>$33.95</td>
</tr>
</tbody>
</table>

### Brush Bandit

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/32” x 4” x 1/2”</td>
<td>$23.95</td>
</tr>
<tr>
<td>100-250</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4” x 4” x 1/2”</td>
<td>$21.25</td>
</tr>
<tr>
<td>250, 254 after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4” x 4-1/2” x 1/2”</td>
<td>$28.25</td>
</tr>
<tr>
<td>1890 Intimidator</td>
<td>KCH20103</td>
<td>Double Edge 10” x 5-1/2” x 5/8”</td>
<td>$41.50</td>
</tr>
</tbody>
</table>

### Asplundh

<table>
<thead>
<tr>
<th>Model Number</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>12” Drum</td>
<td>KCH30001</td>
<td>Single Edge 12” x 3” x 3/8”</td>
<td>$19.50</td>
</tr>
<tr>
<td>16” Drum</td>
<td>KCH30002</td>
<td>Single Edge 16” x 3” x 3/8”</td>
<td>$21.50</td>
</tr>
</tbody>
</table>

To receive this special pricing, you must use this code: 10397

Offer ends November 30, 2007

Visit Zenith Cutter’s new Website with secure online ordering and request a 2007 Product Catalog. Use Promo Code WEB1106 and save 10% when ordering online.

**Stump Cutter Teeth**

**Pruning Saws**

**Arborist Rope**

1-800-223-5202

www.zenithcutter.com

5200 Zenith Parkway

 Loves Park, IL 61111

USA

Please circle 80 on Reader Service Card
### Events & Seminars

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

**October 11, 2007**  
Urban Wood Waste Utilization Forum  
The Parks & People Foundation, USDA Forest Service  
U-Baltimore, Thumel Business Ctr, Baltimore, MD  
Contact: Jessica (410) 448-5663 x115; jessica.walbridge@parksandpeople.org; www.parksandpeople.org

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

**October 16-18, 2007**  
Workshop for implementing Biomass Boiler Systems  
Holiday Inn Parkside, Missoula, MT  
Contact: Bitter Root RC&D (406) 363-1444; bitterrootrcd@cybernet1.com; http://fuelsforschools.org/

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

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

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

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

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

**November 20, 2007**  
NJ Green Industry Council Annual Meeting & Seminar  
Trenton Country Club, Trenton, NJ  
Contact: Nancy Sadlon, NJGIC (732) 563-9252

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

**December 5 & 6, 2007**  
WHENRecycling Expo South  
Spence Field, Moultrie GA  
Contact: Matt Stanley 1-800-218-5586; www.WHENRecyclingExpo.com

**January 7-9, 2008**  
Great Lakes Trade Expo (GLTE)  
DeVos Place, Grand Rapids, MI  
Contact: www.glte.org; 1-800-879-6652

**January 7-11, 2008**  
Advanced Landscape Plant IPM PHC Short Course  
University of Maryland College Park, MD  
Contact: Debbie Wilhoit (301) 405-3913; debrari@umd.edu; www.raupplab.umd.edu/conferences/AdvLandscape

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

**January 9-11, 2008**  
Minnesota Green Expo  
Minneapolis Convention Center, Minneapolis MN  
Contact: 1-888-886-6652; info@minnesotagreenexpo.com

---

**Please circle 71 on Reader Service Card**

22 TREE CARE INDUSTRY – OCTOBER 2007
Freedom of movement

FAE’s FORESTRY equipment is a clear leader in its field. It offers a perfect combination of power, technology and safety in a range designed for land reclamation and maintenance, as well as the reclamation of dirt roads, forestry trails and firebreaks.

FAE USA, Inc. - Oakwood South Industrial Park
5321 Raw Banks Drive - Flowery Branch, GA 30542
tel. 877-FAE USA (322-8721) - tel. 770-407-2014 - fax 770-338-4508
info@fausa.com - www.fausa.com

Please circle 26 on Reader Service Card
January 15-17, 2008
Indiana Arborist Association Annual Conference
Indianapolis, IN
Contact: (765) 494-3625; McKenzie@Purdue.edu

January 16-18, 2008
Mid-Am Horticultural Trade Show
Mc Cormick Place, Chicago, IL
Contact: 1-800-223-8761; mail@midam.org

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

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

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

February 8-12, 2008
U.S. Composting Council Annual Conf. & Trade Show
Oakland Marriott City Center, Oakland, CA
Contact: www.compostingcouncil.org; (631) 737-4931

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

February 15, 2008
Sixth Annual Rochester Arborist's Workshop
Rochester International Event Center,
Rochester MN.
Contact: Ed Hayes (507) 285-7431

February 19-22, 2007
ASCA Consulting Academy
Sheraton Suites,
San Diego, CA
Contact: (240) 404-6482; www.asca-consultants.org

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

March 6-7, 2008
NJASA Garden State Tree Conference
Rutgers Univ., Cook Campus Ctr, New Brunswick, NJ
Contact: www.NJArboristsISA.com

Please circle 20 on Reader Service Card

Please circle 62 on Reader Service Card

INTRODUCING THE NEW SWINGER 2K

• 2,500 LBS. SAE LIFT CAPACITY
• RUGGED PLANETARY AXLES
• HYDRO/Mechanical Drive
• Articulated (No-Skid) Turns
• Transverse Engine
• Self Leveling Bucket
• And More

Our most rugged Tree Care loader yet — now with Cummins™ 65 hp diesel and planetary reduction axles that place the engine operating range at usable loader speeds. Add in the 4WD limited slip feature, a 2-speed shift-on-the-fly hydro system and the 2-axes — incredibly rugged — articulation joint and you have it...the new Swinger 2K with all the beefy improvements to make your job easier. Call 800-656-6867 for a new Swinger 2K brochure.

Please circle 60 on Reader Service Card

TREE CARE INDUSTRY – OCTOBER 2007
A half century of experience...

WORTH ITS WEIGHT IN GOLD

equipment • parts • service

800-831-0042 • 989-866-2381 • www.morbark.com

Please circle 46 on Reader Service Card
The green industry represents an estimated 80,000 companies within the United States. While this estimate includes landscapers, arborists and support companies, all of these businesses have one thing in common: they must operate vehicles to get their teams to the work site.

Some companies operate only one or two vehicles, but the size of their fleet must grow along with their business operations. Regardless of fleet size, driving performance must be a key safety priority. Despite our best research, engineering and training efforts, vehicle crashes remain:

- The leading cause of workplace fatalities;
- The most costly lost-time workers’ compensation injury; and
- One of the leading causes of off-the-job, unintentional injury.

**Counting the costs**

Despite the emphasis placed on employee safety and crash prevention, crash costs are not completely covered by commercial insurance and affect company profits. Called indirect or out-of-pocket costs, these may include:

- deductibles;
- rental replacement costs that exceed the stated amount covered by your policy;
- any differential costs to upgrade equipment to current standards beyond covered replacement costs;
- potential lease penalties or lowered resale value of equipment;
- supervisory and crew lost time;
- customer dissatisfaction;
- potential increases in insurance costs if safety record judged “below average.”

Consider the following regarding the true costs of vehicle accidents, based on TCIA’s June 2007 *TreeWorker* newsletter (summarizing a TCIA survey):

Insurance covers the direct cost (vehicle replacement or repair, medical, workers’ comp) of vehicle accidents, but not indirect costs (time spent investigating, loss of a client, crew downtime). The average direct cost of vehicle crashes was 67 percent of the total. (That leaves 33 percent as indirect costs.) The average total vehicular accident cost was $14,592.

Beyond the dollars and cents, it is important to recognize that the operation of commercial vehicles is a highly visible symbol of the organization’s commitment to quality, safety and even community service. Infrequent maintenance, poor equipment appearance and especially poor driving will call negative attention to these vehicles and consequently to your organization.

To protect employee welfare, contain costs, maximize operational “up-time” and maintain an excellent reputation within the communities your firm serves, a proper emphasis on fleet safety should be balanced among competing priorities. Establishing an effective, behavior- and results-based fleet safety program need not be a drain of time or resources on your budget.

Based on the recently released American National Standards Institute (ANSI) Z15.1 standard for vehicle safety programs, I offer the following five simple steps that you can follow to assure success.

**Step One – Develop and communicate your driver safety policies.**

Driver Safety policies address who is authorized to operate vehicles, how they will be qualified, what training they will receive, and for what purposes the vehicles may be driven.

Authorized drivers have agreed to:

- Sign a driver agreement stating that they will follow all safety policies and cooperate with safety instructions.
- Authorize the organization to obtain a Motor Vehicle Record from the state that issued their license in order to review any history of past tickets or police-reported collisions. (You should realize that these records will likely be introduced by a plaintiff’s attorney following any serious crash involving your driver. Claiming that you were unaware of serious and numerous traffic offenses will not provide any defense in a courtroom situation.) If the history of tickets or crashes exceeds your benchmark standard, then the driver may not drive on behalf of the organization – no exceptions!

Your policies on driving need to be enforced. Someone within your organization will need to be responsible to ensure
that drivers are held accountable and, when infractions are found, some mechanism to dispense consequences should be in place. Careful construction of these policies may enable you to make use of existing disciplinary processes for enforcing the rules. This would increase the consistency of your management practices and save time in setting up your fleet safety program.

Most organizations designate a fleet safety coordinator to monitor the program, track statistics, file insurance claims, conduct training and monitor driver performance. This person should have the support of the president and other top management so that they can set direction and enforce the policies.

Step Two – Carefully select and train your drivers

It’s interesting to discover how many companies fail to mention driving as a key job duty in their job descriptions. It is a highly complex task with potential for injury, property damage and third party involvements. Beyond job descriptions, background checks such as a basic review of past driving history (tickets and crashes) can go a long way to assuring that this employee can handle the driving in a competent manner. A driver’s history can be obtained from the home state that issued their license, or through specialty vendors who can help you obtain information from various states through a single portal.

Once qualified, driver training can help familiarize the employee with policies, practices and proper driving technique under a wide range of circumstances, such as extreme weather conditions and highway versus rural roads. Most insurance carriers and agents have training resources available – sometimes for free or at a very low cost. Be sure to keep records of who received training and remember that training programs, no matter how well constructed, need to be repeated periodically to keep the information fresh in your employee’s minds.

Step Three – Monitor your drivers’ performance

Seasoned safety experts agree that training alone does not prevent accidents. People can know how to drive safely, but they don’t always feel compelled to drive safely. A program to monitor drivers’ performance gives the fleet safety coordinator feedback on who is adhering to the driver safety policies and who is using the training they’ve received.

A growing trend has been to utilize a safety hotline service that places a toll free hotline number on the vehicle to solicit feedback from motorists on driver performance. A pilot program to monitor driver performance, and using a hotline number on vehicles, was initiated by Bartlett Tree Experts’ Southeast Region in January 2005.

Recently, Dave Marren, Bartlett’s vice president of safety and regulatory affairs, wrote; “Bartlett employees are trained to think and act safely from their first day on the job. Through their comprehensive safe-
ty-training program, Bartlett has developed corporate work practices designed for safe performance of arboriculture and to prevent accidents; however, we did not have a program in place to help us monitor the safety of our drivers."

The strength of the program, Marren went on to say, is that it gets people thinking and talking about their driving behavior prior to an accident. Bartlett has continued to roll out the program, ultimately including all vehicles in all its regions. "Based on the success of the program in its ability to warn us of potentially unsafe practices behind the wheel, we decided to add our corporate cars to the decal program," Marren says.

"The reports that are automatically generated as part of the program are a valuable part of the process, alerting us to repeat offenders," Marren says. Reports are distributed to the correct management team to address the behavior personally, prior to something more serious happening.

Common concerns raised about safety hotline program reports being nothing more than "crank calls" are often exaggerated, according to some of those who have used such programs. David Fleischner, president of Trees, Inc. in Houston, Texas, says: "Our concerns about false reporting from former employees and other disgruntled individuals were soon proven not to be a serious issue. Are there some false reports? There probably are, but our vehicle operators soon learned that other drivers would take the time to report reckless or discourteous behavior. And while one report could be labeled as a fluke, it proved other people were watching, and multiple reports from different people for the same behavior couldn’t be denied."

"Not long into the program we started seeing measurable results," Marren says. "There is a definite sense of heightened safety awareness. The sticker on the back of the vehicle has the same effect on the operator as seeing the police car in the rear view mirror. A vehicle operator knows that if his behavior is not professional, all the person following them has to do is dial the phone."

Finally, a good driver monitoring program should be designed to complement existing efforts on a long-term basis, not merely provide a one-time boost.

"Three years running and it is still producing favorable results," confirms Andrew Salvadore, CSP, CTSP, safety compliance and training manager of Asplundh Tree Expert Company. "As a leading indicator of driving behaviors, it enables us to focus our loss prevention efforts."

**Step Four – Make a plan to respond to crashes that may happen during the year**

The old adage, "an ounce of prevention beats a pound of cure" certainly applies to accident management. Training drivers on what to do following a traffic crash will help them gather needed information.

Crash reporting kits contain a report form that covers the essential information that a driver should gather following a crash – they are usually available from your insurance provider or can be ordered...
from TCIA (www.tcia.org).

The fleet safety coordinator should review all crashes to learn the cause, whether the crash was preventable (or avoidable), and what can be done to avoid similar crashes in the future. One example of a guide to assist in determining accident preventability is available from the National Safety Council (www.nsc.org).

Step Five - Establish a vehicle inspection and maintenance program.

Vehicles must be inspected and maintained for safe operation. This policy covers general appearance and upkeep, periodic inspections for defects, and ongoing maintenance such as replacing air filters and checking air pressure in tires.

Dirty air filters can steal up to 10 percent of your engine’s fuel efficiency, and improperly inflated tires lead to early replacement, blowouts and even worse fuel economy. If your drivers and mechanics are not routinely inspecting and maintaining your vehicles, your firm could be burning money and putting your employees at risk of injury!

Summary

Fleet safety programs do not need to be complicated to be effective; however, they do need top management’s sincere support, a coordinator to take charge, and consistent application of the policies. Ongoing driver training that is backed up by an effective monitoring program ensures that drivers both understand and practice the directions set out by the management policies. You’ll get results when you apply effort and create a sense of urgency to extend safety to the fleet.

There are many resources available to help set up your fleet safety program. The best place to start is your insurance provider, who has a sincere interest in your team’s ability to avoid collisions.

Paul Farrell is CEO of SafetyFirst Systems, LLC, an Associate Member, an affinity partner of TCIA, specializing in reducing commercial vehicle collisions through management information systems.
Web Sites to Vent, and Learn

By Reid Goldsborough

Complain, complain, complain. Sometimes it seems that’s all people do anymore. We complain about the weather, traffic, airline hassles, bosses, employees, spouses, children, the President, Congress, voters, lawyer fees, doctor waits, auto repair ... the list could go on and on.

Enlightened organizers in Birmingham, England, put together a Complaints Choir in 2005 so fellow complainers could break out in song. The idea proved so popular that similar choirs have since arisen in cities in Finland, Belgium, Germany, Norway, Hungary, Israel, Australia, and yes, the United States (www.complaintschoir.org).

Among the activities that information technology facilitates is, you guessed it, complaining. Aside from the emotional release of being able to vent, complaining has a flip side, a positive benefit. Reading a large enough number of complaints about a particular product or service can help you be a savvier consumer. Complaints can also send notice to manufacturers, services providers, politicians, and quite possibly even entire countries to remedy that which needs remedying.

The first online complaint no doubt took place very shortly after public online communications was invented back in the early 1970s. Today, instead of 110 baud connections using a timesharing mainframe computer system, we can gripe with high-speed communications and devices from personal computers to personal digital assistant.

Sometimes individual complaints achieve semilegendary status, such as the YouTube video of a cable repairman falling asleep in a customer’s house and the recording of an AOL service rep refusing to let a customer cancel his account. Nothing beats the video or sounds of multimedia to dramatize a problem.

But words can help too. Be careful though. In our litigious society, some smaller companies and sometimes larger ones, too, try to stifle communication through lawsuits and other legal intimidation. “Just the facts, Ma’am,” rather than an expletive-strewn flame, is also more effective in getting yourself taken seriously and in getting the results you want. Spell out what went wrong and what you think should be done about it.

The first place to complain is at the doorstep of the problem causer. A number of companies have forums at their Web sites or at least a customer service e-mail address posted there. Don’t be too surprised though if your e-mail gets ignored or if you get a canned response without any action taking place.

Next, do a Google search to see if someone has put up an independent site specifically for complaints directed at the company you have a gripe about.

