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Outlook

Endings and Beginnings …

It’s the time of year when those of us operating businesses on a calendar year feel the end of a year closing in. It’s accompanied in many parts of the country by the stark visual realization that the trees no longer have any leaves on them and that we’ll be existing through some cold and wintry weather for quite a few months. We’re envious of our tree care friends in places like southern California, Arizona and Florida.

As we feel our bodies slow a bit to the rhythms of a different time of year, our natural inclinations turn to a desire for more carb-laden foods to keep us warm and heavier layers of clothing. The trees have much to tell us about the rhythms of our business lives, too. As one season moves to another, we take time to restock and refuel before the next growth frenzy comes along.

As I think about what TCIA has accomplished this year with you, it makes me tired to look back on it and tremendously proud of this industry for making such enormous leaps this year. We’ve stepped up our Voice on Capitol Hill with the tremendous success of the Voice for Trees Political Action Committee, raising more money than a 25,000 member professional society, who does this as a primary focus. We’ve hosted our first Legislative Conference on the Hill, providing our members with direct opportunities to communicate our issues to those who can control our destiny if we’re not present. We had the largest TCIA EXPO in the organization’s history, meeting the needs of arborists through more tracks of professional education, counseling with tree care company owners who are in the Accreditation process, and having FANTASTIC evening events. We’ve identified critical projects to further safety objectives in 2006 and released a number of new products to directly benefit small company owners. We provided monthly free services to our members and received tremendously positive feedback about the value that TCIA is providing. We’ve developed new relationships with our Associate members that are focusing on partnership and have passed bylaws making them full partners in the leadership of our Association. We’ve participated in state legislative and regulatory issues around the country. We’ve visited individual members and been present at key events throughout the nation. We launched a new user friendly Web site with significantly enhanced functionality. We participated in the National Conference on State Legislatures for the first time. The list goes on and on and on.

While TCIA is closing in on the end of a terrific year in 2005, we are just at the beginning of Transforming the Industry. Hundreds and hundreds of tree care companies are stepping up to the plate to become Accredited. Company by company we are implementing best business practices across the nation. The Better Business Bureau has now acknowledged with us what this industry is accomplishing and is sharing in our education of consumers. Our industry is becoming a force across the nation to lead the green industry. Members are noticing. Other niches of the green industry are noticing. Non-members are noticing and joining. The government is noticing and contacting us.

When we began this work, we knew that it was our job to create the energy behind the need for these changes, and we would know when we were becoming successful when the energy started coming TO us instead of FROM us. It’s happening. We’re ending the time when this industry just rolled along and complained about what needed to happen. YOU’RE taking control now and BEGINNING the time in which you will be able to look back and identify when YOU decided to Transform the Industry.

Congratulations on a terrific year in the tree care industry. I look forward to walking with you in the next year, when the Transformation is going to be even more apparent to more niches within our community. You’ve ended complacency and are beginning to operate from a position of strength.

Aren’t new beginnings sweet?

Cynthia Mills, CAE
Publisher

TCI’s mission is to engage and enlighten readers with the latest industry news and information on regulations, standards, practices, safety, innovations, products and equipment. We strive to serve as the definitive resource for commercial, residential, municipal and utility arborists, as well as for others involved in the care and maintenance of trees. The official publication of the non-profit Tree Care Industry Association, we vow to sustain the same uncompromising standards of excellence as our members in the field, who adhere to the highest professional practices worldwide.
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F.A. Bartlett Tree Expert Company helped move the 2004 U.S. Capitol Tree from the forest to the Capitol lawn.
Please circle 13 on Reader Service Card
Sudden oak death continues to wreak havoc on California’s coastal communities as well as one county in Southwestern Oregon. Concern is growing that it could spread further northward into Oregon and Washington and even become a transcontinental problem in eastern forests via introduction from infected nursery stock. Why it “suddenly” showed up in California and how to tackle it effectively has elicited a range of opinions and prompted an extensive research effort over the past decade from public and private scientists, tree care professionals, foresters and the nursery industry.

Sudden oak death (SOD) is a disease caused by the plant pathogen *Phytophthora ramorum*. This pathogen has caused widespread dieback of tanoak and several oak species (coast live oak, California black oak, Shreve’s oak, and canyon live oak) in California’s central and northern coastal counties over the past 11 years. It also infects the leaves and twigs of ornamental species such as California bay laurel, camellia and rhododendrons. Although these plants do not die from the disease, they aid in the spread of *P. ramorum* by serving as a reservoir for inoculum.

*P. ramorum* thrives in cool, wet climates. In California, it has been found in natural settings in 14 central and northern coastal counties. The 14 regulated California counties are: Humboldt, Mendocino, Lake, Sonoma, Napa, Solano, Marin, Contra Costa, Alameda, San Francisco, San Mateo, Santa Clara, Santa Cruz, and Monterey. The disease is also present in native environments in Oregon’s Curry County and has been detected in European wildlands and nurseries, where it was first discovered in the mid-1990s. In recent years, *P. ramorum* has been detected in exported nursery stock in 21 states and British Columbia.

“There is no evidence at this point that it has moved from infected nursery stock to native plants in those areas,” cautions David Rizzo, assistant plant pathologist with the University of California at Davis. “However, it is obviously very much a concern.”

Depending on the plant species, *P. ramorum* infections may occur on the trunk, branches and leaves. Cankers on the trunks of oak and tanoak are the most damaging and often result in the ultimate death of the tree. Additionally, all diseased trees are...
much more susceptible to other pathogens and pests such as bark beetles once they are weakened. Often, a combination of factors will coalesce to bring down a tree.

Climatic weather patterns seem to have a substantial influence on the onset and severity of SOD, according to Rizzo. “When it first became widely recognizable in about 2000, California had just experienced four to five years of very heavy rainfall,” he says. “This pathogen thrives in water. It was not as severe for the past few years and then ramped up again this year. We saw a lot more problems and new infestations in 2005, and that corresponded with a lot of heavy rainfall in late May and early June. Additionally, it seems that late spring rains are more conducive to the problem than normal winter rainfall patterns.”

There are currently very few chemical treatments that are available to combat SOD. Generally, the most effective option is a combination of Agri-Fos and PentraBark. Agri-Fos is a systemic fungicide, while Pentra-Bark is a surfactant. The combination was approved in October 2003, under a FIFRA Section 24c Special Local Need Label, by the California Department of Pesticide Regulation to treat oaks and tanoaks at high risk of becoming infected with *P. ramorum*. The treatment is only approved for use on oak (coast live oak, Shreve oak, black oak and canyon live oak) and tanoak trees. Copper hydroxide and other phosphorous acid compounds are also being studied as preventative treatments. Privately owned trees are the most likely candidates for treatment, as well as for important trees in public parks.

In the wild, California bay laurel trees are considered the most important vector for spreading sudden oak death. Spores congregate on the leaves of those trees, where they can easily become airborne.

Agri-Fos is a fungicide that has been effective for other *Phytophthora* species. On *P. ramorum*, the treatment is primarily a preventative measure, effective for inhibiting the disease in uninfected or newly infected trees.

For best results, the treatment should begin before or within one to two months of the first signs of an infection. It is not recommended for trees that have had symptoms for six months or longer.

Matteo Garbelotto, an extension specialist and adjunct professor in the Department of Environmental Science, Policy, and Management, Ecosystem Sciences Division at UC Berkeley is credited with developing a way of increasing the effectiveness of the phosphite compound by combining it with an organosilicate carrier, Pentra-Bark, that helps trees absorb the treatment gradually over time. Instead of injecting the compound, Garbelotto sprayed it directly onto the bark of the trees. While this method has been successful on true oaks, it is only effective on tanoaks by injection.

The cost of the chemical and the application is reasonable for high value trees, according to Nate Dodds, president of J.J. Mauget Company. Mauget recently received a label to market Agri-Fos under the name of “ArborFos” – an encapsulated injectable formulation developed specifically for the tree care industry.

“At the retail level, the chemical would cost about $25 for a 20-inch diameter tree,” Dodds says. This doesn’t account for labor and other costs associated with tree injection.

ArborFos also has activity against other *Phytophthora* species as well as other diseases such as anthracnose, apple scab and bacterial blight.

The choice of application method is dependent upon a number of factors. In general, injection treatments require additional equipment in the form of syringe-type injectors that maintain a positive pressure or a backpack mounted hydraulic injector. Injections use significantly less product and are site-specific with no spillage or damage to surrounding vegetation.

Trunk sprays are simple, quick, and do not leave entry wounds in the tree. However, they require significantly more...
product and may damage surrounding vegetation, including moss and lichens.

Regardless of method, applications should be made when the tree is actively transpiring. Treatment during extremes in temperature should be avoided as well as during leaf emergence. Treatments applied during leaf emergence tend to result in accumulations of the active ingredient within the leaves rather than the trunk where it is needed. Arborists should allow three to six weeks for the chemical to take full effect.

**Alternative approach**

Other scientists are somewhat at odds over the “mainstream” philosophy to address the SOD problem. Dr. Lee Klinger, independent scientist and tree specialist in Big Sur, Calif., believes soil acidification is the primary problem.

“The problem isn’t the disease,” he says. “It’s the soil. Over the years, as active fire suppression has become a standard practice, our soils have slowly been depleted of minerals and become acidified. I don’t think there is anything ‘sudden’ about sudden oak death. I think the pathogen has been present for years, but has only recently become a problem due to the declining health of our soils.”

Klinger’s theory is somewhat controversial among his peers, who say there is no scientific evidence that the incidence of SOD is higher in more acidic soils or even that soils have become more acidic over the past 50 to 100 years. However, Klinger claims that his efforts to treat the soil around sick and dying trees has produced tangible results in many cases.

“We are finding dramatic success as trees are coming back to health often in less than a year after treatment,” he asserts. “Thousands of trees have already been saved in Sonoma, Marin, Santa Cruz, and...
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Monterey counties of California using this approach to tree care."

Klinger calls the phenomenon “Sudden Oak Life” – a result of added mineral nutrients, which are taken up by the trees and immediately work to improve growth processes and health. Lime-rich mineral applications help prevent and even reverse the process of acidification that causes loss of mineral nutrients as systems age. Klinger uses a naturally occurring, mined product – Azomite – to reintroduce calcium and other essential minerals to the soil. Azomite, available from Peak Minerals-Azomite Inc. of Branson, Mo., contains potash, calcium and up to 70 trace minerals. Klinger recommends treatments once a year for the first two to three years with subsequent treatments at less frequent intervals as the soil becomes healthier.

Cost per treatment, including application, will run somewhere in the range of $50 to $150 per tree depending on the size.

Minimizing the spread of the disease

The California Oak Mortality Task Force has developed additional management guidelines for professional arborists to help minimize the spread of the disease.

- Clean equipment, boots, tires, etc. that may spread contaminated soil to a new, uninfested site.
- Disinfect tools with Lysol spray, a 70 percent or greater solution of alcohol, or a Clorox solution (1 part Clorox to 9 parts water or Clorox Clean-up). Rinse gear after sanitation.
- Report suspected cases of *P. ramorum* to the local county agricultural commissioner.
- Keep oaks healthy by creating favorable growing conditions and avoiding disturbances to the root zone.
- Avoid unnecessary pruning.
- Prune properly.
- Avoid harmful landscaping and gardening practices.
- Mitigate environmental stress for the general health of oaks.
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Pruning considerations for infected plants and shrubs

Pruning of host plants should be avoided or minimized during an outbreak of SOD, since wounds may serve as entry sites for the disease and attract bark beetles. If possible, pruning should be avoided in winter and spring months when there is increased risk of pathogen spread.

Pruning of *P. ramorum* infected trees or shrubs should be scheduled from June through October when the weather is drier. Even then, excess pruning should be avoided to maintain the health of the tree. Removing more than 20 percent of a mature oak’s foliage can render it more susceptible to disease and destructive pests.

Multi-faceted approach to management

Although there are differing philosophies about why SOD has so dramatically impacted California’s coastal communities and differing points of view on how to manage it, there is also common ground. No one argues that the health of the tree is inconsequential. It is well documented that various environmental extremes and chemical and physical imbalances within the root zone can create stress and increase a tree’s vulnerability to diseases and pests. Drought, unusually wet springs, improper irrigation, drainage problems, nutrient deficiencies, pH imbalances and soil compaction are among factors that create stressful conditions.

“In urban landscape situations we see a lot of examples where improper management practices negatively impact the health of the soil and the root zone,” Rizzo says. “Overwatering is a common mistake, particularly with native oaks. Compaction, concrete sidewalks, competitive plants and other poorly designed additions to the landscape also create a variety of problems that can lead to poor tree health and predispose a tree to infection.”

Maintaining or restoring favorable growing conditions and avoiding unnecessary disturbances are important keys to maintaining long-term tree health in landscape environments. Chemical intervention and selective removal of infected trees are also important tools that can be used to help prevent the spread of SOD. While high value trees are really the only economically justifiable treatment candidates at this point, researchers are continuing to look for broader solutions to the problem.
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Iveco introduces NEF Series diesel engines

Iveco Motors of North America, Inc., a subsidiary of Iveco Motors, has a new series of diesel engines. The NEF Series offers a range of 3-, 4- and 6-cylinder diesel engines that can be specified to meet any application in the industrial, agricultural, marine and power generation industries. NEF engines provide optimal access to every part of the engine, thus reducing maintenance time. With 40 percent fewer components than engines with equal performance, these engines feature extremely low lubrication oil consumption. The NEF series boasts a noise level below 91 dB(A), making them the quietest engines in their respective categories. The combustion process enables the engines to contain minimum hydrocarbon and nitrogen oxide emissions, meeting EPA and CARB regulations. Iveco allows custom configurations to match any power need. The engines are constructed with traditional or structural engine blocks for load-bearing purposes. Design options include two and four valves per cylinder, mechanical and electronic injection systems, coupling flywheel housings for different types of drivelines, oil sump configuration, intake and exhaust manifolds, fan axis position, cooling fans, and oil and fuel filter can be varied position. Contact Iveco Motors of North America at (630) 260-4226 or via www.ivecomotors.com.

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Precision Aerial HyReach Clipper

Following over 12 years of involvement with the Ag industry, Precision Manufacturing of Sedalia, Mo., will now offer its patented Aerial HyReach Clipper to utilities, railroads, tree trimmers and others involved in right-of-way clearing. The HyReach tree clipper can be attached to almost any type of equipment producing hydraulic pressure of at least 2000 PSI. The cutter has been attached to skid steers, tractor loaders, telehandlers, excavators, back hoes and bucket trucks to name a few. The Aerial HyReach Clipper cuts all types of trees and limbs. The maximum cut is between 8 and 11 inches. The device rotates 180 degrees on three axis planes to allow for cutting at all angles, ranging from horizontal ground level cutting to vertical side trimming. The Clipper even reaches around the tree for those difficult to reach limbs. Contact Precision Manufacturing at 1-888-HY-REACH (497-3224), info@precisionmfg.com or www.precisionmfg.com.

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Arbor Computer has two new modules

Arbor Computer Systems has two new modules for its Arbor Office software package. The Estimator can determine job cost before an estimate is given. Arbor Office always had the ability to do sales analysis and job costing after a job was done. Estimator allows salespeople to choose the labor, material and equipment required to perform a job and to target a percentage of profit. Estimates can be based on known costs to determine the price. A completed job can also be entered to compare actual costs and profits versus estimated ones. Arbor Office already allowed synchronization from a laptop to an office computer; now it can be on a pocket PC and even cell phones that support Windows mobile solutions. The original goal was to have several work orders and some customer info available on these units. The end result, Arbor Pocket Office, is a robust database with the capability of managing hundreds of thousands of records with minimal memory requirements. Contact Arbor Computer Systems at (203) 226 4335 or via www.arborcomputer.com.

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TIME Manufacturing has new aerials

TIME Manufacturing Co. has a new VERSALIFT Versa-Arborist Series of carrier-mounted aerial devices. These new 34-foot platform-height machines are small, telescoping/articulating machines that can be easily navigated into narrow entryways. In partnership with S.D. Pitman Inc., TIME has developed three products designed to provide extreme flexibility and ease of use. The Versa-Arborist RT-37 is a rubber-tired carrier-mounted aerial providing 39 feet of working height and 300 lbs of platform capacity. The Track-37 is a track-based carrier-mounted aerial providing 39 feet of working height and 300 pounds of platform capacity. The Track-70 is a track-based carrier-mounted aerial providing 42 feet of working height and 300 pounds of platform capacity. Their 35 inch frame width allows them to navigate into backyards through a standard 36 inch wide gate. This narrow chassis also allows the Versa-Arborist series to reach areas that standard bucket trucks cannot, with up to 42 feet of vertical reach and 28 feet of horizontal reach. Contact TIME Manufacturing at (254) 399-2100 or via www.timemfg.com.

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STUMP GRINDING ATTACHMENTS

Please circle 24 on Reader Service Card
Bartlett names Brewer Southwest District manager

The F.A. Bartlett Tree Expert Company has promoted Patrick Brewer to Southwest District manager. In this role, Brewer will manage the San Antonio, Austin and Dallas, Texas, offices while working to expand the company’s presence across the Southwest.

Brewer joined Bartlett in 1992 and has held a number of roles with increasing responsibility, most recently serving as Local Manager of the company’s office in Austin. He has been recognized at Bartlett on numerous occasions for his advanced knowledge of integrated pest management and plant health care. Additionally, he assisted in the launch of Bartlett’s innovative Root-Rx process, the first patented root maintenance process in all of arboriculture.

“Patrick’s leadership skills and extensive arboricultural experience are exactly what we need to build a stronger presence in this region and best serve the tree care needs of local residences and businesses,” said Greg Daniels, president of Bartlett Tree Experts.

With a bachelor’s degree in Horticulture from Texas A&M University and over 20 years of experience, Brewer is a leader in the company and in his local community. He actively promotes responsible tree care practices through his participation in organizations like the Texas Urban Forestry Council, the Texas Chapter of the International Society of Arboriculture, the Texas Association of Landscape Contractors and the Texas Turfgrass Association. He resides in Austin, Texas with his wife and three children. In his spare time, he enjoys outdoor activities, particularly canoeing, swimming and hiking.

Bayer Environmental Science promotes two

Neil Cleveland has been named director of the U.S. Green Business for Bayer Environmental Science, and Mike Ruizzo has been named national account manager for the Chipco Professional Products group.

Cleveland will assume his new position on April 1, 2006. He replaces Dan Carrothers, who resigned effective Dec. 31, 2005, to take a position outside the company.

Josh Weeks, vice president, Professional Products North America, for Bayer Environmental Science, will assume management of Bayer’s Green Business on an interim basis. Weeks will work closely with Cleveland, who currently holds the position of global portfolio manager of Green Business, based at the global headquarters for Bayer Environmental Science in Lyon, France.

Previously, Cleveland was regional sales manager for the lawn and landscape market and northern regional sales manager, golf, for Bayer Environmental Science. Before that he was area sales manager for Bayer Corp. from 2001 through 2002 and marketing brand manager from 1997 to 2001.

Mike Ruizzo will be responsible for several national accounts in the golf, lawn care and formulator business segments. He joins national account manager Rich Burns in handling specific national accounts for Bayer Environmental Science.

Previously, Ruizzo was business manager for imidacloprid and CNI chemistry at Bayer for almost three years. He has worked with Bayer and its predecessor companies for more than 15 years. Past positions include regional sales manager, research product manager, field development specialist and field sales representative.

Bryan Gooch will assume Ruizzo’s previous position as business manager for imidacloprid and CNI chemistry. Gooch has been insecticide business manager for the past two years. A graduate of Virginia Tech, Gooch has worked for Bayer for seven years.

Iveco partners with Engine Center for distribution

Iveco Motors of North America, a subsidiary of Iveco Motors, a leading world-class diesel engine manufacturer, signed an agreement with Engine Center for the distribution and service of Iveco Motors’ diesel engines and parts throughout Michigan.

Engine Center focuses on sales, service and parts distribution of Iveco Motors’ diesel engines for industrial, agricultural, marine and power generation applications. As a direct distributor of Iveco Motors, Engine Center will offer each family of Iveco Motors’ engines as they enter the North American marketplace. Iveco Motors’ complete line of diesel engines covers outputs from 40 to 2,150 hp and allows for custom configuration to match all
“Engine Center has a solid reputation in the diesel engine industry,” says Vincenzo Perrone, general manager, Iveco Motors of North America. “Their dedication to their customers makes for a model partnership with Iveco Motors of North America.”

Iveco Motors’ engines are the result of over 100 years of engine-making experience and offers the widest availability of customized engine build options. Headquartered in Torino, Italy, Iveco Motors is a leader in power train systems. With production of more than 430,000 engines in 2004, the company has nine plants and three research facilities dedicated to engines, located throughout Italy, France, South America and Asia. To respond to the demands of the North American marketplace, Iveco Motors has operations in Carol Stream, Illinois, to deliver service throughout Canada, Mexico and the United States.

Oregon updates dealer and distributor parts catalog

Oregon Cutting Systems Group of Blount, Inc., of Portland, Ore., has selected ARI’s EMPARTweb™ electronic parts catalogs for use by their dealers, distributors and internal help desk.

ARI will host EMPARTweb and provide an interface to Oregon’s Web site database to provide on-demand updates and access to its parts and service catalogs by authorized Oregon dealers, distributors and internal help desk.

ARI and Oregon are currently working to publish the first catalogs for viewing on EMPARTweb, which will include the their saw chain, guide bars and accessories for chainsaws, mower blades, outdoor equipment parts, trimmer line and heads, and brushcutter blades, chain drive sprockets, saw chain sharpening accessories and outdoor care product lines. The catalog is expected to be available by the end of the year.

Project Evergreen offers free green space handout

Project EverGreen is stepping up its drive to inform consumers about the value of well-maintained green spaces with a new pocket-sized reference guide entitled “Creating a Greener World.”

The guide is designed to help tree care, turf, landscape and lawn care professionals communicate the benefits and important how-to’s of maintaining turf and landscapes.

According to Den Gardner, executive director of Project EverGreen, “This and our ‘It’s More Than a Landscape, It’s a Lifescape’ handout are designed to help consumers discover the substantial environmental, economic and lifestyle benefits associated with proper care of turf, trees and shrubs.”

More than 110,000 copies of the “Lifescape” piece have already been ordered by lawn and landscape professionals, Gardner said. He added, “We anticipate that the ‘Creating a Greener World’ pocket guide, which is designed for use by all industry professionals, will be truly useful in raising awareness about the benefits of green spaces.”