A few years ago Forbes magazine rated such “rogue” sites for ease of use, number of posts, entertainment value, and other factors, and among those receiving top scores were AllstateInsuranceSucks.com (www.allstateinsuranceucks.com), NoPayPal (www.paypalsucks.com), and ameXsuX.com (www.amexsux.com).

Other options are public discussion communities, and popular blogs. Hewlett-Packard is one of many forward-thinking companies that has representatives respond to complaints at independent forums.

If you do this, do what HP does and make sure your reps identify themselves. There’s little more underhanded online than a company planting “sockpuppets” out there to create fake testimonials, and online users have a way of eventually sniffing this out.

Active online users are considered “e-fluentials.” Their opinions have more legs than the opinions of others and can percolate upward, reaching many more people. The best corporate approach toward complainers is to show them respect by engaging them, acknowledge their gripes, try to find a way to help solve their problems or at least explain your take on the issue, avoid exchanging acrimony, and disengage.

By Reid Goldsborough is a syndicated columnist and author of the book Straight Talk About the Information Superhighway.

You can also use Google Blog Search (blogsearch.google.com) to find relevant blogs.

Perhaps the best way to get the big boys to sit up and take notice is to get your story picked up by a newspaper, magazine or other traditional media outlet. Short of sending out scores of press releases, another option is to get a popular social news site such as Digg (www.digg.com) or Reddit (www.reddit.com) interested in your story.

If you’re buying from a Web site, check out one or more of the Web-based consumer-protection services to see if the vendor has a record of unresolved complaints against it and for fraud-prevention tips in general.

Such services include BBBOnLine (www.bbbonline.org) and National Fraud Information Center (www.fraud.org).

Smart companies, instead of ducking for cover, harness the power of online complaining. They create monitored online communities as well as participate in Usenet newsgroups, e-mail based discussion groups, independent Web communities, and popular blogs. Hewlett-Packard is one of many forward-thinking companies that has representatives respond to complaints at independent forums.

If you do this, do what HP does and make sure your reps identify themselves. There’s little more underhanded online than a company planting “sockpuppets” out there to create fake testimonials, and online users have a way of eventually sniffing this out.

Active online users are considered “e-fluentials.” Their opinions have more legs than the opinions of others and can percolate upward, reaching many more people. The best corporate approach toward complainers is to show them respect by engaging them, acknowledge their gripes, try to find a way to help solve their problems or at least explain your take on the issue, avoid exchanging acrimony, and disengage.

Reid Goldsborough is a syndicated columnist and author of the book Straight Talk About the Information Superhighway.
Power where you want it. Control where you need it.

POWER, PRODUCTIVITY, EFFICIENCY & RELIABILITY

With an excellent reputation for durability and reliability the high-performance Lamtrac will get the job done. With quality features such as exceptional maneuverability and low “PSI”, these multi-purpose vehicles can snake through your most challenging environments.

LAMTRAC INTERNATIONAL
1 888 LAMTRAC
www.lamtrac.com
By David Rattigan

Using a throw line is a specialized skill, best employed under the right circumstances. Sometimes, you’re better off going up on a ladder. Other times, throwing up a line and following it up the tree is the best way to get the job done.

“It depends on where you are,” stresses Kathy Holzer, 2004 International Climbing Champion and a climbing arborist for 12 years. “I worked for five years for somebody who didn’t even have a throw line on the truck. In a lot of situations, frankly, that’s faster. You don’t need to throw and re-throw, you just go up the old school way.

“If you’ve got a 100-foot elm that breaks into three main stems at 50 feet, it can be hard to get into it old school,” she explains. “You need a throw line to get anywhere.”

For the climber, the choices are fairly limited. Many rope manufacturers, including four contacted for this article, don’t even make a throw line because the segment is so highly specialized (a.k.a. small).

For more than 10 years, the leader in this highly specialized market segment has been Zing-It, a rope made of a slippery material that allows it to glide out of the spool and keeps it from snagging on branches.

“Zing-It was the first and is the best,” according to Jamie Goddard, with SherrillTree, who notes that its construction and materials have made it popular not just in the tree care industry but for multiple purposes, including as a kite/wakeboard/water ski line.

Manufactured by Ferndale, Wash.-based Samson Rope, Zing-It is yellow and comes in two sizes, 1.75 mm (average strength 400 pounds) and 2.2 mm (average strength 580 pounds).

“The features necessary for a throw line are light weight, durability, strength and what we call a co-efficient of friction (slipperiness),” Samson Sales Manager Randy Nulle confirms. “Those are the four main features. You can add cost on top of that. Our throw line is definitely not the least expensive on the market, but it’s the most popular because it’s the best value.

“Somebody can pay less for a throw line, but if they have to replace it more often then it’s not as good a value.”

Its synthetic fiber and slick coating provide a cord that is strong and slick to slide over branches without snagging, but can also be knotted easily.

“The throw line probably takes more abuse than any other arborist line, just by virtue of fact that you are raking it over the branch,” Nulle says. “That’s the line that you use initially to get everything else into the tree, and there’s no protection up there on the first throw line. Once you get to the climbing line, maybe you already have a friction saver up there, but it’s not there for the first throw line. The throw line needs to take a lot of abuse, and hold up over a long period of time.”

Two challengers to Zing-It’s sales lead are the four-year-old Fling-It by All Gear, Inc., and a year-old throw rope called DynaGlide, made by New England Ropes.

When not competing, Holzer, owner of TCIA-member Out on a Limb Tree Care Company in Seattle, Wash., has used Zing-It on the job for many years. She has been using Fling-It recently.

The two ropes are very similar, in Holzer’s opinion, and both are of high quality.

“Fling-It has a little bit of a different weave, so it’s flat or square as opposed to round, so it may tangle even less than Zing-It does,” she says. “They’re pretty analogous. One of my guys is using Zing-It.”

Fling-It was introduced at TCI EXPO in 2002, and has been picking up fans ever since, says Tom Daly, president of the Northbrook, Ill.-based All Gear, Inc.,
which manufactures the rope.

“It’s braided on a twill braider, so we’re a little bit unique in that when the product comes out it is square in its final rope shape and form,” Daly notes. “So you almost get four flat sides on the product.”

“From our testing, what we’ve proven is that the four flat sides will give you a smoother surface area across the rope,” Daly says. “When you urethane-coat the four flat sides of the rope, it will come out pretty slick and it will hold its shape pretty well.”

“Many of our competitors (including Zing-It) use a diamond braid. It’s a nice braid, but we think a twill braid will give you that advantage,” says Daly.

The line was originally created for the company’s camping line to pull up backpacks and other items. The similarity in the names was coincidental. It comes in 1.4 mm, 1.75 mm and 2.2 mm, in a bright safety orange.

Holzer says that both Zing-It and Fling-It are excellent. Specifically, she points out that the tight weave, narrow diameter and light, strong, slippery material make for a rope that won’t snag as it comes out of the bag and will create less friction running over limbs.

Because it’s lightweight, she adds, “You can use a lighter throw bag, which translates to more height (on your throws).”

An ideal throw line will let the climber use a smaller throw-bag, of 8 ounces to 12 ounces, which will get the thrower more height than a line that drags or clumps as it comes out of its storage device.

“Ideally, when you throw the line, you want it to feed cleanly out of the storage device so that it doesn’t interrupt your trajectory,” Holzer says. “If you get a big snarl coming out of the box or bag, your throw doesn’t go anywhere.

“The ideal throw line will let you use a smaller throw-bag, rather than bigger one, so you get more height, and it will feed cleanly out of the storage device,” Holzer explains. “Ten years ago, before Zing-It and Fling-It, there was a 2½ to 3 mm rope made out of polypropylene. If you stuffed it in a bag it would stick in one shape, which is not true of Zing-It or Fling-It.”

That’s an effect that Jose Mercado calls a “bird’s nest.” Mercado is a longtime competitive climber and educator in the tree care industry. He runs Mercado Horticultural Training Services, based in Whittier, Calif.

Mercado has two favorite lines: Zing-It and DynaGlide.

“Both are exceptionally good,” Mercado insists. “They’re both easy to deploy and have exceptional strength. When they do snag, you can pull and break off the small branch or twig that they’re stuck on. It takes a great deal of pressure and pull for you to bust them out. They’re both exceptionally well made.”

Introduced in July 2006, DynaGlide is a 2 mm cord made from braided high modulus polyethylene, a fiber with low stretch and very high tensile strength (1,000
pounds). It is treated with a vinyl coating and tinted in three bright safety colors: orange, yellow and fluorescent green. The combination of high tensile strength with low stretch is one of the things that makes a throw line superior, says Bill Shakespeare, market manager for Fall River, Mass.-based New England Ropes, Inc., which makes DynaGlide.

“Through the years we’ve had a variety of throw lines that have had varying degrees of success,” Shakespeare says. “This seems to be developing a good following.”

While the proprietary names differ, the DynaGlide, Zing-It and Fling-It are all made from the same type of synthetic fiber, Shakespeare explains. They have different weaves that some might develop a preference for. For instance, DynaGlide’s 16-strand weave gives it a smoother finish than the other two.

Mercado appreciates the way both ropes fly out smoothly behind the throw bag. For a climber, it’s most important to be able to throw the weighted bag to whatever crotch of the tree that you’re aiming for, and to have the line deploy behind it in a nice, smooth way.

“You want it to go over smoothly and for the throw ball to come down to you so you can attach your climbing line,” Mercado says. “You don’t necessarily have to throw to the highest point, but want to enter a suitable crotch that will support your weight, and you definitely don’t want it to snag on the bark.”

Some products on the market, he says, have problems in that area. They snag on the bark. If a rope has too much memory, it tends to snag. Also, thick ropes with a lot of surface area will stick because the thickness creates too much drag.

No matter what line an arborist chooses, Mercado offers a piece of advice to those who’ve just picked out a new throw line. “They need to get it a little bit dirty by running it through the crotch of a branch, because when it’s brand new it’s waxy and wax sticks together. Run it through the crotch of a tree and then go ahead and store it. It will deploy (more smoothly).”

Dave Rattigan is a freelance writer living in Beverly, Mass.
Bee-Line Takes The Heat… So Your Rope Won’t!

5/16" Bee-Line Prusik cord is a natural fit to our 11mm Blaze climbing line.

5/16" BEE LINE SPECIFICATIONS
Approx. Avg. Strength: 8,000 lbs
Avg. Weight per 100 ft: 3.7 lbs.
Fiber Content and Melting Temperatures:
  - Cover: 75% Technora (900°F)
  - 25% Polyester (480°F)
  - Core: 100% Vectran (620°F)

YALE CORDAGE ARBORIST DIVISION
77 Industrial Park Road
Saco, Maine 04072
Tel: (207) 282-3396 • Fax: (207) 282-4620
www.yalecordage.com

Please circle 79 on Reader Service Card
By Rick Howland

The U.S. National Weather Service Forecast Office seems to think it will be a relatively mild winter. But, the Old Farmer’s Almanac has declared it’s likely to be akin to an icy Armageddon. Who do you trust?

Either way, as the high season for arbor care winds down – and come the cold weather – we need to look for ancillary income. In our industry, firewood processing comes to mind right away (that and the iffiest alternative – snow plowing!).

Because across the country last season was generally warmer than expected, it’s not uncommon to hear that even regular firewood customers are cutting back on orders for this year. First, they still have firewood left from last year. Second, if the feds are right, another low-consumption season is soon upon us.

Neither, however, is sufficient reason to give up thoughts of firewood in favor of buying a snowplow or thinking about taking a seasonal second job. It hardly matters what the season will be. Regardless of the weather, you can make still good money in firewood now and into the future if you think about what you’re doing. That means thinking beyond cutting up this year’s haulage into cords and merely putting them up for sale. (Although you do have to appreciate the homeowners who pay twice for their tree, once to have it taken down and again when it’s delivered in the fall as firewood.)

Cashing in on firewood involves things such as reducing your costs by the equipment and processes you employ on one hand, and looking for new markets and new ways to price your firewood on the other.

Firewood will ebb and flow but should remain a great side business for a long time to come. Two years ago in “Stacking Up Profits In Firewood Business” (TCI October 2005), we saw firewood’s popularity just starting to spike as oil prices were climbing through $63 a barrel (we’re up over $76 as of last month’s pricing). We talked about how firewood was popular not only for heat, but also for restaurants, hotels and atmosphere fires (backyards, campgrounds and kicking back in the privacy of one’s home.) Those demands continue unabated, plus there’s the added interest from bio generating plants, thanks again to “Big Oil.”

Speaking of demand, depending on where you are in the U.S., from Maine to Florida to California (yes, even the “warm” states crave firewood), there’s a market, be it residential or pizza ovens. As the first leaves were falling this year, prices for the coming season were ranging from a low of about $100 a cord for green wood in Maine where firewood is abundant to $270 in Delaware, $230 in Michigan, $315 in Washington state and $325 in California. As you read these prices, remember that the high home-fire season is still a good 60 to 90 days away!

Now, if you figure that an average single worker can process up to three cords of wood a day, more or less by hand, you can still make $300 to upwards of $1,000 a day chopping...
firewood. And, income gets better the more you automate.

If you do invest in equipment, consider that the opportunity for long-term growth is more than established when you take into account growth estimates of 20 percent to 30 percent a year for the next decade or so, based on one home-based business organization’s assessment. A good businessperson, then, would recognize that the firewood business would still grow faster than the economy. That alone would make savvy equipment investments worth it.

Supply decisions

Right now, you’re either already into the firewood business or you’re not. Either way, making the most from your firewood business means taking it seriously – as a business. Do you know what your market is and how long the season is? Will you or do you want to sell to residential consumers, or do you want to go the wholesale route? The first is a slew of one-time purchases with higher margins but laced with a bit of uncertainty. The other is a matter of fewer, larger orders, most likely steadier flow at a lower price.

The next consideration sounds like the simple rules of baseball (“you throw the ball, you hit the ball, you catch the ball”). It is this simple observation and assessment that can help you sell more firewood. Ask yourself and your customers, will it be 14, 16 or 18 inch logs? Sounds simple, bordering on stupid, but if you are in an area, for example, with a lot of apartments and condos, the smaller size will be most popular (and should be priced accordingly). This becomes a very profitable business niche because you’re selling more, smaller logs and at higher prices than you could with old-fashioned cord-based pricing.

How does that work? Let’s figure an average national selling price of $200 a cord. Because condo and apartment dwellers have no place to store cord wood, they buy one or two fires at a time, usually. I recently passed a sign on a rural road between the Berkshires in Massachusetts and the Catskills in New York: “camp” and “fireplace” wood was being sold for $6 a bag – a grocery bag.

To determine what that meant in terms of high-margin selling, an average shopping bag was measured at just under two thirds of a cubic foot. That’s two thirds of a cubic foot of firewood for $6. (Kindling is extra.) If we extrapolate that pricing, we’d be getting almost $1,200 a cord! Now you understand why every convenience store carries it. Profit, they say, is in the bag.

(Let’s go back to kindling. Bagged firewood for a single fire with kindling runs another buck or two. Not only will this help sell the higher-margin firewood, it also bumps up the cubic foot pricing. Again, do the math.)

Regardless of how you price and sell your firewood, your end profit will be a function of cost, of course, so let’s start with the initial cost of your source material. If you cut it yourself, you’ve already been paid to “inventory” your firewood.
But consider other sources as well, especially if demand is high and inventory falls. Try municipalities that will be delighted to be rid of the space-taking waste (and may pay you to take it!). Look to lumber mills for mill ends. They’re clean, easy to burn and someone else has done the heavy lifting – literally. All you have to do is process the wood, and you know you have a source to fill in when inventory runs low.

Right now you should be starting to market your firewood, depending on your latitude. Buying habits show that there’s one group of people who buy firewood early, usually through established relationships they have with their arborist or annual supplier. The next one is a good one to attack right now, because these people buy when the first cold snap hits. (Try checking your weather forecasting and advertise or promote around that.) The last big group buys as each cold snap hits, just to get them through.

Where are the buyers?

Looking for customers? So is every other firewood entrepreneur. Try looking to cross promote in your area. If you plow snow, offer firewood, or work with someone who does plowing. If you do fall cleanups, offer to deliver the wood when you arrive to prune and remove the leaves. Swap referrals. Here’s a great one we ran across: partner up with a chimney sweep, promoting his or her business as you deliver wood and have them promote your service as they clean chimneys.

Getting started

Getting started really doesn’t cost a whole lot – chain saw, splitter and truck. Getting profitable takes thought and equipment.