For more information on ordering the handouts, contact Project EverGreen, via www.projectevergreen.com, or (877) 758-4835.
Events & Seminars

**December 4-7, 2005**
2005 ASCA Annual Conference
Palm Springs, CA
Contact: Angela Corio, ASCA (301) 947-0483

**December 5-10, 2005**
Climbing, Precision Felling & Rigging Training Program
Three 2-day modules: All level 1
Irving, TX
Contact: ArborMaster Training (860)-429-5028,
info@arbormaster.com, www.ArborMaster.com

**December 6-8, 2006**
New Jersey Green Industry Expo 2005
Trump Taj Mahal Casino and Resort
Atlantic City, NJ
Contact: www.njturfgrass.org

**December 6-9, 2005**
Three 2-day modules: All level 1
Climbing, Precision Felling & Rigging Training Program
Irving, TX
Contact: ArborMaster Training (860)-429-5028,
info@arbormaster.com, www.ArborMaster.com

**December 7, 2005**
Urban Tree Care Workshop
Lake & Porter County Coop Extension Svcs
Hammond Public Library, Hammond, IN
Contact: Stan Simz (219) 755-3240; or Russell Hodge (219) 406-0431

**December 7, 2005**
ISA Cert. Exam & General Membership Meeting
Frelinghysen Arboretum, Morristown, NJ
Contact: Matt Simons (609) 625-6021;
www.NJArboristsISA.com

**December 8, 2005**
The Changing Face of Landscape Pest Management
MGIA Winter Education
Bingham Center, Bingham Farms, MI
Contact: (248) 646-4992; www.landscapes.org

**December 8-9, 2005**
Autopsy & Dissection Lab with Dr. Alex Shigo
Portsmouth, NH
Contact: Kathy Brickley, Northeast Shade Tree (603) 436-4804; 1-800-841-2498

**December 13, 2005**
Hazard Tree Identification class
New Brunswick, NJ
Rutgers Office of Continuing Professional Education
Contact: www.cookie.rutgers.edu/courses

**December 15, 2005**
Safe Use/Handling of Pesticides/Application Equip.
MGIA Winter Education Program
Bingham Center,
Bingham Farms, MI
Contact: MGIA at (248) 646-4992

**January 26, 2006**
Advanced Landscape Plant IPM PHC Short Course
University of Maryland, College Park, MD
Contact: Debbie Wilhoit, (301) 405-3913;
debra@umd.edu;
www.raupplab.umd.edu/Conferences/AdvLandscape

**January 6-March 17, 2006**
The Basics of Plant Material for Landscape Use
Rutgers Office of Continuing Professional Education
New Brunswick, NJ
Contact: (732) 932-9271;
www.cookie.rutgers.edu

**January 8-10, 2006**
WESTERN 2006 Annual Meeting & Trade Show
Western Nursery & Landscape Association
Overland Park Convention Center,
Overland Park, KS
Contact: 1-816-233-1481; info@wnla.org;
www.wnla.org

**January 9-11, 2006**
2006 GLTE Expo & MFPA Winter Conference
ISA Cert. Arborist, Util. Spec. Tree Wkr, Munil exams
DelVoss Place,
Grand Rapids, MI
Contact: mfpa@acdm.net or call (571) 337-4999

**January 10-12, 2006**
Eastern PA Turf Conference and Trade Show
Valley Forge Convention Center,
King of Prussia, PA
Contact: (814) 238-2402; busofc@paturf.org;
www.paturf.org

**January 11, 2006**
Urban Tree Care Workshop
Lake & Porter County Coop Extension Svcs
Porter County Gov't Center,
Valparaiso, IN
Contact: Stan Simz (219) 755-3240; or Russell Hodge (219) 406-0431

**January 11-13, 2006**
7th Annual CSRA Ornamental Tree & Turf Seminar
Julian Smith Casino,
Augusta, GA
Contact: (706) 854-0926;
www.empiretree.com

**January 19, 2006**
Starting a Model Company Safety Program
Tree Care Industry Association
MGIA Winter Education Program
Bingham Center, Bingham Farms, MI
Contact: MGIA at (248) 646-4992

**January 25, 2006**
Pest Management of Ornamental Landscape Plants
Rutgers Office of Continuing Professional Education
New Brunswick, NJ
Contact: (732) 932-9271;
www.cookie.rutgers.edu

**January 25-27, 2006**
Iowa Nursery & Landscape Assoc. Conv. & Trade Show
Polk County Convention Complex, Des Moines, IA
Contact: (816) 233-1481; info@iowanla.org

**January 26, 2006**
EHAP – Electrical Hazard Awareness Program
TCIA’s recognized training program
MGIA Winter Education Program
Location: TBA
Contact: MGIA (248) 646-4992

**January 26, 2006**
Northeastern PA Turf Conference and Trade Show
The Woodlands Inn & Resort, Wilkes-Barre, PA
Contact: (814) 238-2402; busofc@paturf.org;
www.paturf.org

**January 27, 2006**
Urban Tree Care Workshop
Lake & Porter County Coop Extension Svcs
Lake County Gov’t Center, Crown Point, IN
Contact: Stan Simz (219) 755-3240; or Russell Hodge (219) 406-0431

**January 29-31, 2006**
41st Annual Shade Tree Symposium
Penn-Del Chapter of ISA
Lancaster Host Resort, Lancaster, PA
Contact: E. Wertz (215) 795-0411;
www.penndelsia.org

**January 31-February 2, 2006**
New England Growers
Boston Convention & Exhibition Ctr,
Boston MA
Contact: Mary Simard (508) 653.3009;
www.negrows.org

**February 7, 2006**
Solving Plant Problems in the Landscape
MGIA Winter Education Program
Bingham Center, Bingham Farms, MI
Contact: MGIA at (248) 646-4992

For the most up to date calendar information, visit
www.treecareindustry.org ⇒ news ⇒ industry calendar

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87 INT F1954 6X6: DT466, 260 hp, 10 spd, 2 spd transfer, AWD, 48,400 lb GVW, 11 ton RO 110-45 crane, 55 ft hook ht, 12 ft utility body, bed winch.

94 INT 4800 CREW CAB 4X4: DT466, 250 hp, 10 spd, 2 spd transfer, AWD, 32,000 lb GVW, 10 ft ENCLOSED UTILITY BODY. $29,500.

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February 7-9, 2006
Pennsylvania Landscape & Nursery Conference
Penn State Conference Ctr Hotel, State College, PA
Contact: PLNA 1-800-898-3411; www.PLNA.com

February 11, 2006
LIAA 34th Annual Tree Conference & Trade Show
Long Island Arboricultural Association
Farmingdale State University, Farmingdale, NY
Contact: (516) 454-6550; www liaatrees.org; liaa-trees@aol.com

February 12-16
2006 Winter Management Conference
Tree Care Industry Association
St. Kitts, West Indies
Contact: Deb Cyr 1-800-733-2622, Ext. 106; cyr@treecareindustry.org; or www.tcia.org

February 12-17, 2006
Municipal Forester Institute
Lake Arrowhead, CA
Contact: Society of Municipal Arborists, UrbanForestry@prodigy.net; www.urban-forestry.com

February 14, 2006
Hazard Tree Identification class
Rutgers Office of Continuing Professional Education
New Brunswick, NJ
Contact: www.cookce.rutgers.edu/courses

February 20-23, 2006
60th Annual Conference, Midwestern Chapter ISA
Ramkota Hotel, Bismarck, North Dakota
Contact: Jeff Heintz, (701) 222-6561; jheintz@state.nd.us

February 21-22, 2006
ANSI A-300 Standards: safety, pruning, fertilizing, cabling and bracing, lightning protection, planting, transplanting, construction
Rutgers Office of Continuing Professional Education
New Brunswick, NJ
Contact: (732) 932-9271; www.cookce.rutgers.edu

February 21-23, 2006
2006 ASCA Consulting Academy
Atlanta, GA
Contact: Angela Corio, ASCA (301) 947-0483

February 28, 2006
Woody Ornamental Updates: Review ‘05/Anticipate ‘06
MGIA Winter Education Program
Bingham Center, Bingham Farms, MI
Contact: MGIA at (248) 646-4992

February 28 & March 2, 2006
Arborists: Innovations, Techniques & Solutions
Rutgers Continuing Prof. Ed., New Brunswick, NJ
Contact: (732) 932-9271; www.cookce.rutgers.edu

February 28-March 2, 2006
Western PA Turf Conference and Trade Show
Greater Pittsburgh ExpoMart, Monroeville, PA
Contact: ptcinfo@paturf.org; www.paturf.org

March 7, 2006
38th Annual Professional Plant, Turf & Tree Conference
Nassau Suffolk Landscape Gardeners Assoc-L.I.
Huntington Town House, Huntington, New York
Contact: Patricia Voges (631) 665-2250; NSLGA@optonline.net

March 9, 2006
Urban Tree Care Workshop
Lake & Porter County Coop Extension Svcs
Lowell Public Library,
Lowell, IN
Contact: Stan Simz (219) 755-3240; or Russell Hodge (219) 406-0431

March 14-16, 2006
CARTS-Certified Pesticide Applicator or Registered Technician training
MGIA Winter Education Program
Oakland Community College-Orchard Ridge Campus
Farmington Hills, MI
Contact: MGIA at (248) 646-4992

March 17, 2006
Urban Tree Care Workshop
Chesterton Public Library,
Chesterton, IN
Contact: Stan Simz (219) 755-3240; or Russell Hodge (219) 406-0431

March 30, 2006
Garden State Tree Conference, NJAISA Annual Conf.
Rutgers University,
New Brunswick, NJ
Contact: www.NJArboristsISA.com

April 1-4, 2006
ISA Southern Chapter Annual Conference & Trade Show
The Wyndtree Hotel,
Birmingham, AL
Contact: 1-888-339-8733; dcarter@isasouthern.org

April 4-5, 2006
Spanish CARTS-Certified Pesticide Applicator or Registered Technician training
Rutgers Office of Continuing Professional Education
Bingham Center, Bingham Farms, MI
Contact: MGIA at (248) 646-4992

July 25-27, 2006
PANTS (Penn Atlantic Nursery Trade Show)
Atlantic City Convention Center
Atlantic City, NJ
Contact: PLNA 1-800-898-3411; www.PLNA.com

November 9-11, 2006
TCI EXPO 2006
Tree Care Industry Association
Baltimore, MD
Contact: Deb Cyr 1-800-733-2622, Ext. 106; cyr@treecareindustry.org; or www.tcia.org

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Each year a different state provides the tree that serves as our nation’s Capitol Holiday Tree. After a long journey from forest to city, the tree stands on the west lawn of the United States Capitol to be decorated with over 10,000 lights and 5,000 ornaments and enjoyed by thousands over the holiday season.

To qualify, the tree must be a native species to the state of origin, be at least 65 feet tall, in good health with good color and form. In addition, this tree must come from a National Forest. Last year, The F.A. Bartlett Tree Expert Company had the opportunity to assist the U.S. Forest Service (USFS) with this project. Bartlett’s role would be to apply an anti-desiccant treatment, in addition to carefully rigging and cutting of the Capitol Holiday Tree.

The ultimate goal for the project was to incorporate arboricultural techniques to safely and efficiently rig this tree and minimize any potential damage to the tree.

The Landscape Architect of the Capitol has always been in charge of selecting the Capitol Holiday Tree. In Virginia this year, seven potential candidates were chosen for review. After significant scrutiny of each candidate, an 82-foot red spruce (Picea rubens) with a diameter at breast height of 24 inches was chosen. The location of the tree was in a remote area of the George Washington National Forest called Laurel Fork in Highland County, Va. Initially, the spruce was accessible only by foot and located in an area of soft ground next to a narrow creek. After close inspection of cores taken using an increment borer, the USFS estimated the tree to be 106 years old.

The project began by treating the tree with an anti-desiccant to aid in the retention of needles once the tree was cut. This was
accomplished one week prior to removing the tree. The USFS constructed an unimproved access road. This allowed mobile equipment to get within 40 feet of the tree. The access road constructed was over seeded once the project was completed.

For the anti-desiccant treatment, Bartlett used a forest service slip-on fire suppression unit mounted in the bed of a four-wheel drive pickup truck. This unit generates close to 120 psi at the pump. Since it was impossible to get this unit directly next to the tree, there would be some pressure loss in the hose. The low pressure would not allow for a column of spray to build that would be sufficient to reach the top of this 82-foot tree. As a result, the tree had to be climbed to get thorough coverage of the foliage. The plan was to climb to the top of the spruce and apply the treatment from within the tree.

The climber set a retrievable false crotch in the top of the tree to support the spray hose. An applicator, wearing all the appropriate PPE and safely crotched in the top, began the application from the top and continued to spray as he descended down the tree. Since the needles on a spruce are on the outer one-half to two thirds of the branch, drift or runoff was not an issue for the applicator. The technique allowed for good coverage with very little drift. The USFS covered the creek below to remove any chance of contamination. The tree was sprayed on Oct. 26 - a beautiful day with temperatures in the low 60s and winds less than 5 miles per hour.