California-based Bailey’s offers a slew of products starting with the venerable maul. More to the throughput point, though, are products such as the towable (at high speed) Pro-Split line of splitters, which are rated from 22 to 34 tons of force and capable of accepting up to 25-inch pieces, starting under $1,700. And, they have a line of super heavy-duty commercial splitters. The company also carries the
Please circle 43 on Reader Service Card
**Blockbuster Firewood Processor**

with features such as an adjustable four- or six-way splitting head and conveyor (available separately or as a “combo”). There’s even a portable electric splitter, mostly for the home and rental crowd. According to John Conroy, who heads up marketing, Bailey’s also offers support gear such as disk chippers and grapples.

Kevin Covert, marketing manager at Rayco, was most direct in his assessment of the industry. “Tree guys have the wood already from removals, so they may as well turn it into money!” Referring to the company’s LS2526 Log Splitter, he says, “Log Splitters made today make it easier for the tree guy to make money without all the back-breaking labor.”

The LS2526 is a heavy-duty, 25-ton powerhouse capable of splitting up to a 26-inch-long piece of wood. It features a 600-pound log lift, 10-second automatic cycle time, and four- or six-way wedge.

Peter Hincks, sales manager at Timberwolf, says the company is finding a niche with guys harvesting or purchasing logs and demanding a faster way to process firewood. On one end, Timberwolf splitters, he explains, can be had starting with a homeowner version at just under $2,000 up to a commercial 18-horse unit for about $7,500. On the other hand, the company makes a series of processors that are high-throughput machines. A small processor from Timberwolf is fully hydraulic and will accept 12- to 14-foot-long logs up to 18 inches in diameter, punching out up to a cord and a half per hour.

“It’s the next step up from a commercial splitter,” Hincks says. “Processors,” he explains, “are limited by the clamping device holding the logs while cutting, so one needs to purchase or have logs that are of consistent size to get the maximum efficiency from a processor. But, it’s a much faster way to produce 18-inch fireplace logs from standard inputs.” Units start at about $28,000 and can pay for themselves in a season or less. The company’s TW-PRO-MP machine is designed for an operator doing 100 to 150 cords a year, he says. There are units on the market that will produce from as small as 12-inch-diameter logs (imports) and others that handle up to 22- to 24-inch diameter logs (domestic). Timberwolf makes a full lineup of processors, from this unit all the way up to a TW PRO-HDXL, at $51,000, which can produce three to four cords per hour and handle up to 22-inch-diameter, 18- to 20-
THE POWER TO KEEP UP WITH YOU

LEGENDARY QUALITY DESIGNED FOR PRO'S

CLIMB...
JONSERED Top Handle CS 2135T: Weighing less than 8 lbs, but still packing 2.0 DIN HP, this saw was designed exclusively for the professional arborist.

GROUND CUTTING...

HAUL...
JONSERED Iron Horse: A compact solution for moving brush and logs in hard-to-access areas. Easily transport big logs without damaging sensitive turf.

Jonsered
REACH FOR THE RED™

Visit your local independent servicing JONSERED dealer today.

877-693-7729 / usa.jonsered.com

Please circle 39 on Reader Service Card
foot-long logs.

Paul McCann at Supersplitter, Inc. says the Super Split “can split as much and as fast as you can move wood through it.” He says the splitter targets the market between the high-cost wood processor and the low-output hydraulic splitter. His machine uses a pair of flywheels and a pinion gear to drive the high split-force ram and automatically return it to its starting point.

There are several models, including a towable version at only 17 inches tall, that McCann tries to talk buyers out of. While it has a low profile for stable towing, the worktable is lower than the other units – a place where the operator spends most of the time. The J Model at $2,377 has been made for 30 years and is available as an HD model with larger engine and heavier bearings. There’s a special edition, at about $4,000, with a bigger engine still, bigger flywheel and wet clutch; it’s designed for the toughest wood, such as elm, he says.

McCann says five cords a day throughput is probably the top end of the unit for a single operator, and that’s due to the operator’s physical limits. Speed-wise, he says, the company record was processing a cord in 16 minutes and 51 seconds sometime in the 1980s. “Two guys could probably do 10 cords a day,” he says, “taking up to 24-inch diameter wood and all you can lift.”

Multitek offers a broad range of firewood processors all the way up to a 30-inch capacity Model 3040, a true heavyweight engineered for log-yard cleanup. Steigerwaldt says that the company’s highest-production model, the 2040XP2, now features a circular saw option (versus bar-and-chain on the same model) for a 20 percent increase in firewood throughput – up to five and a half cords per hour.

The beauty about the firewood business is that you can start small or large and grow to any size you wish. The market has been around for thousands of years and will likely remain strong long after you’ve amortized your last piece of equipment.
Helping Crews Work SAFER and SMARTER®
For Over 75 Years.

In the real world, one requirement that never changes is finding ways to help your crews work more safely. That’s why Altec tree care equipment is rugged, reliable and designed with integral safety features. Our complete line of aerial devices and wood chippers is highlighted by our newest machine – the Altec LRV80-770. It will help your crews work smarter and more efficiently. This unit combines 75 feet of working height and smooth maneuverability with the lowest cost of equipment ownership in the industry and unmatched financing options. For tree care units that help you work “Safer and Smarter®”, call the company that builds them – Altec.

Altec Safety Technology
Altec ISG-Grip, with Interlock Guard • Altec SENTRY, Program • Standard five-Function HOP
Altec Electronic Side Load Protection • Standard Outrigger Interlocks • Altec Rota-Float®
Altec Opti-View, Control Seat • Altec LMAP • Automatic Boom Stow • Fleet Management

For more information, call 1.800.958.2555 or visit www.altec.com
NEW ROTARY MOTOR SYSTEM!

Model 3400 Track Stump Grinder
The best high-production self-propelled track stump grinder just got better. Now equipped with a more powerful, more dependable, hydrostatic rotary cutter wheel drive: no belts, no jack shafts, and no gear boxes. Available with engine options up to 200-hp.

NEW MODEL!
Model 1680 SharpTooth “SON OF A BEAST”
Ideal for small land clearing operations, municipalities, and tree services looking for an efficient way to dispose of brush, limbs and tree waste on site.
160- to 270-HP ENGINE • 52” x 24” OPENING COMPACT, EASY TO TOW!

OTHER GREAT EQUIPMENT FROM BANDIT

ON DISPLAY!

Model HB20 Sidewinder
The unique center-pivot design makes the Model HB20 Sidewinder one of the most user-friendly hand-harvest stump grinders on the market. Easilly goes where other stumpers can’t.

30” CAPACITY WHOLE TREE CHIPPER
ENGINE OPTIONS UP TO 1000-HP!
Optional self-propelled track undercarriage.
All Bandit hand-fed brush chippers are available as self-propelled track units, from our most compact 6" capacity disc-style chippers to our powerful 19" capacity drum-style chippers.
Because wherever your job takes you, Bandit will be there.

DON'T MISS OUT!
A brand new chipper will be unveiled at the 2007 TCI Expo!

ON DISPLAY!

At this year’s show, Bandit is pulling out all of the stops!
Innovation has long been our tradition. See our latest on display.

In 2007, Bandit introduced an entire line of hand-fed brush chippers, a new, compact Beast horizontal grinder, a powerful new whole tree chipper, a new handle-bar stump grinder, just to name a few.

Visit the TCI Expo in Hartford, CT November 8 - 10, 2007 to see all these machines on display, plus a never-before seen hand-fed chipper and the new Limited Edition 25th Anniversary Brush Chippers.

Model 1590XP
17" Capacity Drum Chipper
This compact chipper with 37" diameter oversized drum delivers dependable service and high performance. Now with a larger 18" x 20.5" opening.
On display at TCI 2007 with self-propelled track undercarriage!

Model 1890XP
NEW! "Brute" package
Bandit's rugged 18" capacity Model 1890XP "Brute" is the ultimate hand-fed chipper, now with 180-horsepower engine on a compact single-axle frame.

Model 255XP
15" Capacity Disc Chipper
New for 2007! If you are looking for a compact disc-style chipper with the ability to efficiently chip large material, the new all Model 255XP is for you.

Call today to learn more!
1-800-952-0178

ON DISPLAY!

HARVEST 201
What happens when you call 911 with a cell phone? Where does the call go? How do they know who and where you are? What happens after you hang up?

Perhaps you have never asked any of these questions. Hopefully you have never needed to make a 911 call on your cell phone, or any phone for that matter. Since our workforce is mobile and will likely stay that way, at least until the trees come to us for care, cell phones are tools used almost daily.

There are some differences between cell phones and landlines when it comes to 911 service. We all tend to assume, incorrectly at times, that if we call 911, the operator will know exactly where we are and what number we are calling from. That issue is being addressed for all landline phones, but it is not complete in every state. Most often, however, when we call 911 from a landline, the operator knows the address that we are calling from and knows our phone number. This was not the case when cell phone users began to call 911.

There are two types of 911 service: Basic and Enhanced. Basic 911 service allows a caller to dial 911 and be connected to the local Public Safety Answering Point (PSAP). The information about the emergency and the location are communicated verbally. Enhanced 911 service allows the PSAP to know the phone number and address of the caller (we are still assuming that we are using a landline now).

Cell phones changed this. At first, the PSAP would not know the telephone number or the location of the caller if the caller had called 911 with a cell phone. Initially, the call may have been routed hundreds of miles away from the location of the caller. Sometimes a person would call 911 from his or her cell phone when they were not in their home state (vacation or working out of town) and their call would be routed to the state police in their home state.

This initial stage of a 911 cell phone call is referred to as Phase 0. There are now three phases; the second and third are required by The Federal Communications Commission (FCC). In Phase 0, you would have to communicate the information to the PSAP and they would route to the PSAP that was closest to the emergency. This increased response time and put people at risk.

Phase I was designed to allow the PSAP to have access to the phone number of the caller and the address of the cell phone tower. The callback number is of vital importance considering how frequently cell phone calls can be dropped. With Phase I, the PSAP could call you back if the call was dropped or if they needed additional information. They still may not know exactly where you are located, however. They would know the approximate location (based on the tower), but it would be hard for them to pinpoint your exact location.

Phase II is designed to allow the PSAP to approximate your location in terms of latitude and longitude as well as obtain your cell phone number. Whether or not the PSAP can pinpoint your location depends on several factors, including the age and style of the phone, the cell phone company, the signal strength, and the 911 system.

Now let's add a twist that wouldn't happen with a landline: What happens when you hang up your cell phone after talking to the 911 operator? Some cell phone carriers lock your phone into a kind of emergency mode. So, now what can you do? Or does it really matter?

Not all carriers lock your cell phone after a 911 call. You will have to check with your cell phone carrier to see if they lock it and how you can unlock it. There are always additional calls that would need to be made after a 911 call, and at least one of them could be a life-saving call.

If the emergency involves an electrical hazard, the utility system owner is going to have to be called to eliminate the hazard. If there is an electrical hazard, you should inform 911 operator but you should also contact the utility system owner yourself. What happens in reality is that the 911 operator would inform the local fire department. The fire department would make the call to the utility AFTER they have arrived on the scene. This could cost valuable minutes – or more.

In this situation, you should always contact 911 first and tell them that there is an electrical hazard present. You should then call the utility company as well. They will not care if they get two calls about the same emergency.

I wanted to test the two cell phones that I carry. I drove to the site of the PSAP for New Hampshire. I called the non-emergency number and spoke to a supervisor, informing them of what I wanted to do. They approved and told the operators to expect a few 911 calls from me. Please remember that misusing 911 is a crime.
So, I nervously called 911 with my personal cell phone. As soon as I hit send, my phone went into “Emergency Mode.” The operator answered and asked me what my emergency was. I said who I was and that I had spoken to the supervisor. I next asked what location information they could get. They said that they had the address and tower number of the cell phone tower that routed my call (Phase I). The closest they could get was somewhere between a busy street and a river (about one half mile).

For Phase II, the operator started narrowing down my location: a few hundred yards off of a certain road, in a U-shaped driveway, she paused and asked, “Are you in our parking lot?” I was. I felt satisfied that they could have located me in an emergency. I thanked the operator and she hung up on me.

My phone was still locked in “Emergency Mode,” however, and I could not make any calls. I turned the phone off and turned it back on. I was then able to make a call. I checked the call log and the

The operator started narrowing down my location – a few hundred yards off of a certain road, in a U-shaped driveway, she paused and asked, “Are you in our parking lot?” I was.

911 call didn’t show up.

My second call was with my work phone. It did not go into a locked emergency mode. The operator was able to tell what city I was in using Phase I and the address of the tower. Phase II was not accurate for my phone. The phone could be used as soon as I hung up and the 911 call did show up in my call log.

Remember that I did this with two different cell phones in one 911 location. Things may be different in your area or with your cell phones. I encourage anyone with a cell phone to contact your phone company to find out how using it for a 911 emergency would work. Specifically I would ask:

- Where are they in terms of the FCC Phases?
- Do they lock the phones out once a 911 call is made, and how do you get the phone working again if they do?

Do not call 911 to see how the system works. This is a crime. If you want to test the system, contact the 911 supervisor at the non-emergency number to ask permission.

More information can be found at the National Emergency Number Association www.nena.org.

You can also contact your state Emergency Services/911 system to find more information.

Tim Walsh, CTSP, is an arboricultural safety and health educator, trainer and consultant.
Letters

Ryan Arguments Need Some Cabling and Bracing?

On the first page of his article “To Cable or Not to Cable – That Is the Question” (TCI, July 2007), Dennis Ryan shows a V-shaped ash tree fork with ingrown bark as a typical example of where rigid steel cable is appropriate. Provided that the backside of the fork looks the same as the front, this image is a good example to clarify some misunderstandings about weak forks.

In the beginning of V-shaped ingrown crotches, the facing cambial layers can create a wedging force between the stems. In later stages the cambium often dies off and the two stems grow separately high up in competition for sunlight, neglecting diameter growth below. During storms these long stems have to resist high bending forces generated by long leverage above.

The second, even more relevant problem with forks like this is that one stem is often dominant. This can be identified by the course of the bark ridge. When dissected, one of the co-dominants often show a significantly smaller cross section and therefore is prone to a higher failure rate than the original thicker leader.

In Ryan’s example, none of these major failure criteria could be seen. This picture shows a typical example of a non-critical V-shaped fork.

Backed by extensive research, many scientists in Ryan’s own field of expertise would agree that rigid cabling is not recommended for this tree. A knowledgeable arborist should recommend a system that allows for the build up of self-strengthening reaction wood during moderate weather.

The argument that cabling systems are an aesthetical problem is also beyond reality. To the contrary, customers are more often frustrated by not seeing their cabling or pruning investment. In addition, if positioned properly in the upper crown, dynamic systems are just as hard to discover as static ones.

From the modern arborist’s point of view, and with the installation of thousands of miles of dynamic cables over the last 15 years of many different brands and in many different countries, it is hard to understand why a few hardliners still orientate backward from modern research, reciting these good-old-boy arguments.

Erk Brudi
Brudi & Partner - TreeConsult,
Gauting, Germany

Good-Old-Boy Arguments - Part 2

Regarding Dennis Ryan’s article, I find it ironic that the building in the background of the picture on the opening page reads, “Men’s Resource Center.” In my humble opinion, that defines this publication and Mr. Ryan’s business to us, the students of arboriculture. So, dear teachers, enough from outdated manuals from the 1930s; let us review the modern stuff. We know how to drill holes in healthy tissue to implant zinc-coated hardware or to crank opposing limbs taut to meet the needs of unforgiving restraint materials. Let us hear about the modern, non-injurious systems that encourage natural defensive growth of living wood tissue.

Surely you’ve studied their supporting research and can enlighten us beyond a personal opinion about not being “aesthetically attractive.” Not aesthetically attractive – am I in the right class?

Tobe Sherrill
SherrillTree
Greensboro, N.C.

Does OSHA Really Care About PPE?

This is in response to the article “Failure to Use PPE Can Bring OSHA Fines” (TCI July 2007). Are persons in the tree business really fearful of OSHA? A positive “NO” to that statement and I shall explain why.

In the community I live in there are almost 60 companies who advertise that they will trim a tree. Then there are the 30 or so who don’t even advertise and go around knocking on doors; 97 percent of these nonprofessionals haven’t the slightest clue what PPE (personal protection equipment) means let alone use it!

I have been in this community for 12 years and never once read or heard of someone being caught by OSHA for not having PPE or for any violation, period. Many times I have stopped and informed persons working on trees what the safety requirements are and that fines can take

(Continued on page 78)
Take your business to the next level.

One program can make your tree care business

✔ MORE professional,
✔ MORE efficient,
✔ MORE profitable.

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

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

TCIA – your partner in business excellence.

www.tcia.org ▲ 1-800-733-2622 ▲ e-mail Bob Rouse at rouse@tcia.org

Please circle 63 on Reader Service Card
Most arborists I know have one serious vice: They’re tree book junkies! I know I am.

I’m a sucker for a good book on any facet of arboriculture. I expect loved ones and friends to buy me tree books for Christmas and birthdays or I’m secretly a little disappointed. That’s my addiction. It’s a monkey-on-my-back, my cross to bear, my dark little secret. I’m even envious of friends with larger libraries. It’s a sickness! I know I need help or counseling maybe. Perhaps some of you reading this article can relate to my problem? My dad, a National Shade Tree Conference, Certified Tree Surgeon (1952), has always been a tree-book collector, too. I guess some things never change.

If you’re a tree book junkie like me, just imagine owning a single, detailed book primarily about the care of trees written in the 1700s! Where would you find such book and wouldn’t it cost a fortune? Then really stretch out your fantasy to include that you were walking across a dirt lot in a rundown neighborhood counting trees for a report you would soon prepare for a developer when there, lying in the dirt, was that very book!

That’s what happened to me on Monday morning, July 28, 2004. In fact, there was a pile of old books (over 300 in all) that had been dumped in a field rather than hauled to landfill (thank goodness for the illegal dumpers). I loaded them in my pickup and hauled them to my garage. Most were religious, many were educational (school texts) and some were nature-oriented. I stacked them away and slowly started investigating my find.

After about a month of having fun reading titles and publication dates, I found it! The leather cover was partially missing and the pages were a little wrinkled by moisture damage. The publication date was 1761. The title did not “grab” me at first: *Mortimer’s Husbandry.* What was husbandry anyway? I had heard of animal husbandry, since several of those classes were offered at a local agricultural college where I received my horticultural degree (Pierce Junior College in Woodland Hills, Calif.).

The title page did not do much for me either: “The Whole Art of Husbandry: Or, the Way of Managing and Improving of Land.” The next turn of a page to the “Table of Contents” really captured my attention and I’ve been focused on each new page ever since.

There were chapters covering transplanting, diseases, pruning, coppicing, felling, stump removal and how to measure trees. “Seasoning timber, preserving timber, grubbing of woods, and raising of fruit trees” were also covered among many more tree-related topics. The most notable feature of the book is its reference to numerous tree maintenance recommendations that we currently practice today. In fact, by the time I had read page two in chapter one, I knew that this book was going to be a spellbinder (for an arborist), but I had no idea that it was going to be cutting-edge education for 2007!

As I started through it, my thought was that this will be interesting and funny learning some of the really old fashioned, out-dated and ridiculous methods of tree care that were being espoused in those days when ignorance reigned, before Dr. Shigo and Tree Protection Ordinances saved the day for us.

Like most nature lovers, and having been raised in the tree business, I have a weakness for trees and a significant portion of the book is dedicated to the care and use of trees.

The inspiration for publishing this article came the very minute I first opened the book and saw the “Table of Contents” with page titles such as; “The Best Soil for Trees,” “Transplanting of Trees,” “Infirmities of Trees,” etc. There is even a chapter on oak trees! As you read through the “Table of Contents,” you realize that this book is a likely forerunner to the famed *Western Garden Book* that is so widely utilized by professionals and homeowners alike in the western states.

The book contained some exciting discoveries that prove that as long as there have been gardens, there have been individuals responsible for their care who
learned by experience how to properly care for plants and trees. Thomas Mortimer, his grandfather and others before them have thankfully recorded their findings in such books. Thomas Jefferson's library contained dozens of books; many (including Mortimer's Husbandry, Vol's. 1 & 2) written long before he was born. These included books on husbandry, gardening, agronomy, agriculture, etc. I'm sure that each one would include at least a few valuable tidbits of information that we could utilize today or that we have been utilizing for many years.

Discoveries of past knowledge in Mortimer's Husbandry

1. Tree Ordinances – I had always assumed that ordinances to protect our trees grew out of the environmental movement of the 1960s and '70s. I was sure that they were a result of our enlightened age and our awareness of the need for good stewardship or tree preservation to save our planet. Apparently the modern environmental activists did not invent tree protection ordinances! Thomas Mortimer noted the following tree cutting regulations in his book:

- King Henry the VIII (1491-1547) ordered in Statute 35 that 12 “great oaks” were to be left on each acre where trees were felled on that site. The same number of elms, ash or beech were to be left for future lumber and could not be felled until they were at least 10 inches “square” at three feet above grade. Some trees were to be protected for seven years, etc.
- “Timber is taken much more care of in other countries than here (England), though we have the best harbours, the best conveniences for trade, and our shipping is our best security; for in Germany and France they are so careful of their timber, that they suffer none to be felled under eighty years growth; and when any one agrees to cut down any timber, they make a contract to leave at every thirty foot distance a good, fair, thriving Oak.”
- “In the dutchy of Luxemburg* no farmer is suffered to cut down a tree, for any use, till he has made it appear that he has planted another: and about Franckfort a young farmer must produce a certificate of his setting so many walnut-trees, before he can have leave to marry.”

2. Root Collars – We now know that it is critically important not to bury root collars¹. Planting trees too deeply, either in the nursery or in the field, is probably the most common and potentially deadly landscaping error. For most woody plants the root collar must be exposed (visible) and be kept as dry as possible. A buried root buttress may become subject to armillaria or other root collar maladies.

My dad taught me about this principle when I was a teenager and I experienced firsthand how critically important this practice is when I was performing disease control work in the 1980s. Of course there were other arborists in the 1960s and ‘70s...
or possibly as early as the ‘50s that had made the same discovery. Thomas Mortimer refers to this important landscape principle and he was borrowing from his grandfather who wrote the original Mortimer’s Husbandry in 1707!

Mortimer wrote:

- When transplanting – “and be sure not to plant any trees deeper than they grow, before they were removed.”
- Common Rules of Planting - “Observe to set your trees deeper in light ground than in strong. But shallowest in clay;”
- “… it being a very great error, in any soil, to plant trees deep, …”
- “… dig away the earth till you come at the roots (“root collar inspection”), and see if they are spoiled with any rottenness (note: this was likely to have been phytophthora or armillaria), which may be occasioned by their being planted too deep.”

3. Transplanting Aspect - In recent years many large trees are boxed and relocated with great success. One tree-transplanting practice that has helped to make this process successful is ensuring that the north side of the tree remains facing north once it is boxed and that the tree continues to remain in that aspect after it has been installed. This important tree-transplanting practice will help reduce the likelihood of sunscald and borer damage that can result in the decline and/or death of the tree.

Mortimer stated:

“If you take up a tree, mind how the roots grow, and dispose of them in the same order where you now place them, spreading of the roots carefully, observing to place the tree to the same aspect that it grew before.” (Handwritten note of an early reader in the margin: “To place the same side of the tree in a similar direction, north or south, as where removed from.”)

4. Do Not Water the Trunks of Trees – Watering the trunks of trees can be deadly. Of course this recent discovery is so new that it hasn’t become established in the industry as of yet! But hopefully, the industry and the public will learn to avoid this practice. By the way, Mortimer warned against it 246 years ago:

“by no means water at the stem, because it washes the mould from the
DEC. 5-6, 2007
Wednesday 9am-5pm • Thursday 9am-5pm
Spence Field - Moultrie, GA • Site of the Sunbelt Expo

LIVE DEMONSTRATIONS OF RECYCLING MACHINERY & FORESTY PROCESSING EQUIPMENT

EXHIBITORS:
- Apollo Equipment • 130
- Barfoot Industries, Inc. • Demo Area 4 & 5
- CM - Continental Biomass Industries • Demo Area 16
- Diamond Z Manufacturing • Demo Area 15
- DuraTech Industries • Demo Area 14
- Enterprise USA, Inc. • Demo Area 123
- Enterprise Europe, Inc. • Demo Area 124
- Fencorp, Inc. • Demo Area 28
- Fritsch Crushing and Screening • Demo Area 16
- General Kinematics • Demo Area 28
- Gibson Enterprises • Demo Area 3
- Komptech USA, Inc. • Demo Area 17
- Morooka, Inc. • Demo Area 6 & 7
- Peterson • Demo Area 12
- Power Screen • Demo Area 8
- Sortaquip, Inc. • Demo Area 10
- T.E. Girman Co., Inc. • 100
- The Trading Company, TTC Inc. • 123
- Vermeer Mfg. Co • Demo Area 1 & 2
- York Portable Machine Tools • 101

SPONSORS:
- RANDY INDUSTRIES, INC. • SHOW BAG SPONSOR
- RANDY INDUSTRIES, INC. • PIG ROAST
- CN - CONTINENTAL BIOMASS INDUSTRIES • PIG ROAST
- DURATECH INDUSTRIES • BANNER SPONSOR
- Fritsch Crushing & Screening • DIVISION OF MACHINERY & CONSTRUCTION • LANYARDS
- GIBSON ENTERPRISES • BOTTLED WATER SPONSOR

FREE* PIG ROAST
Pork B-B-Q with all the Fixen's

Indoor & Outdoor Exhibits Available
Call Matt Stanley or Ken Maring
800-218-5586

Pre-Register $25 • On-Site $30.
www.whenrecyclingexpo.com

Sponsored by Waste Handling Equipment News
PO Box 121, Palatine Bridge, NY 13428 • 518-673-3237

*Free to all Exhibitors & Attendees • Held on Site at the close of the show Wed. Dec. 5th at 5 p.m.
roots, and lets the water come too crude to them, which often endangers their rotting.”

5. Plant the Right Tree in the Right Place – I learned this “new” principle from an enlightened professor who repeated it over and over. In fact, this rule of planting had obviously been discussed and practiced by thoughtful arborists for hundreds of years!

Mortimer’s longer version of, “Plant the right tree in the right place”: … I shall choose rather to refer the reader to his own observation, with only this caution to suit things to the circumstances of the place, the charge of making and maintaining of it, and the quantity of land designed for this purpose.”

6. Don’t Top Trees – Thanks to a Davy Tree Company doctrine from the early ‘40s, Dr. Shigo and others, we now know not to top trees. But, apparently it looks like old Tom Mortimer also figured out that “topping” was not a desirable practice! It appears that he utilizes the word “lopping” for what we call “topping” and discouraged the practice:

➢ “Hollowness is contracted by the ignorant or careless lopping of trees, so as the wet is suffered to fall perpendicularly upon any part of it, especially the head: …

➢ “whereas when lopped they soon decay and perish; …

➢ “… but for those trees which you design for timber, be cautious of cutting off their heads, as I told before, especially those that have great piths, as the ash, walnut, etc., and all soft woods, as the elm, poplar, etc. But if your trees grow too top heavy, you must abate the head to lighten them, which in many trees it is better to do by thinning of some of the boughs…”

7. Pruning – When it comes to pruning trees, consumers should hire a person who is a member of the Tree Care Industry Associations or the International Society of Arboriculture (ISA). It would appear that experience and professionalism have been prized for hundreds of years.

According to Mortimer:

➢ “As to pruning of trees, it is a work that requires a great deal of skill and care, and for which general rules cannot well be given, because of the great variety which is met with in doing of it; …”

8. Painting cuts – Thomas Mortimer wrote, “Never paint wounds or cuts!” Isn’t that amazing?! (Just kidding!). In fact, there are many references to wound treatments throughout the book. A good cavity-filler is described as, “good stiff loam, horse dung, and fine hay mixed.
Rotochopper CP-118 Wood Chip Processor

“Perfect In One Pass”™

Wood chip disposal problems driving you NUTS?
Tired of making ten calls and driving all over town only to pay someone else so you can dump those chips?

STOP!
- Colored mulch is HOT!
- Why not let consumers pay you for every load of chips you generate?

The Rotochopper CP-118 will re-grind and color those chips making perfect colored mulch in one pass.

It’s completely mobile
- Pulls with a pickup
- Loads with a skid steer

Don’t believe it? Call today for a FREE video or onsite demo and we’ll prove it!

608-452-3651

Please circle 54 on Reader Service Card

217 West Street
St. Martin, MN 56376
320-548-3586 P
320-548-3372 F
http://www.rotochopper.com
info@rotochopper.com
together." Tar and goose dung were used for this purpose as well. The paint of choice however seemed to be pig dung mixed with clay. Whoa! I thought my years carrying around a small paint bucket with asphalt based tree seal was a messy process. In that era you could probably gauge how conscientious a tree man was by how bad he stank at the end of the day!

Conclusion

As you can see, some of the most important tree maintenance practices have been known for hundreds of years. The early, world-renowned gardens were installed by master gardeners who were well known and respected in their day, such as: Lancelot “Capability” Brown, an English garden designer and architect, or Augusta (the mother of King George III, who helped establish the Kew Gardens in England). Many of the ancient gardens still exist and have been thriving since they were installed primarily due to the fact that proper maintenance and installation techniques were utilized. These individuals installed plants on the principal of permanence. They did not plan or plant for immediate gratification. They intended to do it right and their reputations depended on the success of their gardens.

Thomas Mortimer even relied on the writings of Virgil, a Roman writer (A.D. 23-79). Virgil wrote his 37-volume, “Natural History,” which has survived. He also referred to Pliny for gardening information. Pliny was the greatest poet of ancient Rome (70-19 B.C.) In 29 B.C. he wrote “Georgics,” four instructive poems about farming. The first deals with crops, the second with vines and olives, the third with cattle and horses, and the fourth with bees.

After having the pleasure of studying Thomas Mortimer’s book, I have come to realize again that some things, particularly in nature, never do change.

Robert W. Wallace is a Registered Consulting Arborist in Simi Valley, California, and would welcome comment from fellow bookworms.

Sources

1 Jim Downer, “Planting Depth - A Common and Serious Cause of Tree Deaths,” Landscape Notes, Vol. XVI: No.2, December 2001
* Dutchy = a region ruled by a duke or a duchess. Luxembourg (founded in 963) is a small country bordered by Germany, Belgium and France. The Ardennese forest extends from Germany into Luxembourg. This is where a portion of the Battle of Bulge was fought in WWII. It is comprised of some of the largest stands of beech and oak forests in Europe.
** Bilboa is a city found in the Calabrian Mountain Range near the northern coast of Spain. There are several pine species here including the cluster pine (Pinus pinaster) and the Calabrian pine (Pinus brutia).
BUILDING A LEGACY

CARLTON WOOD CHIPPERS

Power, Productivity & Performance

Carlton’s line of chippers is designed for the most demanding commercial users. Each chipper features heavy-duty construction like form-welded frames, extra heavy-duty infeed tables, superior Torflex axle strength including heavy ply tires rated to carry the load. These chippers are built for performance with the most infeed pulling power in the industry, high-speed dynamically balanced cutter disks, channeled chip throwers to maximize discharge rate and eliminate plugging. And with 6-, 9-, 12-, and 18-inch chipper models to choose from, JP Carlton has a wood chipper that's just right for your landscape, tree maintenance or land clearing application. Contact JP Carlton today or visit them on the web and find out how their legacy can be yours.

800-243-9335 • www.stumpcutters.com

the CARLTON ADVANTAGE

- Digitally Controlled Reversing Autofeed
- Live Hydraulics
- Twin Lift Cylinders
- Hand Crank Swivel Discharge
- Strongest Feed Systems Available
- Hand Crank Height Adjustable Discharge
- Heavy-Duty Torflex Suspension Systems
- Integrated Single Manifold Hydraulic System
- Dupont Imron Paint

Most Standard Features in the Industry!

Please circle 37 on Reader Service Card
By Gary Lieber

We all know how difficult it has become to find experienced, hard-working employees in the tree care industry. But that doesn’t mean owners should hire any warm body who walks in the door.

There is a growing class of lawsuits, generally known as negligent hiring cases, that can cause real trouble for employers who fail to make sound personnel decisions. Are you at risk when you send that new hire out with your crew to work in a client’s backyard?

Our society is extremely litigious. As a labor and employment law attorney representing management for nearly 30 years, I have seen the growth of lawsuits arising out of the employment relationship. One claim that is part of this growth is the tort of negligent hiring or negligent retention. It is a product of state law and, therefore, will vary from state to state. Generally, a claim of negligent hiring may exist if the plaintiff can show that:

▶ the employee was dangerous;
▶ the employer knew or should have known of the danger created by the employee;
▶ the employer’s negligence in hiring or retaining the employee was the cause of the injury.