There were several challenges for this project. First, removing of an 82-foot spruce without damaging the form or structure was paramount. Second, the logistics involved with extracting an 82-foot tree located in the middle of the forest at an elevation of 3,500 feet was enormous. Third, we needed supreme cooperation from the elements. At 3,500 feet, temperatures can get cold in late October and early November. Temperature alone could affect our ability to apply an anti-desiccant treatment. In addition, fog, rain or even snow is common for this time of year in the Allegheny Mountains. Any of these weather events could seriously jeopardize the success of this project.

Overcoming the challenge

The original plan was to cut the spruce on Nov. 4, but a forecast of inclement weather moved the date up to Nov. 2. The tree crew was expecting a rough terrain or track crane to secure the tree for cutting.
Instead, a brand-new, 40-ton crane was dispatched to the site. The crane had a difficult time maneuvering on the newly constructed yet unimproved access road. With the help of a local logging company’s swamp mats and skidder, it still took the crane several hours to travel the half-mile access road. Without the logging company, the crane never would have made it.

A pre-climb inspection checked for proper root flare and any obvious defects and decay. The requirements for the Capitol Holiday Tree precluded any tree with obvious defects or decay. One of the requirements for the Capitol Holiday Tree was that it needed to be 65 feet tall. Since the spruce was 82 feet, the bottom 17 feet was not needed. Before cutting, all the limbs from the trunk up to 17 feet were removed. This allowed a more open work area for the lighting ceremony at the U.S. Capitol.

On Dec. 9, several Bartlett employees and spouses attended the lighting ceremony at the U.S. Capitol.
The spruce weighed between 5,000 pounds but no less than 8,000 pounds, believed the spruce to weigh 10,000 pounds and Bartlett’s folks the arborists and the USFS on the estimation of safety, but the crane operator only wanted one choker in the top of the spruce. Once the spruce was free from the stump and supported by the crane, the crane’s computer determined that the weight of the spruce was 9,200 pounds Score one for the arborists over the USFS. After removing the lower 17 feet from the spruce, the flying weight was 7,500 pounds.

The rigging required a low impact method for the spruce – no damage to the trunk or branches. The use of a crane was the best plan to minimize impact to the spruce. A climber set the choker in the tree for the crane and then made the fateful cut on the tree. The crane supported the spruce while the cut was made. This was the first time in the history of the Capitol Holiday Tree that an arborist made the felling cut. In the past, loggers were always given this honor.

The loggers on site were expecting a felling cut and questioned Bartlett’s competency, since they made a bypass or step cut. The step cut worked as planned and the crane lifted the tree gracefully from the stump. The USFS had constructed a large brace out of two by fours. This brace resembled a large X and the crane gently lowered the spruce onto the brace. Once the weight of the spruce was on the brace the choker was unhooked from the crane. At that point another choker was attached to the lower one third of the spruce. Then came show time!

The USFS contracted with Columbia Helicopter to fly the spruce out of the forest to the Highland County Fairgrounds. This is a 45-minute ride by car and 12 minutes by air. The helicopter circled overhead, then lowered a cable down to secure the two chokers on the spruce.

There was an interesting debate between the arborists and the USFS on the estimated weight of the spruce. Bartlett’s folks believed the spruce to weigh 10,000 pounds but no less than 8,000 pounds, based on the green log chart and past crane removal experiences. The USFS estimated the weight of the spruce between 5,000 pounds and 6,000 pounds. The crane operator was not confident in estimating. Columbia Helicopter provided the eye and eye slings used to choke the spruce tree. The safe working load of the sling in the choker position was 10,000 pounds. Bartlett recommended setting two chokers in the top of the spruce for the added element of safety, but the crane operator only wanted one choker in the top of the spruce. Once the spruce was free from the stump and supported by the crane, the crane’s computer determined that the weight of the spruce was 9,200 pounds Score one for the arborists over the USFS. After removing the lower 17 feet from the spruce, the flying weight was 7,500 pounds.

The rest of the story

As the helicopter flew away with the spruce, the spruce looked diminutive against the backdrop of the sky. After the spruce was flown to the fairgrounds it was bound and loaded on an extendable tractor-trailer and then covered with shrink-wrap. The “peoples tree” made a tour of Virginia before it arrived at the Capitol in Washington on Nov. 29.

The “peoples tree” made a tour of Virginia before it arrived at the Capitol in Washington on Nov. 29. Using an RT (rough terrain) crane, the Capitol tree crew off-loaded the tree and placed it in a pre-dug hole. The hole is filled with concrete and guy cables are used to secure the erected tree. The 5,000 ornaments were made by school children from Virginia. On Dec. 9, several Bartlett employees and spouses attended the lighting ceremony and the reception that followed. Although it rained very hard during the lighting ceremony, this did not dampen their pride or holiday spirit. As they stood under umbrellas, listening to the U.S. Air Force Band and watching the official lighting of the tree, it made them proud to be both Americans and arborists.

The Excellence in Arboriculture Awards

The Excellence in Arboriculture Awards are presented by TCIA in partnership with The Hartford. TCIA member companies, large and small, can enter the best examples of their work to be judged by an industry-leading panel of experts. The Excellence program is a time-honored, peer-review process to recognize and promote the best tree care projects in the industry. The entry requirements are simple and flexible and there are many categories in which work will be judged. If you think you can’t compete with larger firms for Excellence Awards, think again! Most past recipients are mid- and small-sized firms. Entries are not judged against all other entries, but against standards of quality tree care. Expert judges determine whether or not the entry meets the criteria established for recognition, not whether it is the best in its category.
New Industry Standard Will Help Trees Survive after Transplanting

Tree death soon after planting or transplanting is a serious problem for consumers. Recent reports from the University of Ulster and the University of Washington have found failure rates for tree plantings are typically 25 to 50 percent.

One of the main reasons for these high failure rates is that, in some cases, less than 5 percent of the actual root system may be moved with a tree. This results in severe water stress since the root system is too small to supply water to the tree crown.

According to Bruce Hagen, Urban Forester for the California Department of Forestry and Fire Protection, “Most tree planting failures are attributable to inadequate root ball size, poor follow up treatment, inappropriate timing, haste, and moving trees that are unhealthy, diseased or structurally unsound.”

Until recently, there has been no industry standard of practice to help landscape and tree care companies follow proper practices. As a result, consumers had no way of knowing what went wrong or who to blame when their newly planted tree died.

In some cases, major tree planting projects failed, resulting in multi-million dollar loses for communities trying to plant trees and large commercial companies trying to beautify their grounds.

To address these issues, the Tree Care Industry Association developed the first approved American National Standard for transplanting of trees, called ANSI A300 Part 6 Transplanting. The transplanting standard includes sections on preparing the tree, digging the hole, planting, and follow-up care. The standard is also an industry guide for work specification writing.

“The success of transplanting (relocating) large trees is dependent on many factors, e.g. size, species, age, health, soil conditions, timing, size of root ball and pre- and post-treatment. A300 Transplanting standards help ensure that critical procedures and treatments are applied,” adds Hagen.

“The great thing for consumers is that they don’t have to wade through pages of legal text to get benefits provided by the standards. Consumers only need to make sure work proposals or contracts state that planting and transplanting will be done according to ANSI A300 standards and that the proposal provides specifications,” states Bob Rouse, the secretary of ANSI A300 standards for the Tree Care Industry Association. Rouse goes on to note that, “most arbitration programs and small claims courts recognize ANSI standards as the final authority in disputes, so the standards also provide consumer protection.”

Peter Becker, vice president of Bartlett Tree Experts, notes that “consumers should seek out companies that use and practice A300 standards in their work.”

This sentiment is echoed in the Council of Better Business Bureau’s tree care tips brochure, which advises consumer to “Ask how the job will be done and if they will perform the work according to ANSI A300 standards.”

For more information about ANSI A300 standards for tree care maintenance, or to order ANSI A300 standards online, go to www.tcia.org.
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How well does the Commercial Driver’s License process work in your state? If you feel that the program should be scheduled for some maintenance, now is the time to speak up.

The Federal Motor Carrier Safety Administration announced its intention to collect information concerning the Commercial Driver’s License (CDL) policies and practices among the 50 states and the District of Columbia (referred to as the 51 jurisdictions). This information is needed to identify where problems exist within the CDL Program and how to address those problems through new or revised safety initiatives.

Here are the rules for commenting: Comments must be submitted on or before December 27, 2005. All comments should reference Docket No. FMCSA-2005-22650. You may mail or hand deliver comments to the U.S. Department of Transportation, Dockets Management Facility, Room PL-401, 400 Seventh Street, SW., Washington, DC 20590; fax comments to 202/493-2251; or submit electronically at http://dms.dot.gov.

In 1986, the Commercial Motor Vehicle Safety Act (CMVSA) (Public Law 99-570, Title XII, 100 Stat. 3207-170 (October 27, 1986)) was passed in an effort to improve highway safety as it related to commercial motor vehicle drivers. The CDL program was created as a result of that Act. The Motor Carrier Safety Improvement Act (MCSIA) of 1999 (Public Law 106-159,113 Stat. 1748 (December 9, 1999)) further strengthened the CDL Program through more vehicle and driver inspections and carrier compliance reviews, stronger enforcement, expedited completion of rules, and effective CDL testing, record keeping, and sanctions. The goal of both the CMVSA and MCSIA was to improve highway safety by ensuring that drivers of commercial vehicles were qualified to operate those vehicles and to remove unsafe and unqualified drivers from the highways.

Within the U.S. Department of Transportation (DOT), FMCSA conducts Compliance Reviews of the 50 states and the District of Columbia to ensure that the States are complying with the Federal Motor Carrier Safety Regulations (FMCSR). Additional objectives of the state reviews include identifying technical, operational, and administrative deficiencies in state CDL programs; establishing a mechanism for identifying and correcting serious program deficiencies; and identifying opportunities for CDL fraud.

Based on the last compliance review that FMCSA conducted it appeared that each state was non-compliant to some degree at the time the review was conducted. There is anecdotal evidence that the fault may lie with the various processes within the states, or a failure by FMCSA to provide adequate guidance, or even with the federal regulations, but there has been no systematic effort to determine the cause of state non-compliance with the CDL requirements. For FMCSA to find a solution which brings the states into compliance with the CDL federal regulations and increases commercial-vehicle safety, FMCSA must obtain input from the States.

The primary means for obtaining information from state officials will be via a password-protected Web site. Public comments are invited as well. Your company can relate its experience, pro or con, with regard to employees obtaining and maintaining their CDLs in your state. You are asked to comment on any aspect of this information collection, including: the accuracy of the estimated burden, ways for the FMCSA to enhance the quality, usefulness, and clarity of the collected information and ways that the burden could be minimized without reducing the quality of the collected information.

Peter Gerstenberger is senior advisor for Safety, Compliance & Standards for the Tree Care Industry Association.
Why You Should Attend Winter Management Conference in St. Kitts

By Michael Roche

Recently, I was arguing with a competitor. I tried to point out that the only way we will change our industry from a service to a profession … afford better and safer equipment … have the time for viable safety meetings … pay membership dues in professional organizations … save enough money to attend conferences … pay our employees more … provide the benefits professionals expect … and earn enough ourselves to make owning a business worthwhile is to not only act like professionals but charge our mostly wealthy clientele as professionals so we can afford those things.

My competitor, who is not a TCIA or ISA member, contends our area just doesn’t allow a tree service to charge anything near what is charged in other markets around the country. Since our area is filled with expensive second homes, I eventually said to myself, “This guy just doesn’t get it. No matter what I say, he will never get it.”

People like my competitor are among the reasons you should go to the Tree Care Industry Association’s Winter Management Conference (WMC). No matter where you are in the country there will always be guys who pay their help less, give them worn-out equipment, have no safety program, are not members in any professional organization, and charge whatever is necessary just to get a job – all in the distorted belief that cutting corners and prices are what it takes to grow a business. I have talked to tree company owners all over the United States and I hear the same stories everywhere. These people will always exist, and they will always exert a negative impact on our industry.

Instead of lowering our standards to compete at the bottom, one of the best ways we can grow a business is to network with people who understand there is a difference between an occupation and a profession. Spend some time with owners who know that the right employees, treated as professionals, will perform professionally. We can charge enough to pay ourselves and our help well. We have the right to own a good truck, a home, and have enough money to afford a few nice things in life – for ourselves and our employees. We should be running our businesses as professionals, not as tree cutters. It all comes down to having the right attitude combined with the knowledge to make it happen. In my opinion, the people with the right attitude are at WMC.

One of those people I met was Andy Ross of RTEC Treecare in Falls Church, Va. He is a successful arborist and the kind of person you meet at WMC. We talked a lot about running a tree service. One interesting thing he does is a complete employee profile screening before he hires anyone. He uses a company called Predictive Index. What this company does is through a survey form, they have determined the type of culture RTEC has and whether or not a person interviewing for a job can match their culture. It’s kind of like doing a soil test before fertilizing a tree. You can better match a fertilizer to a trees needs and you can better match an employee to a company’s needs. I plan on using this service in the future.

Of course, before I reserved a spot at my first WMC last year I wasn’t sure if I would meet the right people like Andy Ross, but I was assured by Mark Garvin, vice president at TCIA, that experienced
Experience the premier conference for tree care owners and managers, where tree care business professionals meet for five idea-packed days in an environment conducive to relaxing, socializing, sharing information and making new friendships.

Come share your insights and best practices, explore emerging issues and identify opportunities in today’s tree care marketplace. You’ll have access to expertise and solutions you just can’t find anywhere else.

At TCIA’s Winter Management Conference 2006, you can discover what your colleagues do to make their businesses run more efficiently and cost effectively. You can find solutions to everyday business challenges that apply to both big and small companies. Whether this is your first WMC or your tenth, you will take away great ideas on managing your business more profitably.

Connect with industry knowledge through panel discussions, presentations, and learn one-on-one from your industry peers. Begin or renew friendships that can last a lifetime and make business contacts that will prove invaluable 365 days a year.

WMC 2006 is an opportunity for:

► Education: Over 10 hours of stimulating educational sessions.
► Networking: Share information and form relationships during more than 11 hours of scheduled networking and social events.

Let’s List Reasons Other than Sun, Surf & Sand

Your Voice to be Heard: We encourage you to interact with TCIA staff members and offer suggestions as to how we can improve your membership experience.
► Expert Speakers: Carefully selected by TCIA to help provide your company with new and creative ways to move to the next level.
► New Ideas: Triggered by panel discussions and interactive presentations.
► Solutions: Offered by industry associates who have experienced the same problems and challenges.
► Optional Activities: Over 10 hours of additional opportunities to relax with industry colleagues in an informal and fun atmosphere.
► Rejuvenation: Time spent in a resort destination with fellow industry professionals and colleagues will allow you to return to your company with a fresh outlook and renewed energy
► Family Time: When you’re not in sessions, take advantage of the resort location and spend quality time with your family.

Speakers & presenters

Business Motivation – Robert Stevenson

This double-edged sword presentation

It’s hard to spend that much money on a conference, and if you bring your family it will probably be closer to $5,000. But we work hard all year and the weather is probably cold at home, so I thought why not combine a bit of business and pleasure.

The greatest expense for the conference is the hotel. I understand why the meeting is always at a top-level resort. Only large
four- and five-star hotels have the large conference rooms, audio visual equipment and service staff to handle 300 people. Resorts provide these services free (or at a reduced cost) only if an organization guarantees a minimum number of rooms. Fortunately, most of the attendees want first-class facilities, so there are plenty of people who like to stay at the host hotel. I still have not decided if I will stay at the host hotel or a neighboring one. I am bringing my family and the host hotel is clearly more convenient and fun. I just need to decide on the expense.

This year’s host hotel, the Marriott Resort and Royal Beach Casino in St. Kitts, looks spectacular. It’s right on the ocean, the landscaping looks beautiful, and at least one of the pools has a swim-up bar.

There’s a rumor that several of last year’s attendees complained about the high cost of drinks at the conference. (I’ll admit I was one of them, so the rumor may have started with me.) There’s another rumor that many of this year’s events will include drinks. If that’s true, good for TCIA. They listened.

One of the things I admired about the conference was how TCIA organized its speakers. The first talk was on the “Seven Keys to Effective Business Practices.” A great talk. The two most important “keys” from the talk were increasing sales and having a business plan. Not coincidentally, those were the topics of the next two presentations. There were also two talks from lawyers, another one on how to run a business properly, and one on employee stock ownership plans. The final talk was from a motivational speaker that sent everyone away on a high note.

The sales talk was given by a trendy looking guy dressed in black pants and an off black shirt (is there such a color?) with cool-dude glasses making him look like a sales sharpie, which is exactly how someone from New England like me pictures a dude from southern California. In spite of my biases, I must say he was full of excellent information. I receive weekly inspirational e-mails from him to this day.

The business plan presentation was given by this roly-poly sort of guy. He was full of energy and he danced around the front of the stage like an octopus on hot coals. He kept saying things like, “Okay everyone got that, – good?” Then hop on to the next topic before anyone had a chance to say they didn’t get that. It was fine, because the guy was trying to cram in lots of information in his one-and-a-half hours, which he did.

Unfortunately, eight months after the conference I still have not even begun the process of writing a business plan. I recognize how necessary one is in order to take my company to the next level. It is also one of the requirements to become accredited by TCIA.

Of the two talks by the lawyers, one was valuable and one was rather dull. I’ll admit I usually enjoy listening to lawyers as much as I enjoy the opera, but they gave necessary information that I would not get from other arborists about personnel and avoiding lawsuits.

I have implemented several of the sales ideas with excellent success. A simple one he recommended is to take the word “but” out of any sales talk. It’s too confrontation-al for the client. I did and it seems to have had a positive effect on my sales success ratios.

The talk I found most relevant was the one by John Spence called “How to Run or Ruin a Great Company.” He specifically mentioned a book Good to Great, by Jim Collins. Curiously, this book was brought up on several other occasions throughout the conference by speakers and fellow attendees. Both the book and the talk focused on how important it is to have the “right people on the bus.” The presentation resonated with me. I saw some things I was doing right, but the mistakes I had been making in my business were glaring.

As soon as I got home I bought the book Good to Great. I have read it twice now. The conference and the book helped me realize that I had to make some staff changes. I had the wrong people on my bus and I needed to get them off. It was hard, but now I feel I have the right people on my bus and my company is moving in its best direction ever.

The two quotes I found most relevant from the book are, “Good is the enemy of great,” which says volumes about the trap of mediocrity, and “People are not your most important asset, the right people are.”

Why did I need to make a change? For many years I thought if I had a skilled employee with a bad attitude his attitude would improve if I just threw praise at him or gave him more money. Instead I got the exact opposite. More money and praise just validate a bad attitude. Now I know, you can teach skills, but it is really hard to change a bad attitude.

I write these anecdotes because I am generally pleased with my company’s performance lately, and I know it is in large part to the information I gained at Winter Management Conference. There is no easy path to running a company. Even after this winter’s conference, I am sure I will have many hard days ahead in 2006. But at least now I feel like I have a better path to follow and there are others like me who are on a similar path.

If you decide Winter Management Conference is a good idea and your fiscal year ends December 31, you should con-
Reasons to go to WMC

(Continued from page 33)

cuts to the core of business and personal performance. With continued budget crunches, increasing global competition and pressure to make smarter and faster decisions, businesses need to be creative, aggressive and innovative to succeed. To make an organization successful you have to make its people successful. This fast paced and highly informative program penetrates the very core of success, breaking down the causes so they can be identified and understood.

Safety Strategy Session and Attendee Breakfast – Andrew Salvador

This is a real life safety success story. Learn more about a loss prevention campaign for a mixed fleet of 16,000 vehicles using a “three-legged stool” approach. The metaphor of a stool enables the workforce to embrace the concept and produce a favorable return on investment. The presentation covers specific (not general) systems, products and techniques used to justify the campaign, run it and reward the employees for achieving success. The supporting areas (legs) covered include: driver hiring, driver education/training and driver monitoring. Has your company addressed these areas and are the measures you put in place really working?

Influencing Culture from its Underlying Factors – James Spigener

In order for an organization to function effectively, managers must understand the organizational factors that correspond to safety. This presentation details how acquiring a clear picture of your organization’s current functioning level can help leaders and managers plan and implement corrective interventions to improve safety performance.

Facilitated Panel Presentation – James Spigener

Immediately following the above session, a panel of industry professionals, facilitated by Jim Spigener, will discuss industry practices for implementing a culture of safety.

Pricing Services & Expanding Profits – Kevin Kehoe

Today’s competitive marketplace demands companies enhance employee performance, improve operational efficiencies and integrate new technologies to increase profits and establish a competitive edge. Kevin’s research-driven, customized performance technologies and proven solutions provide owners, managers and front-line employees with the critical skills and tools to resolve immediate business issues and realize long-term growth.

Profiting from Change – industry panel facilitated by Kevin Kehoe

This session will help guide your organization during major cultural and business practice changes such as new services or technology, business and staffing, response to competitor exit or entrance, and the integration of acquisitions. Kevin’s research, consulting and training experience is deeply rooted in the green industry. He has provided financial, sales, employee productivity benchmark research, financial, strategic, marketing, organization consulting services, and management training workshops and seminars aimed at increasing his clients’ profitability.

Growing Your Business and Switching on Your Team - Chip Eichelberger

It’s fairly easy to achieve business success in America because so many are satisfied with mediocrity. What can you do to stand out from the competition? The cost to hire, train and maintain a work force continues to rise. It seems very few people really want to work and often lack a serious level of personal accountability. What simple things can you do to attract and retain quality employees? This session gives you strategies to implement immediately. All of them are simple and powerful, but the danger is that many are so subtle they are easily missed. Too often we get so busy working in the business we forget to take a step back and really work ON the business.

Leaders Get Bottom Line Results - George Hedley

The power that some leaders have to motivate employees and drive performance standards that result in bottom line gains can make or break a company. Learn from this $75 million company owner and successful entrepreneur how he sets clear targets and goals, communicates them to his team, develops action plans, meeting deadlines and motivates his people to achieve profit and growth targets. You’ll take away ideas that work!

Look for the WMC brochure in your mailbox soon.

In the 18 years I’ve been the owner of a tree service I have made some mistakes, but I have also made some smart decisions – you have to make a few good decisions to stay in business. I think perhaps the best decision I ever made was going to my first TCIA EXPO. It opened up my eyes to all the innovations in techniques and machinery. It also gave me a chance to meet many arborists that are out there flogging it daily like me. EXPO is good for camaraderie and information. The second best decision I have made is going to Winter Management Conference. It focuses on my business, not machinery. It can help take my company to a higher level, where I am constantly improving and constantly striving for excellence.

I now have a better idea of where I want to take my company. If you want to improve and strive for excellence, you should consider attending Winter Management Conference, too. I’ll find you there so we can talk about improving our businesses together. And, I’ll buy you a drink (at the complimentary bar).

Michael Roche is the owner of Stowe Tree Experts Inc., in Stowe, Vt
By Kay Harrison

If you and your mouse have browsed over to www.treecareindustry.org recently, you may have been surprised by the facelift we performed on the TCIA Web site. A redesign of our site was unveiled November 1. But the improvements to the new site are not just cosmetic. Behind the beautified face of TCIA online are enhanced features that benefit consumers, members and Web surfers in general.

The site navigation has been redesigned to minimize the number of clicks required to get where you’re going, and it is much harder now to get lost. Every page has a top navigation bar that will easily take you to the different sections of the site, and drop-down menus that facilitate one-click browsing to any page. Each section also has a left-hand menu that lists the related pages.