As a practical matter, these claims are dependent upon two overriding factors: first, whether the employer being sued owed a duty of care to the injured person, and second, whether the employer knew or should have known of its employee’s propensity to do harm. For example, you could be liable if you are aware of a dangerous situation and with the exercise of reasonable care could have acted to prevent that dangerous condition.

As might be evident, there are grey areas where the duty of care might be found to exist by one court and not by another or where reasonable persons would differ as to whether, with the exercise of reasonable care, the employer should have known of the dangerous or negligent tendencies of the employee in question. To be sure, when made aware of such tendencies, the employer must act to prevent the employee from exposing others to potential injury. Such action may take the form of terminating the employee or changing his or her duties so that third party contact is limited.

One significant precaution that an employer can take is to conduct background checks of applicants. A background check may reveal facts that correctly aid the employer in deciding not to hire an individual or, if still hired, might cause the employer to take reasonable steps to limit his or her contact with third parties or dangerous situations. Some state courts have indicated that an employer has a legal duty to conduct a background check while other states have held that such a duty will not be...
imposed. However, at least as to jobs involving dangerous activities or where contact with fellow employees or the public is routine, background checks are a good idea. The background check may help maintain the relative quality of the workforce and, in the long run, limit the employer’s exposure to possible claims for negligent hiring.

In order to conduct background checks through an intermediary consumer reporting agency, the background check must comply with the federal Fair Credit Reporting Act. The requirements of this Act may seem overkill to most observers, but all aspects must be complied with as part of the background check process. The major requirements are as follows:

The applicant must give his permission in writing to conduct the check.

If the employer relies, in whole or in part, upon the report, and if requested, the rejected applicant must be given a copy of the report and name and address of the consumer reporting agency.

The employer must hold off a final decision until the applicant has an opportunity to contest the information contained in the report.

The background check must be reasonable. Normal subjects of inquiry are a credit check, Social Security number verification, motor vehicle driving record, and records of criminal convictions. You may lawfully deny employment to an applicant who refuses permission to conduct a background check. While employers may, as noted above, limit background checks to certain positions, they must still be careful that their selection does not raise issues of discrimination based on race, sex, age, etc. Thus, at least as to those jobs for which a background check is being conducted, all applicants for those positions should be the subject of the background check.

This is a complicated area where no size fits all. Employers must be cognizant of the types of claims that could be made as a result of an allegation of negligent hiring or retention. Each employer would be wise to obtain legal guidance from an experienced labor and employment lawyer to review its current policies to determine whether the law might mandate a change in policy or practice.

Gary Lieber is a partner based in the Washington, D.C., office of Saul Ewing LLP. He represents TCIA, and offers discounts to members of TCIA. He can be reached at glieber@saul.com. He was assisted in this article by Andrea Stevens, a summer associate in Saul Ewing’s Washington, D.C., office and a third-year law student at William and Mary.
Finding Focus, Averting Accidents

By Tony Tresselt, CTSP

Safety in the tree care industry, while always a concern, has lately moved to the forefront of issues confronting tree care companies. Too often, safety is addressed only when convenient or when time permits. Many safety programs are started only after an injury or accident. All too often, what starts with good intentions as a well-managed safety program falls by the wayside as production pressures increase. Few, if any, results are achieved despite the effort and money put forth.

Effective safety programs justify their cost in a number of ways. What I wish to address is not how to justify the cost of the program, which is easy, but how to help ensure that cost and effort go in the proper direction.

The amount of money spent is not an indicator of an effective program. Nor should any company feel the need for an unlimited safety budget. Safety is no different than any other program initiated to develop good business practices. An effective safety program needs a controlled budget. Companies should custom tailor a safety program to suit the needs and conditions of their workplace. Many models exist, so there is no need to reinvent the wheel.

What I will address are three aims that can help modify existing programs and/or help direct recently established programs. First, we will look at confronting safety problems before they arise. Next, we will look at discovering new hazards in the workplace. Finally, we will explore the benefits of, and techniques for, maintaining existing good practices.

The specific amounts of time or money each company should spend will vary due to need, commitment, company size and the attitudes of employees. Also remember that a safety program is an involved operation requiring commitment from the very top down. This is an underlying theme that will run throughout this article and should permeate your safety program as well. The three aspects covered here are just guidelines meant to be integrated into the whole, not to be made into the base. These three ideas are meant to help a company discover an appropriate focus, direct misspent effort and funds and, ultimately, as any safety program should, to avert accidents before they happen.

An ounce of prevention

As the old saying goes “an ounce of prevention is worth a pound of cure.”

Any program that only reacts to incidents is bound to fail. For every known way there is to incur an injury or damage, there are new, different ways as yet undiscovered. A reactive program may keep an accident or injury from happening twice, but does nothing to protect a worker from a mistake unless it has already been made. Focusing on prevention reduces exposure to injury or damage, which lessens the chance of an accident. That is the goal of a focused safety program.

Exposure is simply defined as a behavior that produces a vulnerability to possible injury or damage. Most times exposure does not lead to an accident. That is where the danger lies. Exposure often has rewards by allowing a task to be completed quicker or requiring less physical and mental effort. An effective program must alter exposure behaviors.

A prime example is a one-handed chain saw cut. By far the leading place for chain saw injury is the back of the left hand. This injury can only happen when an operator exposes him or herself to the injury by operating the saw without the left hand firmly in place on the top handle of the saw. There is usually no injury when a one-handed cut is made with a chain saw. However, an operator can reduce his or her chance of chain saw injury almost by half through simply avoiding the one-handed behavior and thus the exposure.
Hazard ID

The first step in prevention is identifying behaviors that cause exposure. Doing a job hazard analysis as well as a job site hazard analysis often starts this process. Hazard analysis is the breakdown of a site and/or task that looks specifically at where things could go wrong. The people who do the tasks or work on the site are the best people to help with this.

By looking at each task, a list can be made of possible injury or damage. This list can then be used to either alter the task or alert the person performing it to the possible dangers. Hazard analysis can also help to implement proper emergency procedures to reduce the injury or damage through quick and appropriate response. In safety, forewarned is truly forearmed.

Even tasks that have been performed safely for years should be examined in a hazard analysis. Remember, even risky exposure to injury or damage does not always result in negative consequences. Secondly, a thorough hazard analysis should take notice of the good as well as the bad. For example, if you have an employee who has never had an injury, you would do well to find out all his or her good habits and replicate them company-wide. Safety is not and should not become an avenue to highlight negatives. Safety should accentuate the positive and strive to have it duplicated.

Track the results

Like any business program, a good safety program requires maintenance and upkeep in the form of tracking accidents and near accidents.

Most people realize the benefits of accident investigation. A thorough look at any injury or damage is necessary to see if, when and where procedures broke down. Accident investigation may also expose unseen hazards and behaviors. But accident investigation alone can turn a safety program reactive. This can be avoided if, along with accident investigation, a system also investigates and tracks near misses, or almost accidents. A near miss is an accident in every respect of the word, it just did not result in damage or injury.

Looking closely at near accidents reaps the same benefits as accident investigation - with one important advantage. No one gets hurt and nothing gets broken while the lesson is learned. Another important advantage is that a trend for near accidents may indicate a breakdown in a safety program before an incident occurs. A near accident log can help direct training to problem areas.

Training is a tool, not a solution, of course. Misplaced training is as useless as bad training. Simply putting dollars and effort where it may or may not be needed is wasteful and fruitless. Focusing training on specific issues that show a problematic trend limits exposure, efficiently targets costs and produces the safest outcome.

Look for the good

Once a proper hazard analysis is complete and proper procedures and equipment
are in place to limit exposure, look for and reward proper safe behaviors.

Often safety programs are used only to point out the incorrect behaviors and/or procedures, followed by some form of discipline. Certainly, unsafe behaviors should be addressed, however do not forget to look for good behavior and reward it. Punishment alone is unpopular and seen as a burden. If the only repercussions are negative, then your employees are more than likely to view it negatively.

On the other hand, if safe behavior is noticed and rewarded, then a more positive light is cast upon the whole process. To be effective every employee from the top to the bottom must accept the necessity, demands and responsibility of the program. Negative safety programs are hard to sell. Employees should be brought into the process of developing and maintaining yours. A positive program is not only easier to sell and have accepted, it is easier to develop and intrinsically more effective with employee support. No worker wants to list the ways he or she should be punished. Looking at the good, figuring ways to keep the good happening, and rewarding good actions can generate genuine enthusiasm.

Conclusion

Safe work procedures can and should be a reward in and of themselves. But even the best of intentions cannot account for the myriad circumstances, complicated pieces of equipment or other variables involved daily in arboriculture. Good, efficient, well-applied safety programs are necessary to insure that everything possible is being done to prevent as much injury and damage.

Establishing a program, while vital, is only a first step. Focusing in the right things is just as important. Directing tools such as training, specialized equipment, and specific skills at problems before they arise is key. Learning from our own as well as others’ mistakes is necessary and a good way to keep focus, but don’t focus solely on the past.

Finally, encourage employee involvement from top down by making it a necessary and integral part. Effective programs develop from the inside out by the very people who need them the most, the workers.

Like any business practice, safety programs need to be updated, evaluated and controlled. Left unattended, even the best can become unwieldy a to use and maintain. Even worse than having no program is having one that leads workers into a false sense of security through old, improper or misguided practices, policies or training.

Build a good solid program, maintain it and adjust it by developing focus, and it will serve you and your company well now and in the years to come.

Tony Tresselt, operations manager with Arborist Enterprises in Lancaster, Pa., is a Certified Treecare Safety Professional.
Retail $49.95
Member $44.95
#P1230 (English)
#P12305 (Spanish)

To Order: 1-888-ISA-TREE
www.isa-arbor.com

Chapters include
- Tree Health & Sciences
- Safety
- Ropes and Knots
- Climbing
- Pruning
- Rigging
- Removal
- Cabling

Now available in Spanish!
- Written specifically for tree climbers
- More than 200 color illustrations
- Full glossary and index
- Step-by-step knot-tying illustrations
- Workbook section with each chapter to reinforce concepts
- Study guide for Certified Tree Worker exam
Accident Briefs

Taken from published reports.

Bucket operators trimming trees electrocuted

Timothy and Allen Johnson were both electrocuted while using a bucket truck to trim a large tree near power lines August 21, 2007, in Manatee, Florida.

According to the Bradenton Herald, as they worked on the trees at about 2 p.m., contact was somehow made with a Peace River Electric Cooperative power line. Timothy died and Allen Johnson was in stable condition immediately following the accident.

When North River Fire District firefighters arrived, the Johnsons were unconscious in the bucket, still in the air. Firefighters lowered the bucket using controls in the attached truck and pulled the men out. Emergency workers treated the Johnsons, eventually reviving Allen Johnson.

Climber electrocuted trimming trees

A tree care company employee trimming trees for Austin Energy was electrocuted and killed after coming into contact with a power line while trimming trees August 8, 2007, in Austin, Texas.

It happened about 10 a.m. in South Austin, according to CBS 42 television. The victim’s name was not immediately released. The work being performed required the trimming crew to climb trees, an Austin Energy spokesperson said. Because about 60 percent of Austin Energy systems run along the rear of lots in the neighborhood, bucket trucks cannot be used to reach those lines.

Boy injured by struck-by

A Rockford, Illinois, boy was critically injured after part of a 35-foot silver maple tree flew into his face and chest August 23, 2007.

A tree care company was removing a tree when the accident happened. Ian McFadden, 9, was walking home from his aunt’s house when a chunk of flying timber hit him, relatives said. Company employees said that a log from the tree hit the pavement, bounced and flew toward Ian. Three of the company’s certified arborists were on site when the accident happened.

The boy suffered a fractured skull and broken arm, but is now at home recovering.

The boy and his father are suing the tree care company.

The lawsuit states that the company and the city “should have known that using unsafe tree removal procedures would create an unreasonable risk of harm to those lawfully nearby.” It goes on to state that both the city and the company were negligent in that they failed to perform the tree removal properly, failed to warn the boy and failed to secure the tree removal area.

The lawsuit states the boy suffered temporary and permanent injuries to his skull, chest, lungs, arms, legs, shoulders, wrists, knees, hands and throat.

The lawsuit seeks an unspecified amount of money in damages.

Stump machine accident kills man

A 49-year-old Toms River, N.J., man died September 9, 2007, after he apparently got his clothes stuck in a stump grinder machine while it was on.

The incident occurred at about 5 p.m. on a property owned by the victim’s father, according to the Ocean County Observer.
A tree service company was at the property in the backyard doing landscaping work at the time of the incident.

The victim was apparently helping out or supervising the tree service workers, but had his back to the machine when the accident occurred. Police believe the victim accidentally got pulled into the machine when a piece of his clothing got stuck in the grinders. The man was pronounced dead at the scene.

Tree trimmer dies from fall


A homeowner hired the victim to take down a couple of ponderosa pines, according to a KXLY4 Reporter Web site report.

It was a father and son team and the older of the two men was in the process of topping out a pine. He’d asked his son for a larger saw and had hauled the equipment up to his position about 60 feet off the ground. The son turned and walked away from the base of the tree and then heard his father shout out and fall.

Sheriff’s deputies say it appears the man may have unbuckled his safety harness.

“Apparently they use the safety harness when they climb the tree as they trim their way up, but it’s not unusual for tree trimmers to disconnect that for the descent, and the safety harness is unbuckled on the deceased,” a Spokane County Sheriff’s Office spokesman said.

An autopsy will now help investigators determine if the man fell because of a medical problem or simply lost his grip.

Landscaper electrocuted by power line

A landscaper was electrocuted September 18, 2007, while trimming a redwood near a 12,000-volt power line in Woodacre, California.

Carlos Rivera-Olvera, 25, was killed while working 50 feet up a tree at a private residence. Power lines pass within inches of the tree trunk about 50 feet off the ground. Authorities said Rivera-Olvera either touched a wire or one fell on him.

The contact set off sparks that charred Rivera-Olvera and the tree he was lashed to. Rivera-Olvera remained roped to the tree, smoldering, until utility workers could shut off the power and cut him loose.

“The wires were live and smoke was coming out of his body,” said Aaron Lee, who lives in the neighborhood, according to the Marin Independent Journal Web site. “He was hanging upside down.”

Rivera-Olvera worked for a state-licensed contractor who was present when the electrocution occurred. Pacific Gas & Electric Co. crews shut off power in the neighborhood so workers could remove the man’s body from the tree.

Please send your local accident reports to staruk@tcia.org.

206 companies and 365 individuals have enrolled in TCIA’s Safety Certification Program.

Certified Treecare Safety Professional

Workplace SAFETY is closer than you think.

TCIA Members Save 35% on CTSP Program & Workshop fees

TCIA Voice of Tree Care

BCTA - Certified Professional - Safety

Workshop and Exam: NOV 6 & 7, 2007

Hartford Hilton Hotel in conjunction with TCI EXPO in Hartford, CT

Please circle 64 on Reader Service Card
HELP WANTED

General Foreman/Arborist
Job Number: GFA082007
Silver Spring, MD – Licensed arborist needed to manage crews. Some sales and production. Year-round, F/T position with benefits package. Contact Kuhn’s Tree Service, Inc. (301) 741-6870.

Premier Tree Care – Atlanta Area
Located in Gwinnett/Walton counties. Accepting applications for Climbing Foreman & Climbers. Class B CDL needed. ISA cert. a plus. Minimum 5 yrs’ exp. Year-round work. Also rough terrain Brush Hog operators needed for Easement clearing. Fax resume to (770) 267-8711, e-mail premiertreecare@yahoo.com or contact Eddie Sheppard at (770) 267-8733.

Tree Climbers/Sales Reps/Crane + Loader Operator

Production Managers/Climbers/Sales People
Min. 5 yrs’ exp. Climbers must prune w/o spikes. Year-round, salary, pd vacation/health, helo moving. Virginia, near Williamsburg, Busch Gardens, VA Beach. hendrontreecareinc@verizon.net, (757) 595-8733.

Seacoast New Hampshire Tree Company
Looking for a foreman with strong pruning and removal skills, certified, with good work ethic, capable of taking directions w/ at least five years’ experience. Competitive pay and benefits. (603) 431-0101.

Sales and Operations Manager, Boynton Beach, FL
ATL is a 30-year-old tree company with operations in arboriculture, wood recycling, and state general contractor in So. Florida. Great benefits, 401(k), health insurance, bonuses, and friendly environment. Need to be people person with management mindset. Contact us at (561) 965-2198 or e-mail your resume to applications@arbortreeland.com, fax (561) 965-9777.