An ever-changing home page

Visitors to the home page will see frequently updated industry news headlines and all the latest association news. Online registrations for upcoming meetings are located there, as well as entrance to TCIA’s online store. Happenings in our industry, legislation affecting tree care companies, updated OSHA regulations and revised ANSI standards will all be announced on the home page as they happen. Visitors can browse headlines or click through to the news.

The Consumer Resources button opens up an expanded section of informative articles and frequently asked questions about tree care. Consumers will find tips on how to hire a qualified arborist and pitfalls to avoid in the hiring process. Other sections will grow and expand as the needs of consumers and members change.

Powerful site search even crawls through PDFs

A major enhancement is the site search located in the upper right corner of the home page. This powerful search function will find items anywhere on the site, including within PDF files. You can search author names and article titles from Tree Care Industry magazine and retrieve the issue in which they appeared. The Web site will hold up to two years of back issues of the magazine, all accessible through the site search.

Enhanced member search

Our popular zip code search, which helps consumers find member companies, has been expanded to include several advanced search criteria. Consumers can find member companies by zip code, state, country, company name, or even parts of the company name. For example, if you search in the Company Name field for “Tree,” the system will show you over 1,400 records.

The results of the advanced search can
be sorted right on the page so the list is organized by any of the column headings. To get a list of accredited companies in Michigan, consumers can search for MI and click on the "TCIA Accredited" button in the results table. The names of the accredited companies will jump to the top of the list, each company name displaying the TCIA Accreditation logo. One click on the "More Info" link will bring up the company logo, name, address, Web site and contact information.

Active member companies will increase business, profits and branding through this powerful search function. Consumers will see your name, contact information and logo, and will flock to your Web site through the clickable links. Companies that wish to add logos to the search results can e-mail their high-resolution logo files to webmaster@tcia.org.

What do you need?

The online purchasing guide leads you easily to the products and services necessary to conduct business in our industry. From the home page button, you will come to a search page that lets you enter category and subcategory or a keyword. A search for "Distributors" of "footwear" will show eight different companies, each with a "click here" link. The link opens up a record of company name, logo, contact information and a description of the company’s offerings. This versatile function benefits Active Member companies as well as Associate Members by connecting the searchers to the providers. So if you’re looking for climbing gear, software or homeopathic remedies, they’re in there.

Members only – enter here!

The Members Only section is a growing area of the Web site. From the home page or site map, members can log in with their Member ID and password, opening the secret door to back issues of TCIA publications, a comprehensive Business Management Guide, special online store with Members-Only prices, survey results, and other information of interest to our Member companies. Many researchers and readers among our members will appreciate the one-page archive of past publications. If you want to look at the TreeWorker newsletter for April 2004, it’s just a click away.

Feedback, please!

One wonderful characteristic of Web sites is that they are always changing. If you have comments, criticism or helpful suggestions about TCIA’s Web site, we would like to hear from you. Unlike print publications, changes on the Web can be made almost immediately. There will be constant expansion and improvement, but we need the feedback of others in the industry to make this a resource for consumers, members, arborists and anyone involved in the care of trees. Comments may be sent to webmaster@tcia.org.

Kay Harrison is Web editor for TCIA.
Landscape plants are exposed to many stresses caused by (non-living) agents, including environmental, cultural and site disorders. The impact of these disorders on plant health is influenced by many factors:

- type, severity and duration of the stress;
- species susceptibility to the specific disorder;
- age;
- initial condition of the plant.

Often decline results from several abiotic agents that work in concert. Stress created by abiotic pathogens frequently predisposes landscape plants to secondary biotic pests such as borers, bark beetles, canker and root disease fungi that contributes to decline and death.

Diagnosis

Diagnosis of abiotic problems can be difficult because many disorders cause similar symptoms. For instance, wilting in plants can be caused by low soil moisture, excess soil moisture, a root or vascular disease, root damage, certain chemical toxicities as well as soil related problems. Diagnosis is often dependent on a process of elimination where careful evaluation will eliminate specific agents to provide the actual cause or causes.

Many factors should be considered in correctly diagnosing plant disorders:

- Correctly identify the plant and understand the culture and growing preferences.
- Look for patterns of damage; abiotic disorders often produce similar symptoms on different plant species. Look for the orientation within the plant. If the entire canopy shows similar symptoms, the disorder is frequently associated with the soil or root system.
- Site evaluation may be necessary to determine soil type, wind patterns and site use patterns.
- Maintenance histories for the plant and site may require evaluation. Considerations include irrigation, fertilization and pest management, including weed treatments.
- Assessing weather records, especially temperature and precipitation, may be necessary. A useful Web site for historical weather data is operated by the National Climatic Data Center at: www.ncdc.noaa.gov/oa/ncdc.html. Accuweather also provides historical weather data at www.accuweather.com.
- Laboratory diagnostic analysis may be

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| Chemicals                                 |
| Inhibition/Toxicities                     |
| Deicing salts/fertilizer salts            |
| Air and Soil Polutants                   |
| Landfill/Natural Gases                    |

| Mechanical Injuries                      |
| Wounds                                    |
| Lightning Injury                         |
| Storm Damage                              |
| Girdling roots, wire, planting baskets    |
| Construction/Development Injuries        |

Figure 1
needed to confirm possible causal agents. Routine soil analysis should be considered for factors such as pH, mineral nutrient content, and salt and sodium levels. Foliar analysis aids in confirmation of specific mineral nutrient deficiencies or toxicities. Chemical residue analysis can confirm the presence of an herbicide or other chemical contaminants from soil and plant tissue. If the suspect chemical is not known, residue analysis can become very expensive due to the trial and error nature of this procedure.

Specific disorders

Temperature Extremes: Winter injuries were widespread throughout the northern U.S. in the spring of 2004. This damage was primarily due to below normal January temperatures and lack of snow cover. These conditions caused root mortality as well as bud, branch and foliage (evergreen) injury. Low temperatures combined with wind also lead to desiccation of leaves, buds and twigs on evergreens. Non-native species with marginal hardiness were often damaged although widespread decline occurred on certain hardy natives, most notably eastern red cedar (Juniperus virginiana).

Arborists should be patient when considering treatments on plants with winter injuries. Many plants exhibiting extensive dieback and defoliation following winter produce new growth from stems and larger branches and are actually very attractive by mid-summer. The decision to remove or severely reduce winter-damaged plants should be delayed until new growth resumes in the spring.

Soil Moisture Extremes: Much of the eastern half of the United States experienced several years of consecutive drought followed by above average rainfall in 2003-04. Many mature trees and recent transplants still show decline as a result of the drought years or the subsequent rainfall. Premature fall color and defoliation in some trees was linked to excessive rainfall in 2004. Phytophthora root rot also appears more prevalent on sensitive species due to high rainfall followed by drought.

Excessive soil moisture is a chronic problem in many irrigated landscapes, especially in years of high rainfall. Landscape plants with similar water needs and tolerances should be grouped for specific irrigation zones to prevent over or under watering. Rainfall sensors or soil moisture sensors can be installed to prevent irrigation during periods of high rainfall.

Soil Related Disorders: Soil and root related disorders are probably the most common abiotic problem found in urban landscapes. Insufficient soil volume created by pavement and building conflicts is a major factor limiting the life span of urban trees.

Soil compaction on high-use sites and new developments physically impedes root growth and leads to root mortality due to low soil oxygen levels from limited pore space. Plants growing in dense soil also are more prone to drought due to lower water retention capacity resulting from the lack of adequate pore space.

Soil nutrient deficiencies and low organic matter contents are common in landscape soils. Alkaline soils frequently lead to micronutrient deficiencies in certain species including pin oak, river birch, sweetgum, red maple, rhododendron and other ericaceous plants.

Many of the soil problems associated with urban trees must be addressed during the planning stages prior to planting. Site assessments to determine soil volumes, soil type, pH, nutrient and organic matter content, drainage and bulk densities are considerations prior to planting. If major modifications are needed to the soil, these
can be most economically undertaken before planting. Information obtained in the site assessment is essential to choosing tree species that are adapted to the soil conditions. An excellent publication entitled Recommended Urban Trees: Site Conditions. An excellent publication entitled tree species that are adapted to the soil con-
tions is available from the Urban Horticulture Institute at Cornell University’s Web site at www.hort.cornell.edu/department/faculty/bassuk/uhi/out reach/recurbtree/index.html

The introduction of soil excavation tools that utilize pressurized air, such as the Air-Spade and Air-Knife, has allowed cultivation of compacted soil within the root zone of mature trees without damage to the root system. These tools allow cultivation of large soil volumes, which is a significant advantage over vertical mulching and soil replacement by trenching that can effectively disturb only small volumes of soil. Air-tools provide a great opportunity to add organic amendments into the soil, such as compost and composted pine bark, to greatly enhance soil quality and health.

Chemical Injuries: Damage from broadleaf herbicides applied to lawns is commonly seen in residential and commercial landscapes where quality turf is maintained. Dicamba and 2,4-D are usually responsible for the damage, which is evident as leaf and shoot distortion and browning. Although this damage can be quite striking, trees usually tolerate the damage with no long-term effects – unless a gross misapplication was made. Damage from broadleaf herbicides can be minimized by making broadcast applications in fall or in early spring before trees break bud. Spot-treating weeds within the tree root zone of trees can minimize impact of the damage

Lab analysis: Rely on lab diagnosis as well. If you are not sure exactly what the problem is, submit a sample to your extension service or a private lab. Lab diagnosis is helpful even for abiotic disorders. Abiotic can be very difficult because the causal agent isn’t there – you are relying on symptoms. What lab analysis can help you with is eliminating those insect disease pests that may produce similar symptoms so then you can narrow it down to abiotic. A lot of times arborists get frustrated with the diagnostic lab because you send in a sample and they tell you there is nothing on it. That information narrows down your possibilities a great deal. Remember that when you use diagnostic labs and you are sending in samples, they are seeing a small piece of a very large plant. All they can do is take a look at the tissue that you send them and analyze that for any packages or insects that may exist there. They can look at the symptoms on that very small sample and try to narrow it down perhaps to an abiotic, which does help you in terms of narrowing your focus to the culprit. Even if this lab diagnosis comes back with the information that nothing was present on the sample, it just means you have been pointed in another direction.

Foliar analysis and soil analysis are very helpful as well. They look for the contributing factor or the major factor that may be causing the problem. Customers will pay for this. A lot of times we don’t do this, thinking that it is a cost to the company. It isn’t really a cost, but another service sector that you could be looking at in terms of offering to your clients. What we find is that clients are very receptive to lab diag-

Disorders related to improper cultural practices

Planting Issues: There continues to be debate within the landscape industry over the impact of soil that is placed or left on top of the root collar following planting. In some cases, backfill is placed over the root flare during planting, but many nursery trees are being produced with soil covering the root collar. Researchers have attributed increased mortality rates and poor growth with buried root collars. Planting specifications now specify that root collars must be visible after planting.

Mulching: Mulch placed over the root flares also can lead to plant health problems, including increased susceptibility to certain infectious diseases and insect pest problems. Mulch placed against the root collar and stem also increases the likelihood of stem girdling roots on many tree species. Arborists must continually emphasize that mulch is intended as a soil and root treatment and there is no benefit from
mulching stem tissues.

**Pruning:** Improper pruning can weaken trees and lead to their eventual decline. Most arborists are well aware of the problems associated with topping trees and this is not a topic that requires discussion with professional arborists. However, improper thinning continues to be practiced and accepted by many arborists. Thinning, by definition, is the removal of live branches to reduce density of the crown or a portion of the crown. When the crown is overly dense, interior limbs become shaded and die. This is one indication that thinning is necessary. When thinning is performed correctly, most of the cuts are made on the outer portions of the canopy to improve light penetration to interior portions of the crown. A properly pruned mature tree should have live branches on the interior portions of the crown.

Some arborists still thin trees by removing most of the branches on the interior portion of the crown and leave the outer canopy intact (“lion tailing”). Often, an excessive amount of live branches are removed. These pruning practices can weaken trees by removing too much energy-producing area from the crown. Lion tailing can increase the risk of branch failure by reducing branch taper and by eliminating the dampening effect that interior limbs provide when branches move during storms.

When crown density must be reduced, thinning should be concentrated on the outer portion of the canopy. The goal should be to increase light and air penetration to the interior branches to help maintain their health. A thinned crown should have an even distribution of foliage throughout the crown.

Bruce R. Fraedrich, Ph.D., is vice president of research for Bartlett Tree Research Laboratories in Charlotte, N.C. This article was taken from a presentation he made at TCI EXPO.

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In the canopy of a tall tree, some people develop a new and more spiritual perspective.

"Once you climb a tree, you never look at a tree in the same way again," says Patty Jenkins. "People find that when they climb the tree, it opens their eyes in a new way. It’s almost instantaneous."

Jenkins is chief operating officer for Atlanta-based Tree Climbers International, a worldwide organization that teaches and promotes the sport of recreational tree climbing.

Though there are distinct differences in technique and safety practices, recreational tree climbing makes use of ropes, harnesses and other gear similar to that used in rock climbing – or tree work. It’s also best done with a helmet on, practitioners say.

The sport has been growing since Jenkins’ husband, Peter, invented it 22 years ago, Jenkins says, but growth and interest has accelerated greatly in recent years.

Instructors certified through TCI – which has several chapters (or “groves”) – have taught well over 50,000 beginning climbers since 1983, and Jenkins says there’s been a dramatic increase in recent years.

Given their love of altitude, the outdoors and trees themselves, it’s not surprising that many tree care professionals have grasped a solid appreciation for tree climb-
ing as a sport.

In September 2005, Sherrill Arborist Supply/Sherrill Tree and Climbing Supply, a mail order house for arborists, launched a new “magalog” – hybrid of magazine and catalogue – that sells equipment while serving as an introductory guide to the sport of recreational tree climbing. The magalog, which is available as a hard-copy and downloadable through the company Web site (www.sherrilltree.com), features not just product descriptions but also a step-by-step guide of climbing techniques, tips for newcomers, information about tree care, and answers to frequently asked questions about tree climbing.

Tobe Sherrill, company president, says that his company has always sold gear purchased by recreational climbers, but that starting a separate catalogue reflected the skyrocketing popularity of the sport in recent years.

“The field is still very young, we believe,” Sherrill says, “but the news media has been pretty active in covering it.”

The sport has drawn interest from publications as diverse as rock climbing magazines, Cigar Afficionado, and the newspaper the New York Daily News, which covered an October public relations event at the Botanical Gardens in the Bronx, New York.

There are recreational tree climbing groups in England, Taiwan, Japan, Panama, Sweden, Denmark, Ireland, Canada, France, and Australia, according the Sherrill.

Tree climbing enthusiasts share a love of the outdoors, say those involved with the sport, but the benefits vary from participant to participant.

For example, Sherrill notes that a person with good physical skills can pick up many of the basic skills of tree climbing from observing a tree care professional working in his neighborhood (although it’s still recommended that he get training before a climb).

For others with a lesser degree of comfort in their physical abilities, tree-climbing can bring the benefits of team-building, trust and self-confidence that are provided by outdoor sports programs such as Outward Bound.

“The goals are the same,” says Scott Turner, owner of Riverside Outfitters in Richmond, Virginia. “It will help you to really understand what you can do. You have people telling you, ‘you can do it; you can do it.’ Sometimes, until somebody tells you that you’re worth something and can do something, it can be hard for us to know it.”

Turner is an arborist, owner of Truetimber Tree Service and a member of the Tree Care Industry Association. He’s also a Navy veteran with a master’s degree in physics who once taught whitewater rafting.

Happy with the skill level and professionalism of his 10-person tree care crew, Turner started Riverside Outfitters because he wanted to do something new with his business, did not want to expand his customer base too much out for fear that it...
would jeopardize the quality of his company’s work, and mostly because he really enjoyed tree climbing.

“There’s no real financial motivation,” he says. “My main motivation is to help people reconnect with trees and nature in general.”

Riverside Outfitters is a retail store that sells arborists supplies as well as renting canoes and mountain bikes, and runs tree-climbing lessons, programs and educational seminars. The clientele for climbing includes private recreational clients, school groups, businesses seeking team-building activities, and any other group that seeks the service. It’s a popular activity at children’s birthday parties, for instance.

“I’m 37, and I’ve pretty much given up on my generation – we have no respect for the world that supports us,” says Turner. “But I love the fact that little kids will be the first in line (to climb). I hope that once they develop a relationship with trees and with nature, later when they become the politicians and start to make decisions, they’ll have a connection that they wouldn’t have if they’d just sat in front of a computer screen through their teenage years.”

The James River runs through Richmond, and the city has encouraged Turner to lead groups on climbs of trees in its extensive parks system. Boy Scout troops have come to climb the company’s on-site trees, and Turner has taught the program to school groups, mixing in a biology component.

Riverside Outfitters has also planned special events, picking out particular trees because of the trees worthy “character” or because of the view from the canopy.

“We’re trying to create a connection to nature,” he says.

Many of his clients are rock climbers that find the same kind of satisfaction in a tall tree that they might on a steep slope, but without the long drive to a suitable spot.
“Around here, they have to drive some to find a really good rock to climb,” Turner says. “But we have some wonderful trees around here. It’s silly to drive three hours when you have this in your own backyard.”

Sherrill, who like Turner is an avid fan of outdoor recreation, says he’d like to see more tree care professionals get involved in teaching tree climbing skills.

“They’d be the ultimate tour guides, because they know trees,” he says.

Sherrill also points out that there are business benefits for a tree care company that gets involved with providing tree climbing lessons, or other events. It can help a company position itself with potential customers, and its community, in an industry where jobs are too often steered only to the lowest bidder, without concern for expertise.

“It may be an opportunity for a company to get some media attention and build up its tree service as a knowledgeable one, because of a weekend tree-climbing teaching program,” Sherrill says.

It has done that for him, says Turner.

“It’s given us a community presence,” he says. “It’s a great reason to be out in the community, instead of in people’s yards. We’re recognized in a whole different way.”

As an unintended benefit, Turner finds that the tree-climbing program could also be a pre-screener for entry-level professional climbers.

“You can find people with an affinity for that,” he says. “It can be a good program for finding potential help, because we waste so much time with people who don’t have a natural affinity or special interest in the work.”

Not surprisingly, respect for the tree is an important part of the sport.

Climbers are encouraged to use techniques that are non-invasive and minimize the potential for damage to the trees. Cleats, spurs or other tools that may damage the tree are not used.

“We’re seeing a whole new level of appreciation for rural and urban forests,” says Sherrill. “A large part of our effort is to raise awareness and adjust people’s attitudes in their own back yard, so to speak.”

For some, climbing a tree is a spiritual experience. They develop what Jenkins calls “an absolute emotional bond with trees.”

Founder Peter Jenkins is a certified
arborist, and the safety or nature and trees is important to that organization as well.

With its promotion of the sport, broad reach, and emphasis on both safe and environmentally responsible climbing, TCI is the TCIA of the tree-climbing world. In addition to promoting the sport and preaching safe practices, part of its mission is to “promote respect and responsibility toward trees and the natural environment.”

Sherrill says that an appreciation of trees should be shared by those in the tree-climbing and tree care industry. In a climate of heavy development and with many homeowners concerned about the damage a tree could cause if it was felled by a hurricane or high winds, many homeowners view trees as an unimportant and unwanted part of the landscape, he says.

“People tend to look at trees as giant weeds,” he says. “We want to change that perception.”

Quite simply, he feels that if more people climbed trees, there’d be fewer people who’d discount their beauty and importance.

“I’m very interested in bringing people closer to trees,” he says. “And if you ever climb a tree, you can’t help but become closer to trees.”

Dave Rattigan is a freelance writer living in Peabody, Mass.

Brooke Turner, 3, and her sister, Anna, 6, have been up in a few trees with their father, Scott Turner, owner of Riversick Outfitters in Richmond, Virginia. Along with providing fun, the sport of tree climbing will provide some of the skills needed for future employees in the tree care industry.
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PROFESSIONAL TREE EQUIPMENT
TCIA is a professional organization that works

By Keith D. Sheriff

I've been a member of many different professional organizations over the years. They all have a few things in common. They are very vocal about being the best organization for their membership and industry. There seems to be a camaraderie among long time established members who are welcomed and involved in the organization. The organization does not really address the issues that are of concern to me.

On the other hand, I’ve been involved with TCIA for about 13 years, having been assigned that responsibility by our company owner and president, the late John Wright. The camaraderie fantasy?? was surprisingly easy to break through. Becoming involved with the Safety Committee and other subcommittees has helped build a relationship with the staff and other tree care company personnel and allowed me to participate in addressing concerns that confront our industry. This involvement has contributed to my feeling that TCIA is one of the best professional organizations and that it does help address current issues, education and compliance concerns. If you need to discuss job-related issues with others who have faced similar concerns, contact TCIA. Help is a phone call away.

Keith D. Sheriff is safety director at Wright Tree Service Inc. in Des Moines, Iowa, and a member of the TCIA Safety Committee’s “Mobilizing the Profession” subgroup. Members of the Safety Committee will occasionally contribute columns to share insights and ideas on safety program implementation from their respective companies and other topics.
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The words “licensed” and “professional” fit together naturally. In professions such as law, medicine, accounting, and so on, it’s the license that distinguishes the professional from the nonprofessional. Without a license the person does not have the legal credentials that would permit him to practice.

Considering the dangers associated with workers in trees, someone not familiar with tree care might be inclined to assume that arborists must be required to have not only a license but one that stipulates certain standards. In most states this is not the case.

Arborists are generally divided among those who favor licensing to promote high standards and wages for the industry and those who don’t want to answer to any licensing body – government or private association. The big difference, though, which has made licensing such a scatter-shot phenomenon, has been the attitudes of the states.

Following here are contrasting perspectives from four different states. The first, Rhode Island, is going backward in terms of licensing. The second, Florida, is moving toward licensing. New Jersey has had licensing for some time, but is adding new measures that will make it much more meaningful. And, finally, Maryland, which has also had licensing for some time, has embarked on a gradual process to make the license much more stringent and specific.

Rhode Island

Rhode Island licenses arborists. But David Schwartz, president of Schwartz Tree Care Inc, Cranston, R.I., explains, “The license requires no standards of practice, no liability coverage, no consumer protection, nothing whatsoever. The licensing process was redone in 1995 as a bureaucratic exercise. It has no practical value whatsoever.”

Schwartz says that “most of the legitimate practitioners want a meaningful license. It would level the playing field. Now it’s like a Wild West show. For example, three weeks ago I got a call from a lady. A licensed arborist working on the yard next to hers lost control of his weed eater. It destroyed her privacy protection hemlock and caused her $3,100 in damages. The contractor also did $4,000 to $5,000 worth of damage on the property he was working on.

“If you complain to the licensing body you’re told it’s a civil matter; get a lawyer and go to court. The license is legitimate consumer fraud,” charges Schwartz. “It gives the impression that there are standards of practice and contractor responsibility, neither of which are true. In Rhode Island, there is no way to revoke
a license."

Schwartz isn’t voicing a lone opinion. The Senate Commission to Study Licensing and Certification of Arborists in the State of Rhode Island concluded: “It was evident from the discussion that the Rhode Island arborist law in its present form really does nothing.”

This hasn’t always been the case. In 1950, the state passed a law to protect the general public and arborists against fraud and incompetence. On the back of the licenses it states, “Certificates are issued to individuals who have passed the state qualifying examination in horticulture. They may be revoked for just cause.”

In 1997, Schwartz sent a letter to the environmental manager of the Forestry Department stating, “I respectfully request you respect what you promised me on the back of your license.” He’s still waiting.

Why have these words become gutted of meaning over the years? Schwartz has his answer. “Because the Department of Forestry is completely out of touch of the needs of the ethical practitioners and the consumers who employ arborists,” he replies. Schwartz indicates that the granting of licenses to anybody who asks for one, with no conditions, is a bureaucratic exercise that saves that department from the expense and time needed to enforce a meaningful license.