Ready for a Change?
www.GreenIndustry-Jobs.com

TREESCO Tree Service
San Francisco Bay Area – A successful 17-year-old business has dynamic opportunities for experienced arborists to join us as:
   * Account Managers * Foreperson
Call for info (510) 293-6966, or e-mail jobs@TREECO.com

---

G & A Equipment, Inc. Knoxville, TN

57” W/H Hi-Ranger on 1990 Int’l 4800, 4X4, Diesel, 5 Spd, Stock #: 1490 $21,500

57” W/H Hi-Ranger on 1995 Int’l 4800, 4X4, Diesel, 5 Spd, Stock #: 1500 $21,500

55” W/H Holan Bronco on 1998 Ford F-600, 6 Spd, 10K, Stock #: 1541 $25,000

55” W/H Land Rover on 1997 Int’l 4800, 6 Spd, 10K, Stock #: 1542 $25,000

34” W/H Vernalift on 2000 GMC 3500HD, 10K, Stock #: 1452 $25,000

1997 Ford F-600 w/Personnel Carrier, 6 Spd, 8,5K, Stock #: 1461 $18,900

Visit us on the Web: www.GAEQ.com

800-856-8261

Lowest Prices on the Market

---

Please circle 30 on Reader Service Card

TREE CARE INDUSTRY – OCTOBER 2007
VTMA – Virginia Tree Experts

Rapidly growing municipal and utility vegetative management company based on the East Coast is seeking professional, career-minded individuals for the following positions: District Managers, Safety Manager, HR Manager, General Forman, Crew Leaders, Bucket Operators and Ground Crew. We have immediate openings in: VA, MD, NJ, KT, WW, FL, CT, MS, TX, AL, GA, TN, and the entire east coast. The company provides capable employees the great opportunity for advancement. Benefits available: Top pay + OT, Vacation, Life Ins., Health Ins., Dental, Company Vehicle, moving expense, continuing education and housing programs. Having a CDL license, bi-lingual, computer skills, management degree or horticultural degree a major plus. Training Provided, Experience required. We are a Drug Free Work Place and Equal Opportunity Employer. Letters and Resume to (757) 392-0095 or e-mail rhoover@virginiaturf.com. Call (757) 397-4040 ext. 212.

Established Tree & Landscape Corp in Amherst MA

Seeks qualified experienced climbers, groundsmen, landscapers for year-round full-time work. Good benefits, CDL license preferred. Contact Shumwayandsons.com or call (413) 256-0261.

Bartlett Tree Experts

Continues to grow in the south with immediate openings for experienced Sales Arborist/Representatives, experienced Foremen, IPM Technicians, and tree climbers in the Carolinas, Georgia, East Tenn, & No FL. Benefits include paid vacation, holidays, medical, dental, 401(k), training & continuing education. Applicant must be reliable, customer-service & career oriented. CDL a plus. Fax or e-mail your resume to (770) 414-9762; sjohnston@bartlett.com; www.bartlett.com

Ira Wickes/Arborists

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

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

Tree Climber Specialist & PHC Technician

TCIA accredited - Broad Oak Tree Care has openings for high-end, year-round work in Milford, NH. See complete job posting: www.broadoaktree.com, e-mail: dan@broadoaktree.com or call (603) 673-1513

Bartlett Tree Experts

Continues to grow in the Western U.S. & Canada. Immediate openings for Experienced Foremen, Tree Climbers, IPM Monitors & Arborist Reps in San Francisco Bay area, Phoenix, Tucson and British Columbia, Canada, offices. Paid vacation, holidays, medical, dental, 401(k), training and continuing education. Applicant must be safe, reliable, customer-service & career oriented. CDL & ISA certifications are a plus. Fax or e-mail your resume to (415) 472-8651 or pandreucci@bartlett.com.

Homer Tree Care, Inc.-Chicago Suburb

• Experienced Log Loader (Clam truck) Operator/Driver
As a team member of our tree care crews, your duties include following a daily pre-arranged schedule of projects to load up logs from work sites. This is a full-time position with lots of overtime available. CDL license is required. Newer equipment. Benefit package.

• Aerial Lift Truck Operator
Qualified applicants must have verifiable experience using a 65’ High Ranger Tower to perform Pruning and Removals on a daily basis. All new equipment with year around work. Must have a CDL License with a clean MVR. Full-time positions with overtime & benefit package.

• Tree Climber/Chipper Truck Driver
Ideal applicant must have CDL License with clean MVR. Experience driving a 25-yd Chip Truck with tow-behind chipper. Duties also include working with crew on a daily basis. Full-time position with overtime and benefit package.

• Experienced Tree Climbers
Previous verifiable climbing experience required. Duties to include performing trimming & removals on a daily basis. Full-time positions with overtime, year-round work & benefit package.

• Experienced Plant Health Care Technician
Qualified applicant must have working knowledge of our common insects &diseases. Also must be able to work outdoors in most weather. Must have valid Driver's License & Pesticide License. Full-time position with benefits. Certified Arborist preferred.

If you are interested in branching out to join our company, please e-mail your resume to hr@homertree.com.

Bartlett Tree Experts

Continues to grow in the Western U.S. & Canada. Immediate openings for Experienced Foremen, Tree Climbers, IPM Monitors & Arborist Reps in San Francisco Bay area, Phoenix, Tucson and British Columbia, Canada, offices. Paid vacation, holidays, medical, dental, 401(k), training and continuing education. Applicant must be safe, reliable, customer-service & career oriented. CDL & ISA certifications are a plus. Fax or e-mail your resume to (415) 472-8651 or pandreucci@bartlett.com.

Plant Health Care & Tree Trimming Foreman

Positions Open - St. Louis area

Well-respected, 31-yr.-old tree service has immediate opening for experienced tree trimmers and PHC Techs. Company offers:

• Excellent pay
• vacations
• health & dental insurance
• bonuses
• matching retirement program

Applicants must be motivated & organized. Drug free & have a valid driver's lic. CDL and/or spray lic. would be a plus. Call (636) 394-6597 or e-mail mfs@metropolitanforestry.com.
Foreman/Supervisors/Managers

Lucas Tree Experts, a leader in the tree care industry on the east coast, in South Carolina and in Canada, seeks qualified Utility Foreman, Supervisors and Managers for Utility Line Clearance Operations. College degree or minimum 3 years' related experience. We offer competitive pay and a comprehensive benefits package. Send resume to: Lucas Tree, PO Box 958, Portland, ME 04104. Fax (207) 797-0752, e-mail: employment@lucastree.com visit our Web site: www.lucastree.com.

Columbia, SC

Sixty-year-old tree and landscape company has openings for all tree-related positions. Our company and surrounding area are experiencing rapid economic growth. We need individuals with a genuine passion for tree care, a desire to experience personal growth, and the work ethic to back it all up. Our greatest needs are crew leaders, climbers, PHC Techs. All applicants must possess a valid driver's license, minimum three years' experience, ability to communicate with crew and clients, good work ethic, safe work habits and a desire to achieve greater opportunities. ISA certification and a CDL are a plus. Pay scale and benefits discussed at initial contact. If this reflects you and you need a change for greater appreciation, contact: Chris Freeman, president, Sox & Freeman, Inc., (803) 252-7294, P.O.Box 1287, Columbia, SC 29202 or send your resume by fax (803) 252-4858 or e-mail chris@soxandfreeman.com.

Atlanta GA Arborist

Opportunity for an ISA certified arborist to join a growing tree care and removal company. Join the team and be part of our expanding services. We offer competitive salary, paid vacation, group insurance and retirement benefits. ISA certification and a CDL are a plus. Pay scale and benefits discussed at initial contact. If this reflects you and you need a change for greater appreciation, contact: Chris Freeman, president, Sox & Freeman, Inc., (803) 252-7294, P.O.Box 1287, Columbia, SC 29202 or send your resume by fax (803) 252-4858 or e-mail chris@soxandfreeman.com.

Free Yourself from High Heating Costs.

Please circle 22 on Reader Service Card

Florasearch, Inc.

25 years performing key employee searches for the tree care industry. Retained basis only. Candidate contact welcome, confidential & free. 1740 Lk Markham Rd., Sanford FL 32771, (407) 320-8177, search@florasearch.com www.florasearch.com

Climber Higher with Rainbow Treecare!

Minnesota's premier treecare service is looking for experienced Climbers who are committed to quality and protecting the Urban Forest. If you have 2-3 years' experience climbing/pruning and an education in forestry, contact us today to learn more. Send resume to jobs@rainbowtreecare.com or fax (952) 252-4720 or call Greg at (952) 252-0550.

Please circle 22 on Reader Service Card

Estimator

404-CUT-TREE, an award winning tree service in North Atlanta, GA seeks a sales person/arborist to assist in developing new business. Forward a Word resume & salary requirements to: bob@404cuttree.com; www.404cuttree.com for more info.

Please circle 17 on Reader Service Card
Plant Health & Tree Care Salesperson, IL

Duties will include: estimating & scheduling crews in an established branch office. Certified Arborist & computer literacy is a must. Compensation includes family medical, dental, retirement plan, commission, vehicle & salary of $750/wk. Relocation expenses provided to qualified candidate. Please contact Vince Winkler, Winkler’s Tree Service, (708) 544-1219 or info@winklerstreeservice.com.

For People Who Love Trees - www.arborguard.com

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

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

If you seek personal and professional development, appreciation, recognition and career opportunities, you may have found them. To explore this unique opportunity, contact:

Dennis Tourangeau, Director of Operations, Arborguard, P. O. Box 477, Avondale Estates, GA 30002, or send fax to (404) 294-0090, or e-mail dtourangeau@arborguard.com.

Sales representative/ Arborist

Enjoy success in Big Sky country by joining the only accredited tree service in Montana. Bozeman Tree Service & Christmas Decor Inc. is currently seeking an individual who will help our company grow relationships with new & existing clients. Sales experience I.S.A. Cert. or Horticulture Exp., & knowledge of Rocky Mountain plants important. Wage D.O.E., 401(k) w/profit sharing & paid health insurance. Fax or e-mail resume Shirley@bozemantreeservice.com (406) 586-3352.

Swingle Lawn, Tree and Landscape Care

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

- Sales Representatives
- Trim Field Supervisor
- Certified Arborists with Removal Experience
- PHC Qualified Supervisors
- Other outdoor production positions also available

Swingle offers year-round employment plus top industry wages and benefits including 401(k) with company match. We also provide great opportunities for college graduates and student interns! If you are a results-oriented professional and looking for a career opportunity with a growing company, we want to talk to you! Visit our Web site at www.swingletree.com to submit an online application or send resume and salary history to Dave Vine at: Swingle Lawn, Tree and Landscape Care, 8585 E. Warren Ave., Denver, CO 80231; Phone: 1-888-266-6629, Fax (303) 337-0157; E-mail: dvine@swingletree.com. When it comes to your passion, choose Swingle.

Arborist/Climber w/drivers license.

ValleyCrest Tree Care Services

Provides award-winning arborist services on a wide range of properties throughout the nation. Rather than focusing on isolated management techniques, our certified arborists approach the tree as an entire biological system. We have full-time opportunities available for our following positions:
Account Manager; Operations Manager; Business Developer/Estimator, Crew Leader/Foreman; CDL Driver; Production Specialists; Spray Technicians.

Branches Include: Livermore, Sacramento, Santa Ana, Gardena, Ventura, CA; Phoenix, AZ; Tampa, Sarasota, Venice, Orlando, FL; Atlanta, GA.

For consideration, please e-mail resumes to: treecare-jobs@valleycrest.com or fax to (818) 225-6895.

Bozeman Tree Service & Christmas Décor, Inc.

Now accepting applications for one motivated team player interested in a position working in the great outdoors. We offer very competitive wages, performance bonuses, paid vacations, holidays and health insurance. The position includes plant healthcare, tree pruning and exterior holiday decorating. Call (406) 522-TREE (8733), FAX (406) 586-3352, e-mail Shirley@bozemantreeservice.com

Experienced Climber Needed!

Established Northeast Ohio tree service seeks experienced tree climber willing to work w/ crane & bucket trucks. East of Cleveland area. Top pay. Affordable housing available. Call Angelo (440) 343-7027. Se Habla Espanol.

Exciting Career Opportunities for Service Industry Managers

Come join one of the largest Vegetation Management Companies in the United States. DeAngelo Brothers, Inc., is experiencing tremendous growth throughout the country creating the following openings:
• Division Managers
• Branch Managers
We have immediate openings in:
VA, New England, FL, MO, TX, CO, LA, IL
Responsible for managing day-to-day operations, including the supervision of field personnel. Business/Horticultural degree desired with a minimum of 2 years’ experience working in the green industry. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer an excellent salary, bonus and benefits packages, including 401(k) and company paid medical coverage.

For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: DeAngelo Brothers, Inc., Attention: Carl Faust, 100 North Conahan Drive, Hazleton, PA 18201. Phone: 1-800-360-9333. Fax: (570) 459-5363 or e-mail: cfaust@dbiservices.com. EOE/AAP M-F

Climber/Foreman

Long Island, NY-based co. with year-round work seeking experienced climber/foreman. Boom operator experience a must, CDL preferred. We are dedicated to safety, training & most importantly, customer satisfaction. Top pay based on experience. Relocation assistance for right candidate. Call (631) 474-8084.
Work on Long Island’s “gold coast” on our prestigious North Shore estates.

Join Long Island’s first TCIA certified company. Learn from the owner and have the opportunity to grow the business and your career substantially. Potential salary in the six figures! Wonderland Tree Care has an immediate opening for a Salesperson/Arborist with one to three years’ experience in the arboriculture or horticulture field. This person would prospect and generate sales revenue in a prestigious territory by adding new clients and further developing existing residential clients. Other requirements are: ISA Certified Arborist, possess a clean, valid driver’s license, must be able to identify basic shrubs and trees, proven sales record, energetic, outgoing personality. We are extremely well-positioned in our territory and well respected in the industry. Work in a supportive environment where your opinion counts. A passion for this industry is needed! Starting salary for this position is based on experience. SIGN ON BONUS OFFERED. Wonderland Tree Care offers up to three weeks vacation, sick days, paid holidays, excellent medical benefits and a 401(k) plan. Please email resumes to dlandeck@wonderlandtreecare.com Phone (516) 922-5348 or Fax: (516) 922-2177.

Experienced Crew Lead/Climber needed in Seattle

Seeking career-minded professional motivated to grow with our company. Excellent customer service skills, safe work practices and a dedication to excellence are essential. Minimum 5 years’ climbing & 3 years’ supervising required. CA preferred. The ideal candidate will transition to a sales/management position. Benefits: top industry wages, retirement, medical, vacation, holidays, sick pay and continuing education. Send resume to info@4seasonstree.com.

Production Manager

Moved out in your current position? St. Louis, Mo., residential tree care co. in operation for 31 years is looking for a well-rounded individual with strong leadership qualities and the ability to train 12-15 team members in safety, equipment use, proper technique and efficiency. Must be able to schedule multiple projects and crews, maintain client satisfaction and high quality standards. Climbing experience a must. Salaried position with benefits, vacation, holidays, dental, medical, retirement, bonuses and advancement. Send resume to Metropolitan Forestry Services, Inc., 502 Old State Rd., Ballwin, MO 63021, or e-mail: mfs@metropolitanforestry.com.

Kramer Tree Specialists, West Chicago, IL

Has full-time positions open for Plant Health Care Technicians. Training & continuing education provided, valid driver’s license required, CDL a plus. Company benefits include Health Insurance, Profit Sharing, 401(k) & Production Bonus weekly! Contact Lor@Kramertree.com or phone (630) 562-0160. Fax (630) 562-0871.

Residential Sales Manager

Lucas Tree Experts has been a recognized leader in northern New England for more than 81 years, providing high quality tree and landscape services to utilities, commercial and residential customers. We are expanding to our South Carolina territory of operation and are accepting resumes for individuals with experience and interest in Residential Sales. Services include: Residential Tree Work, Lawncare and Plant Healthcare. Lucas offers a high quality of work life, competitive salary with comprehensive benefit package to include relocation assistance if necessary. Mail resume w/cover letter to Lucas Tree Experts, PO Box 958, Portland, ME 04104, attn: Human Resources, fax (207) 797-0752 or email: employment@lucastree.com

ESBS Tree Services

Well-established, year-round tree care company in Huntsville, AL needs tree climber who is certified or close to certification – will pay for completion of certificate. Must have current driver’s license and be willing to get Class B driver’s license. Good benefits include Blue Cross Insurance, paid vacation and bonuses. Call or fax resume to (256) 534-1880 or e-mail to esbs1880@msn.com.

Live and work at the Beach!

The top tree care firm in beautiful Wilmington, NC, is accepting applications for tree workers, climbers, experienced crew leaders & spray/fertilization techs. Excellent salary & benefits. E-mail resumes admin@blueoxtree.com.
Tamarack Tree Service is expanding its Canadian operations

Looking for qualified Utility Line Clearance personnel for all positions from Grounds People to Operation Managers. Come join our team and experience the great adventures of the great north. Must have a clean record and driver’s license. Journeymen tree trimmers can earn up to $31.82/hr plus overtime. All interested can call Matt Randi at (315) 323-2303 or 1-800-858-0437

Forestry Foreman

The City of Winter Park, FL, is seeking applicants for the position of Forestry Foreman. Winter Park is the recipient of the Tree City USA & Growth Award awarded by the National Arbor Day Foundation. This position requires leadership & job organizational skills in order to supervise & train crews, manage inventory, keep accurate records, operate heavy equipment & work hands-on with crews. High school/GED, 3 yrs’ experience in all phases of tree care & maintenance work required. Supervisory experience preferred. Must be an ISA certified arborist & have, or be able to obtain, a FL CDL Class B license. Salary range: $34,365-$52,904. Full job description & application online at www.cityofwinterpark.org or apply 401 Park Avenue So., Winter Park, FL 32789.
**Brush Bandit 280SP Chipper**

530 hrs 200hp Cummins engine twin disc clutch 2500rpm no leaks/dmg. 18” dia. whole-tree autofeed winch system. hyd. swivel discharge. 2nd set blades twin axle elec brakes EZ lube. (770) 231-4662. New $55,000. Sale $34,500.

**Grand Slam Tree Equipment**


**Tamarack Forestry** is selling bucket trucks surplus.

Aerial Lift of CT Buckets mounted on 1996-1999 Ford, GMC, & Int’l trucks. All trucks are diesel, average miles are 50,000 & booms are in excellent shape, prices from $24,000-$34,000. Call Chad at (315) 323-2198 or 1-800-858-0437.

**Bucket Truck for Sale**


**For Sale**

2-96 Ford 800 diesel w/hyd brakes - 60’ Aerial Lift; 1-96 Ford 700 gas w/hyd brakes - 60’ Aerial Lift; 93 Rayco Stump Cutter w/trailer; 2000 Chevy Truck w/spray unit. (814) 677-5939.

**MISCELLANEOUS**

**Advanced Landscape Plant IPM PHC Short Course**

January 7-11, 2008

For registration information contact:
Debbie Wilhoit,
Department of Entomology, 4112 Plant Sciences Bldg,
University of Maryland, College Park, MD 20742
Tel: (301) 405-3913
e-mail: conferences@raupplab.umd.edu
Web site: http://www.raupplab.umd.edu/conferences/AdvLandscape

**BUSINESSES FOR SALE**

**Established tree business for sale in Beautiful NC Mountains**

Excellent reputation, & member of BBB. Very profitable & growing. $85,000 includes equipment, client list & phone # of business. (828) 684-3595 or e-mail tree_surgeon@juno.com.

For sale –- Tree service in Atlanta, GA

10 years in business, 500K annual in sales. Very good in-town clientele, all new equipment (’03 chip truck, ’01 log truck, ’06 chipper, ’06 Bobcat, trailer, hand tools, etc.). Will sell everything for $275K. Serious inquiries only. Prefer to sell to established local tree service. Call (404) 799-5472.
Fairfield County, CT
Tree service established 10 yrs. Excellent opportunity for skilled climber/arborist. 57-foot HiRanger bucket, diesel chipper, Vermeer stump, all saws, equip & phone numbers. Owner available w/transition. $95,000 (203) 270-3837.

Tree Health care company for sale in Atlanta, GA
2006 sales of $345,000. High-end client base. Focused on tree preservation. Great opportunity in a great market for someone who generally loves trees. $210,000 Call (404) 459-6352.

Tree Service in Pasadena, CA, for sale by certified arborist
Unique company has filled a niche in the upper-end market of tree care, including residential and private-commercial. Owner-operator has never advertised as excellent referrals from customer base are high-end and substantial. Priced to sell well below market and real value for quick transfer so owner can pursue immediate opportunity in research/travel. This is an excellent opportunity that cannot be matched. All equipment necessary to operate is included: bus/personal phones, Web, software, customer db, ref/educ. materials, new top-of-the-line equipment (chip/dump truck, chipper, stump grinder, etc.), and more. This opportunity is ideal for an arborist or tree specialist who is ready to step up to a fully-operational, successful business. Transition assistance may be provided. Est. annual sales $400K; Info/financials available. $255,000. If serious & qualified, contact James Carr jcarr@treepreservation.net, (626) 568-1620.

Would You Like to Close More Sales and Increase Revenue by 30% or More?
Complete job management! Tree Management Systems, Inc. delivers cutting edge software specifically designed to help tree care companies close more sales, create repeat business, reduce cost and monitor crew productivity. Visit our Web site www.ArborGold.com for a FREE in-depth video demo or call 1-800-933-1955 today for more information.

PRODUCTS & SERVICES

ArborSoftWorx is the industry’s leading business management software and hardware that boosts sales with its DataSync Mobile Office feature; provides anytime-anywhere access to critical data; improves staff productivity; provides the highest level of depth and breadth in data capture and sound information for business decisions – all you demand in a management solution. Call today to learn more about the power and flexibility that ArborSoftWorx delivers. 1-800-49-ARBOR. www.ArborSoftWorx.com.

Hardware and software by an arborist for the arborist. For more information about the industry’s best-selling package, call or write Arbor Computer Systems, PO Box 548, Westport, CT 06881-0548. Phone: (203) 226-4335; Web site: www.arborcomput er.com; e-mail:phannan@arborcomputer.com.

TCI classified ads work!
Call 1-800-733-2622
E-mail to sue@tcia.org

Please circle 15 on Reader Service Card

Please circle 72 on Reader Service Card

Please circle 72 on Reader Service Card
While initially daunting in scope, this book on CD is a valuable resource for anyone concerned with tree, shrub and plant identification in the Northeastern U.S. For arborists, 80 native (or escaped) tree species are featured in detailed photographs supported by technical information that significantly aids in plant identification.

Beyond the 80 tree varieties is information regarding another 400 woody stemmed species. It seems as though nothing is missed. There are trees, shrubs, houseplants, ferns, grasses, even vegetables and spices. Anything that grows in the northeast hardiness zones 3-7 has been photographed and cataloged in a very intriguing way. Shown in as many seasonal faces as a camera can capture, each plant is expressed with technical information describing the diagnostic features of twigs, buds, flowers, fruit, leaves, bark, and the overall tree form in most seasons. Rarely is this depth of detail covered in a general botany reference.

The book is very comprehensive and covers many topics and plant families. One of the goals of Botany Everywhere was to make it quicker and easier to identify trees and plants by using a CD format for the book. The necessary learning curve of using the digital format of the book admittedly could be seen as slow and cumbersome, but it takes only a short period of time getting used to the digital format to get comfortable with this document.

The CD book pages were designed to meet the needs of users with a wide range of backgrounds and skills. Species families were presented in a combination of ways to provide a balance between levels of beginner and expert botanists. This was accomplished by listing plant families alphabetically after the historic phylogenetic order, and certainly adds to the usability of the book.

As a reference book this manuscript is incredibly unique. It not only offers a thorough look at hundreds of zone 3-7 trees, shrubs and plants, it also features a downloadable tour of the locations used to photograph the book.

The book's conclusion provides a light-hearted break from the magnitude of information provided in the preceding chapters. The author provides his favorite plant cooking recipes, and shares the secret of cutting with a chef's knife. The book is brought to a close with a recipe for Pan Fry Banana Bread with Dos Equis as an alternate ingredient.

Tchukki Andersen is staff arborist with the Tree Care Industry Association. Botany Everywhere is available for $49, plus shipping, by calling 1-800-733-2622 or go to tcia.org to order online.
UNRIVALLED SELECTION. INTENSE DEMONSTRATIONS. '08s UNVEILED.

TCI EXPO

THE WORLD'S LARGEST TREE CARE INDUSTRY

HARTFORD '07 CONNECTICUT CONVENTION CENTER

INNOVATIVE new gear and equipment at every turn.

140,000 square foot venue, and the most booth space EVER.

See the products everyone's been talking about – right on the show floor.

NEW equipment: trucks, chippers, supplies, grinders, lifts, gadgets, gizmos, gear – BEST deals and maybe you can pick your color!

THIS is where the tree community will be in November.

Don't miss it. Register today.
online www.tcia.org or call 1-800-733-2622

TCI EXPO. The Tree Pro's Edge.
place. The response is usually laughter. No one has ever seen a CSHO (compliance, safety & health officer) around and probably never will. Why? They all know that the government is understaffed and that when they do breeze through a community it is on major through fares at brisk speeds. OSHA seems to have a bad bark but not a strong bite at all. I have called OSHA and suggested they have spotters who could go and somehow represent the government agency, but that never did fly with anyone with proper authority. You can write all the articles you want, but in this area the messages fall on blind eyes and plugged ears!

**Avalon StandsTall**

Certified Arborist
Brevard County, Florida

Peter Gerstenberger, TCLA’s senior advisor for safety, compliance & standards, responds:

Mr. StandsTall’s letter makes some valid points in my opinion, although I respectfully disagree with OSHA having no presence in the tree care community in Florida. In the past year, I have personally worked with three Florida-based companies to help them sort through the investigations and resulting OSHA citations they had received.

I believe his main point – one with which I agree – is that OSHA doesn’t have the resources to adequately police our industry and protect us from ourselves. I commend him for being proactive and trying to counsel other “persons working on trees” about unsafe behaviors. If we wait around for OSHA, some other federal or state agency—or anybody else for that matter—to swoop in and fix everything that is unsafe in this industry, we will be waiting a long time.

A colleague who I greatly respect referred to this as “active caring.” I believe we must all be willing to educate others about what is safe, and be willing to intervene when we see conditions that are unsafe. I applaud Mr. StandsTall’s efforts to inform others about safety. If we all demonstrated active caring, it would be a movement and it would transform this profession.
By Bob Miller

A few months ago, Janet Bornancin, executive director of the TREE Research & Education Endowment Fund (TREE Fund), attended the TCIA Winter Management Conference. One of Janet’s key jobs is to solicit funds to support the TREE Fund’s endowment, which typically budgets more than $250,000 annually to support research projects and scholarships. Several owners of tree care companies at that meeting challenged Janet to tell them how supporting research would contribute to their “bottom line.” Since I chair the TREE Fund’s Research Committee (the committee that selects which projects to fund), Janet asked how she might respond to that kind of question in the future.

Thinking about Janet’s question caused me to think about my own career in education and research. When I taught my first arboriculture class at the University of Wisconsin-Stevens Point way back in 1973, I taught students how to select and apply the appropriate wound dressings, perform flush pruning, clean a cavity all the way into sound wood, shape trunk wounds, and how to drain slime flux.

That was state-of-the-art then. What would you think of a professor who taught students those kinds of things today? What would you think of an arborist or urban forester who did them today?

Obviously we have come a long way since then, but I’ll bet that in 30 years we will look at some of our current practices and wonder how we got it so wrong. The reason I changed what I taught – and we as a profession have changed what we do – is research. Through my own research, I have made some small contributions to the business of caring for trees. However, the vast majority of what I know and taught came from the accumulation of knowledge from many, many researchers over numerous years who received grants and published their findings in research journals, such as Arboriculture and Urban Forestry.

We stand on the shoulders of those who preceded us, and the TREE Fund is making sure that our body of knowledge continues to grow. There is the occasional scientist, such as Dr. Alex Shigo, who finds something so profound it causes a major shift in how we do things. But most research makes small incremental contributions to our knowledge base. It is also important to recall the great resistance Dr. Shigo met from our profession as he made his findings known. Changing work practices, whether for tree health or for personal safety, usually takes much longer than the research project itself.

As for the bottom line in arboriculture, in the long term, the bottom line depends on research. Please support the TREE Fund and make your own personal contribution to our profession’s bottom line.

Bob Miller is editor of “Arboriculture and Urban Forestry” and a TREE Fund trustee.

Pull tests provide valuable information on how various tree species respond to powerful winds and other forces, leading to more appropriate tree selection and improved arborist safety. (photo courtesy of Bartlett Tree Experts)
There’s only one association dedicated to moving your business forward.

Since 1938, TCIA has been working with our members to advance their commercial tree care businesses.

Together, we are transforming the industry. We’re working to increase consumer awareness and appreciation for quality tree care. To improve worker safety overall. To shape legislation and regulation through our voice in Washington. And we’re partnering with industry suppliers to build stronger relationships for member companies. Our shared goal is a bright future for tree care.

Let us prove our commitment to your business' success.

Give TCIA a trial run at this special introductory rate:

**First time member special**

$284 for your first year of membership!

Join today!

Call 1-800-733-2622

or email membership@tcia.org for more information.

Partner with TCIA today, and ensure a
Invest in your future with TCIA.

Discover Business Success
Members enjoy access to business management and arboriculture consultation, members-only publications, marketing to consumers through our online zip code search, and more.
TCIA members also receive deep discounts on employee training programs and materials, including industry-renowned credential programs like Certified Treecare Safety Professional and Accreditation, as well as products like Tree Care Academy and EHAP.
New members receive a Business Success Kit valued at over $500.

Become a Leader in Tree Care Safety!
The CTSP Program:
- Works to reduce work-related fatalities and injuries as well as their associated costs.
- Provides a rewarding career path for key employees.
- Can be utilized as a marketing tool, showing that your company is committed to safer work practices.

The Tree Care Industry’s Highest Credential.
The Accreditation standard is making tree care businesses nationwide more professional, efficient, and profitable. The process helps you improve your business by helping you develop and implement best business practices, first-rate customer satisfaction practices, industry-standard safety training programs and more!
Set your company apart. Get Accredited!

These are just a few of the TCIA programs that are changing the industry...
Learn more: visit www.tcia.org or call 1-800-733-2622 to request a Products & Services Guide.

Until We’re All Safe...
Wristbands, helmet decals and brochures are a daily reminder to your employees and customers that safety is a top priority.
Members pay nothing but shipping; non-members pay only our cost plus shipping. Get your free Until We’re All Safe items by calling us!

bright future for our industry tomorrow.

Please circle 65 on Reader Service Card
The year 2007 has not been a good one for the green industry in Washington. The best chance in a decade for comprehensive immigration reform went down in defeat this spring, and it appears unlikely anything substantive will reappear soon. OSHA has a number of regulatory initiatives before it, including an illegal effort to apply the logging standard to tree care, a request to write a separate standard for our industry, and a rewrite of 1910.269 (the standard that covers line-clearance tree trimming).

In the aftermath of the defeat of comprehensive immigration reform, a crackdown has already begun that targets employers, forcing them to spend precious time and staff resources to verify the documents of new and existing workers. In the meantime, the H-2B program, which provides legal, temporary workers for our industry, hangs in the balance before Congress. No one is sure where all of this will shake out, but one thing seems certain: By next spring, labor shortages in tree care will be much, much worse.

The Voice for Trees political action committee has worked hard to protect the interests of tree care companies in 2007 – and not just on employment issues. In July, the TCIA Board of Directors, VFT-PAC Advisory Committee, and committed volunteer members went door to door on Capitol Hill, meeting with Senators, Representatives and their staff on your behalf. Our second Legislative Day on the Hill, this time in partnership with the Professional Landcare Network (PLANET), helped lay the groundwork for our initiatives in the months ahead.

Now it’s your turn!
The VFT-PAC Advisory Committee voted to approve $22,500 in contributions to seven Representatives and two Senators. The recipients represent eight states, both political parties, and include wide-ranging views on various issues - liberal and conservative. Of primary importance to the tree care industry is their common support for the issues of concern to TCIA members. In addition, these officials have budget writing or regulatory oversight control over the major issues and agencies that affect your businesses every day: taxes, immigration, Department of Labor, Environmental Protection Agency, and the Department of Transportation.

VFT-PAC has developed detailed criteria for deciding which members deserve our support, including that they must be:

- accessible to TCIA staff
- a member of a relevant committee
- a chairman or ranking member of a relevant committee
- helpful on legislation important to the industry
- elected to a leadership position
- sponsor of key legislation
- supportive of a TCIA legislative priority

Here are the members VFT-PAC has decided to support in 2007:

Representatives
Buck McKeon (R-CA) $2,500
Rep. Joe Wilson (R-SC) $2,500

(Continued on page 83)
WMC is a great mix of business and fun

The 2008 Winter Management Conference on the beautiful island of Aruba will feature all the excellent educational programming and festivities guests have come to expect - and a few improvements.

The full conference brochure, featuring speaker/session information and a schedule of events, will be available soon. In the meantime check out the tours and outings planned below. They're part of what make WMC the perfect business/pleasure combination!

### Monday, Feb. 11
- **Private Sunset Cocktail Cruise** - Cap off the first day of WMC 2008 with a relaxing sail along Aruba’s scenic coastline.
- **Sunset Cruise & Fantasy Dinner** - After a private and relaxing sunset sail, you’ll dine and dance al fresco at a casual beach-front restaurant.

### Tuesday, Feb. 12
- **ATV Mania** - Explore the wild side of Aruba on this half-day all terrain vehicle (ATV) tour.

### Wednesday, Feb. 13
- **Passport to Paradise** - Spend a half day at a private island paradise featuring a water park, snorkeling, all-inclusive food and drink, and plenty of relaxation.
- **Voice for Trees Political Action Committee Gala and Auction** - The highlight of every WMC, the Voice for Trees political action committee presents a great way of raising much needed dollars to advance your interests in Washington - our annual auction and gala dinner. Join us for a night of bidding and festivity at La Trattoria el Faro Blanco Restaurant. Cocktails 6:30-7:30 outside on the terrace, followed by the dinner and auction inside from 7:30-10.

### Thursday, Feb. 14
- **Aruba Safari Land Rover Tour** - Tour the island safari-style with a Land Rover tour of the Aruba outback.

The winning team in last year’s Robert Felix Memorial Golf Tournament at WMC in Cancun included, from left, Vermeer’s Chris Nichols, Altec’s Tony Gann, Will Malley of Cedar Lawn Tree Service, and Tom Tolkaicz of Swingle Tree Company.

**Volunteers needed to meet with supporters**

*Continued from page 82*

<table>
<thead>
<tr>
<th>Representative</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rep. Nydia Velazquez</td>
<td>$2,500</td>
</tr>
<tr>
<td>Minority Leader John Boehner</td>
<td>$2,500</td>
</tr>
<tr>
<td>Luis Gutierrez</td>
<td>$2,500</td>
</tr>
<tr>
<td>Rep. Randy Kuhl</td>
<td>$2,500</td>
</tr>
<tr>
<td>Rep. Carol Shea-Porter</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Senator</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sen. Mary Landrieu</td>
<td>$2,500</td>
</tr>
<tr>
<td>Sen. Johnny Isakson</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

The Voice for Trees needs your help to deliver these checks - and deliver the message about the vital role of tree care professionals to the U.S. economy and environment. If you know any of these elected officials or would be willing to deliver a check personally, please contact Mark Garvin at 1-800-733-2622 or via e-mail at garvin@treecareindustry.org.

The tree care industry’s voice is getting louder in Washington. Join the chorus!

**VFT-PAC Advisory Committee**

- Richard Almstead, Almstead Tree & Shrub Care Co., New Rochelle, NY
- Robert A. Bartlett Jr., The F.A. Bartlett Tree Expert Co., Stamford, CT
- Arthur Batson, Lucas Tree Expert Co., Portland, ME
- Kevin Caldwell, Caldwell Tree Care, Roswell, GA
- Randy Finch, Finch Tree Surgery, San Gabriel, CA
- David Fleischner, Trees, Inc., Houston, TX
- Patrick George, Heartwood Tree Service, LLC, Charlotte, NC
- Roger Mellick, Doggett Corporation, Lebanon, NJ
- Lou Nekola, Nelson Tree Service, Strongsville, OH
- Karl Warnke, Davey Tree Expert Company, Kent, OH

[The Voice for Trees needs your help to deliver these checks – and deliver the message about the vital role of tree care professionals to the U.S. economy and environment. If you know any of these elected officials or would be willing to deliver a check personally, please contact Mark Garvin at 1-800-733-2622 or via e-mail at garvin@treecareindustry.org. The tree care industry’s voice is getting louder in Washington. Join the chorus!]

### Monday, Feb. 11
- **Private Sunset Cocktail Cruise** - Cap off the first day of WMC 2008 with a relaxing sail along Aruba’s scenic coastline.
- **Sunset Cruise & Fantasy Dinner** - After a private and relaxing sunset sail, you’ll dine and dance al fresco at a casual beach-front restaurant.

### Tuesday, Feb. 12
- **ATV Mania** - Explore the wild side of Aruba on this half-day all terrain vehicle (ATV) tour.

### Wednesday, Feb. 13
- **Passport to Paradise** - Spend a half day at a private island paradise featuring a water park, snorkeling, all-inclusive food and drink, and plenty of relaxation.
- **Voice for Trees Political Action Committee Gala and Auction** - The highlight of every WMC, the Voice for Trees political action committee presents a great way of raising much needed dollars to advance your interests in Washington – our annual auction and gala dinner. Join us for a night of bidding and festivity at La Trattoria el Faro Blanco Restaurant. Cocktails 6:30-7:30 outside on the terrace, followed by the dinner and auction inside from 7:30-10.

### Thursday, Feb. 14
- **Aruba Safari Land Rover Tour** - Tour the island safari-style with a Land Rover tour of the Aruba outback.

The winning team in last year’s Robert Felix Memorial Golf Tournament at WMC in Cancun included, from left, Vermeer’s Chris Nichols, Altec’s Tony Gann, Will Malley of Cedar Lawn Tree Service, and Tom Tolkaicz of Swingle Tree Company.

**Volunteers needed to meet with supporters**

*Continued from page 82*

<table>
<thead>
<tr>
<th>Representative</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rep. Nydia Velazquez</td>
<td>$2,500</td>
</tr>
<tr>
<td>Minority Leader John Boehner</td>
<td>$2,500</td>
</tr>
<tr>
<td>Luis Gutierrez</td>
<td>$2,500</td>
</tr>
<tr>
<td>Rep. Randy Kuhl</td>
<td>$2,500</td>
</tr>
<tr>
<td>Rep. Carol Shea-Porter</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Senator</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sen. Mary Landrieu</td>
<td>$2,500</td>
</tr>
<tr>
<td>Sen. Johnny Isakson</td>
<td>$2,500</td>
</tr>
</tbody>
</table>

The Voice for Trees needs your help to deliver these checks - and deliver the message about the vital role of tree care professionals to the U.S. economy and environment. If you know any of these elected officials or would be willing to deliver a check personally, please contact Mark Garvin at 1-800-733-2622 or via e-mail at garvin@treecareindustry.org.

The tree care industry’s voice is getting louder in Washington. Join the chorus!

**VFT-PAC Advisory Committee**

- Richard Almstead, Almstead Tree & Shrub Care Co., New Rochelle, NY
- Robert A. Bartlett Jr., The F.A. Bartlett Tree Expert Co., Stamford, CT
- Arthur Batson, Lucas Tree Expert Co., Portland, ME
- Kevin Caldwell, Caldwell Tree Care, Roswell, GA
- Randy Finch, Finch Tree Surgery, San Gabriel, CA
- David Fleischner, Trees, Inc., Houston, TX
- Patrick George, Heartwood Tree Service, LLC, Charlotte, NC
- Roger Mellick, Doggett Corporation, Lebanon, NJ
- Lou Nekola, Nelson Tree Service, Strongsville, OH
- Karl Warnke, Davey Tree Expert Company, Kent, OH
On July 24, a United States Court of Appeals vacated the Federal Motor Carrier Safety Administration’s (FMCSA’s) 11 hour rule as well as the 34-hour reset provision of the 70 hour rule. For the time being, FMCSA has posted the following statement on their website:

“We are analyzing the decision issued today to understand the court’s findings as well as determine the agency’s next steps to prevent driver fatigue, ensure safe and efficient motor carrier operations and save lives. This decision does not go into effect until September 14, unless the court orders otherwise.”

How did the rules change on September 15? That is still being analyzed, but some experts in this area of regulatory compliance feel that we will see a 10-hour driving limit with a mandated 10-hour break, the current 14 hour rule and no more than 70 hours on-duty in any consecutive eight day period with no reset provision.

For over-the-road truckers, this will be a huge setback in that they will not be able to work as many hours, or drive as many miles. It could also dramatically affect trades such as tree care where trucking is incidental to the real work being done.

Most local, non-trucking-type companies never drive 10 hours in one day. However, the elimination of the 70 hour reset provision will hurt everyone. Owners and managers will have to track how many hours their drivers get every day. On any given day, a driver cannot have more than 70 hours on-duty in the past seven days, including the current day. Remember, “on-duty” includes both time on the work site and time behind the wheel.

For example, let’s say that in the busy season a tree crew works Monday through Friday, with a “short day” on Saturday. A driver (who primarily works as a member of the crew but still drives a few hours each day) works 12 hours a day Monday through Friday. He works another 10 hours on Saturday and is off on Sunday.

Under the current rules, this driver may work a normal shift on the following Monday, with no restrictions, as he obtained 34 consecutive hours off-duty from when he stopped work on Saturday afternoon to early Monday morning. This resets his running 70 hour clock to zero.

By contrast, under the rules without a reset provision, this driver will be unable to drive on Monday. Without a reset provision, you must always keep a running total of how many on-duty hours a driver has in the previous 7 days. In this case as of Monday morning, the driver has 70 hours on duty in the previous seven days. He can work, but he has no available hours to drive on Monday.

Under the current rules, most local, non-trucking companies never have to worry about 70 hour violations because their drivers get weekends off and they do not operate 70 hours during the week. That could all change with elimination of the reset provision.
Why will hundreds of Tree Care Industry leaders be in Aruba this February?

WMC2008

February 10-14

Waves of Inspiration

Join us and find out what makes WMC tree care’s foremost business/social conference:

- 4 days of educational sessions designed for business leaders
- Numerous opportunities to build business contacts and friendships to last a lifetime
- Planned recreation and fun activities – bring the family and make WMC your vacation too!

Visit tcia.org and click on WMC to learn more, reserve your room, and view an online photo album from WMC2007

Westin Aruba Resort & Spa

Winter Management Conference 2008
presented by

VOICE OF TREE CARE

TREE CARE INDUSTRY ASSOCIATION
ESTABLISHED 1938

www.tcia.org

Please circle 66 on Reader Service Card
Bandit to Kick Off 25th Anniversary Celebration at TCI EXPO

Time flies when you’re having fun! Bandit Industries, Inc. has been a driving force in the tree care industry for nearly a quarter of a century, and is excited to kick off their year-long 25th Anniversary Celebration at TCI EXPO 2007 in Hartford, Conn., November 8-10.

Starting out in 1983 with a meager 6,000 square-foot manufacturing facility and just one chipper model under the Brush Bandit name, their commitment to developing innovative, quality equipment rapidly propelled them toward their current position as an industry powerhouse - now with an ever-expanding 240,000-square-foot manufacturing facility and more than 40 different models of brush chippers, stump grinders, whole tree chippers and horizontal grinders.

In the year leading up to the 25th Anniversary Celebration, Bandit introduced an entire line of 007XP Brush Chippers to the tree care industry. They also developed a powerful new drum-style brush chipper (Model 255X-P), a monster of a whole tree chipper (Model 3590), a compact horizontal grinder (Model 1680), and an innovative handlebar stump grinder (Model HB20 Sidewinder). All of these units will be on display at TCI EXPO.

In addition to product development and improvements, Bandit also recently completed a 12,000-square-foot expansion project to house their growing sales and marketing force.

Their commitment to quality and improving the prestige of the industry has kept Bandit at the top of the game, and kept their loyal customers coming back for more. Some of the industry’s most respected players have trusted the Bandit name since the very beginning.

Bandit invites the entire tree care industry to celebrate with them in the coming year - not only in celebrating the success of their company, but also the success of the tree care industry as a whole in its progression towards a safer, more efficient and profitable marketplace.

Join Bandit at the 2007 TCI EXPO at booth number 201 to help kick off their 25th Anniversary Celebration!
Ohio expands EAB quarantine

Ohio's Dept. of Agriculuture expanded its emerald ash borer quarantine to include all of Auglaize, Hancock and Huron counties. The move is designed to allow easier debris disposal from infested areas. The quarantine allows the movement of ash materials within the 31-county quarantine.

Elm group donates trees

The Elm Research Institute (ERI) in Keene, N.H., gave away Liberty elms this summer as part of its Liberty Tree Memorial program. ERI donated a 10-foot tree to communities that agreed to plant it in a public place, approved by ERI; protect it with a permanent fence; place a bench next to the tree; install a free plaque provided by ERI at the site; commemorate the tree with a ceremony; and arrange for continuing care of the tree. ERI’s American Liberty elm is a group of six genetically different cultivars. All six are resistant to Dutch elm disease and look like classic, old-fashioned American elms, said program director John Hansel.

Crash and Smashers

By Aubrey Ionashku

Gerald Purviance sighs audibly and shakes his head as he drives by a competitor’s work site. “Just plain butchered ‘em,” he says, mostly to himself.

I glance outside my passenger window as we bounce down the road in his dusty blue work truck.

The site of the crime was a shopping center parking lot. The criminals, a small band of unlicensed contractors, were pushing a huge trash can that they used in place of a dump truck. The rest of their equipment was inadequate and uncared for and left sitting amongst piles of brush. Their chaotic and messy work site was unsafe and illegal.

The victims stood erect in islands of dirt, surrounded by hot asphalt and family mini vans. Once stately trees, now most of their branches and leaves littered the ground beneath them like the scattered pieces of a child’s game of pick-up-sticks. What were left of the trees were blunted angles and a few leafy branches that did not match up in length. They were the pathetic victims of a chain saw operator with no vision or respect for what is living. The crew sat down in the wreckage eating their lunch, oblivious to the damage and heedless of the humiliation nature was nursing in her roots.

Perhaps, you are battling this problem in your own area. You’ve built your business, you’ve gotten your license and you do a quality job. But for every good arborist there are 10 unlicensed contractors charging less and butchering trees.

What is the difference between a “tree guy” and an arborist? An arborist cares for the needs of the tree. An arborist makes safety and legality a high priority. The arborist is up-to-date on the latest technology in tree care for the efficiency of his business and satisfaction of his or her client. For the last 28 years, Gerald Purviance Tree Service Inc., a TCIA-member company, has been demonstrating these differences and making a good name for arborists. For Purviance, the battle between the common “tree guy” and the arborist begins with the bid.

It is August 6, 2007, and a typically hot summer day in the San Joaquin Valley of California. Purviance does several laps around the base of the big, heavy tree staring up the trunk. His practiced eye runs the length of every branch, evaluating what it needs to be healthy. Arborists, like Purviance, do not take the customer alone into consideration, they include the tree. They consider what would be best for the tree long term and try to make it work with what the customer requested.

A week later and we’re on the job site. Purviance spares no cost in making sure his work site is run safely and in accordance with the rules for contractors. The deafening sound of running motors and biting chain saws fills the neighborhood. These machines undergo routine safety checks and repairs. Unlike the common tree guy, arborists such as Purviance make sure that every worker is properly equipped with helmets, gloves, goggles and any other PPE required of the job. To ensure the safety of himself, his workers and his clients’ property, he is always buying the latest tree care equipment and technology.

Aubrey Ionashku is the daughter of Gerald Purviance and a freelance writer in Reedley, California.

TCI will pay $100 for published “From the Field” articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 3 Perimeter Road, Unit 1, Manchester, NH 03101, or staruk@treecareindustry.org.
BACKWOODS OR BACKYARD.
WE’LL BE THERE.

No matter what the terrain or location, Vermeer has a brush chipper and stump grinder to meet your needs. Our equipment includes industry-leading features that help increase productivity and worker safety, and we back it up with a worldwide dealer network. When it comes to tree care, look to an industry leader – Vermeer. Call 1-888-VERMEER or visit Vermeer.com.

WE HOLD RELIABILITY TO A HIGHER STANDARD. YOURS.

VERMEER and the VERMEER LOAD are trademarks of Vermeer Manufacturing Company in the United States and/or other countries. SHERRILL TREE is a trademark of Sherrill Inc. © 2007 Vermeer Manufacturing Company. All Rights Reserved.

Please circle 74 on Reader Service Card