“Rhode Island is behind the times,” Schwartz says. “We have to take stewardship over nature. Now 90 percent of the plants trimmed in Rhode Island are damaged by any technical standards.”

Volcano mulching can lead to premature tree death from a variety of causes, yet is a common practice among untrained tree care practitioners and landscapers.
Florida

Florida does not have any licensing for arborists at the moment, but a number of serious issues are accelerating the drive toward legislation, reports Loren Westenberger, president/CEO of Westenberger Tree Service, Inc., in Clearwater, Fla. “We have had a rash of fatalities in the last couple of years where our urban forest has been assaulted by non-professionals. This is a potentially hazardous occupation where 17- and 18-year-old kids have been killed on the job. We’ve had more fatalities than the police or firefighters. Our track record is terrible.”

Not only that, homeowners have been killed, Westenberger says, from faulty trimming and misdiagnosis. Trees that should have been removed weren’t. “We’ve had two fatalities in the last two months from trees that were not inspected properly, so they had the wrong outcome.”

Westenberger, who is the past chairman for the Committee to Explore Statewide Licensing for Florida, a committee established by the Florida Chapter of ISA, says the Committee’s position paper has been endorsed by local nursery, grower and landscaping organizations, as well as the Florida Urban Forest Council.

“We’ve been working on it for years,” Westenberger says, and he now believes the legislature will act. “Safety is the driving force, as well as protecting the public from uninsured tree trimmers. It’s the homeowner’s insurance company that ends up being sued.”

The license Westenberger has in mind will require taking a test again once every three years and fulfilling requirements for continuing education courses.

“Our goal is to have a license to install an irrigation sys-
been delivered.”

New Jersey

“We have a bill pending, which is on hold until the election in November, but we think it has a pretty good chance of passing,” reports Steve Chisholm Sr., president of Aspen Tree Expert Company in Jackson, N.J.

New Jersey has had the designation of certified tree expert since 1940, and there have been continual updates and revisions since that time, Chisholm explains. Many of them have been minor, such as a $5 increase in fees to $45 this year, with a $25 annual renewal fee.

But this year there have been some big changes. “Up to now it’s been a voluntary process,” notes Chisholm. “But if this bill passes, one person in every company will be required to have a license. The qualifications for taking the test up to now have been, in addition to the fee, three letters of recommendation and five years of either experience or education in the field – or some mix of the two.”

Also new if the bill passes is that the company must have the appropriate insurance and be registered as a business. “These are big changes,” Chisholm says.

The bill has been drafted by the Board of Tree Experts, a voluntary board under the division of the state’s Parks and Forestry Department, made up of arborists or representatives from the commercial, government and utility sectors.

“We’ve been pushing for the changes because of the increase of the number of people going into the industry,” Chisholm explains. “If you’re not trained and don’t know about standards, then there are poor practices that lead to injuries and fatalities, as well as tree failures. It’s obviously bad for the public who have paid for a product that has not been delivered.”

What’s the Difference between Accreditation and Licensing?

By Bob Rouse

What’s the difference between licensing of arborists and TCIA Accreditation?

Licensing is a form of government regulation. Licensing is usually attached to an individual at a company. The individual must pass a test of knowledge. Licensing may include some basic consumer protections such as requiring liability insurance and having a FEIN (federal tax ID number/employee identification number) or proper business registration. Some, but not all, license programs include enforcement of the licensing standards and investigation of consumer complaints. Because licensing programs are mandatory, they are limited in scope by anti-trust laws that prohibit them from creating a restraint of trade. In other words, all legitimate tree care companies must have a reasonable chance of being licensed.

Accreditation is a form of industry self-regulation. TCIA Accreditation is a credential for the whole tree care company. The company must meet the Accreditation standard for a professional tree care company and must pass frequent on-site audits that verify they are meeting the standard. A similar industry program you may be familiar with is ISO-9001, accreditation for the manufacturing industry. ISO-9001 accreditation is earned by companies that comply with the international standard for quality. Accreditation programs are not limited in scope since they are voluntary.

The TCIA Accreditation credential includes the same elements as licensing programs such as tests of knowledge (accredited companies are required to have at least one certified arborist or equivalent for every 10 full-time production employees), and insurance (accredited companies are required to have liability and workers compensation insurance). However, in addition, accredited companies are required to pay proper payroll taxes, have proper bookkeeping and financial controls in place, and have an active safety program.

Accredited companies must also have trained crews that can demonstrate they follow ANSI A300 industry standards for performance of tree care maintenance, and ANSI Z133.1 industry standards for safety. They must provide consumers with written estimates that include all terms and work specifications, and have an active consumer dispute resolution system.

Accreditation is a form of regulation, it is also a helpful program. Companies that enroll in TCIA Accreditation are given the tools they need to meet every line in the accreditation standard. TCIA assists the company with any elements that are challenging.

Accreditation also provides residential and commercial consumers a credential to assist them with choosing the highest quality companies.

TCIA supports most state licensing programs as an improvement for the industry. TCIA in most cases will assist TCIA members seeking state licensing programs. However, TCIA believes company Accreditation will be the mechanism by which the tree care industry is transformed into the profession we all deserve.

Dr. A. E. Stene, professor at the university of Rhode Island, wrote, “It is a logical expectation that arboriculture may in the not very distant future attain professional standing.”

Dr. Stene wrote that in 1939. Apparently we have waited longer than Dr. Stene envisioned. Let’s not wait another 66 years.

For more information about TCIA Accreditation, call 1-800-733-2622, e-mail rouse@tcia.org, or visit www.tcia.org.

Bob Rouse is the director of Accreditation for the Tree Care Industry Association.
Maryland

Maryland has had a licensing law since 1945. "For 60 years it worked fairly well," says Mike Galvin, supervisor of urban and community forestry with the Maryland Department of Natural Resources-Forest Service. "In the late '90s, we did a survey of arborists to see what issues should be addressed. We were told we needed to revise the exam to reflect the current body of knowledge. Enforcement was also an issue in terms of both quantity and quality. We've been successful in meeting these concerns."

The one outstanding issue, Galvin continues, is that companies had to obtain a license if they engaged in various arboriculture related activities, including fertilization and cabling, but tree removal was not one of the activities covered by the license. As a result, companies that only did removals or landscaping companies that also did removals were not required to be Maryland Licensed Tree Experts. Their work crossed over and competed with arborist work, but they did not need to be licensed, meet standards or carry sufficient insurance.

"This made enforcement difficult, for it was often extremely hard to make a case," Galvin says. "The situation was not helpful to consumers and not satisfying for the industry."

The solution, effective Oct. 1, 2005, was to add tree removal to the existing license requirement, then require all parties to pass the state's exam and post proof of insurance.

When asked how Maryland's program ranks compared to other states, Galvin replies, "We've been told that we have a very good program, and states have called to ask us about it. As far as I know, only New Jersey has a program at all analogous to ours. I believe it can be used as a model. West Virginia and Florida have looked at it. Virginia has been considering one for a number of years. Illinois, on the other hand, had a licensing program and got rid of it. In many states the registration or enforcement of licensing is substandard."

Galvin believes it unlikely there would be a federal standard, and he doesn't see a groundswell on the state level either.

"It's very difficult to get legislation adopted to establish a high standard of practice," he says. "You often need to reach a certain threshold of fatalities or other issues to galvanize a response. I think licensing is worthwhile everywhere, but it's difficult to achieve where serious issues have not come to the public's attention."
To get this contract, you’ll need impeccable credentials.

Retired Concert Pianist Loves Nature
She’s well off and well travelled and she’s all business when it comes to running her household. The children are grown with families of their own, and she and her husband look forward to visits from their six energetic grandchildren.

They’re retired, and while he golfs, she enjoys music, quilting, knitting, basketry and, most of all, gardening. The grounds surrounding their estate contain an orchard, extensive lawns, a pond, a scenic meadow, a groomed hedge, vegetable and flower gardens, and a woodland garden sheltered by century-old trees. She loves the calm, protected areas of the property and values the natural character and beauty of the forests and land for their elegant and comfortable accommodation. Her next project is to have selected areas of the grounds floodlit during the evening.

Cleanliness Next to Godliness
The demands of the property are significant. She used to employ a full-time groundskeeper that arranged all the contracting, but his health has forced him to retire and his son has moved away. She made a false start with a service recommended by a neighbor. The owner was pleasant and well dressed when he visited, but when his men came to work, three days after the promised time, they were slovenly. Their truck leaked oil on her drive, they left lunch wrappers behind and bits of twigs and brush on the pathways. When she called to ask them to come back, a young woman was curt with her. When she received a separate bill for the cleanup, she promptly fired them.

Does Her Homework
Later in life, she has studied interior design, fashion merchandising and, luckily, the internet at a local technical college. She uses the Internet to research services in her area that can help with the maintenance. She wants to employ a well-established company that has a good reputation. One that will treat her fairly and whose employees take pride in their work. She wants a company she can trust.

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Scenes from TCI EXPO 2005 in Columbus

From trucks, stump cutters, chippers, tub grinders, cranes, grapples, and aerial lifts to pesticides, clothing, gifts, carabiners, software, saddles, fertilizers, ropes and training materials – the world’s largest tree care trade show boasted its largest show floor ever! Almost 800 booths awaited the crowds.

Tim Harris (center) Buckley Tree Service, Inc., chair of the Tree Care Industry Association Board of Directors, cuts the ribbon to officially open TCI EXPO 2005. Standing (left-right) are the TCIA Board: Tony Gann, Altec Industries; Tom Goton, Wonderland Tree Care Inc., Tom Tolakcz, Swingle Lawn, Tree & Landscape Care; Scott Packard, Wright Tree Service Inc.; Randy Owen, Owen Tree Service Inc.; Joanne Houser, McFarland Landscape Services, Inc.; and Erich Schmieder, Schneider Tree Care. Missing: Terrill Collier, Collier Arbor Care.

Mark Chisholm with Aspen Tree Expert Co., Inc., in Jackson, N.J., led an all-start lineup of five presenters at the tree demo area. Chisholm shared his experiences on advanced climbing techniques.

John Hendrickson, Care of Trees, visits the TREE Fund booth to talk with Lynn Day and Janet Bomnacin. The TREE Fund provides scholarships and projects that advance knowledge in the field of arboriculture and urban forestry.

Food was bountiful and conversation bolstersous at TCI EXPO’s welcome reception.
The first-ever reception for TCIA accredited companies brought together business owners from around the country to share ideas on transforming their practices to lead their markets.

Shop-until-you-drop fever swept the trade show floor, where there was something of interest for arborists of all ages.

Rip Tompkins with ArborMaster Training, Inc. offers hands-on training at the TreeWorker demo both. The smaller demo area allowed interested arborists an up-close venue to learn, ask questions and earn CEUs.

Up close and personal. Attendees had a chance to examine the smallest working parts of the largest machines – like this Beast Recycler from Bandit.

Interested arborists gathered to view TCIA's Excellence in Arboriculture Awards poster presentations. The awards, presented in partnership with The Hartford, recognizes the highest quality of work performed in the tree care industry.

Ben "Slim" Tresselt takes the measure of the table at the Voice for Trees political action committee's first Texas Hold 'Em poker night. He and fellow TCIA members helped raise thousands of dollars to amplify tree care's voice in Washington. VFT-PAC raises awareness and funds to take direct action on legislative and regulatory issues that affect the tree care industry. VFT-PAC makes political contributions to U.S. senators and representatives who support our profession with their votes.
As always, bargains were everywhere as exhibitors offered show specials to move merchandise.

Competition on the show floor kept attendees interested – and loaded down with prizes.

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Application deadline is January 31, 2006, or until candidate is selected. An offer of employment contingent upon satisfactory pre-employment background check and drug test. An employment application may be downloaded from: www.discs.state.la.us. To view the specific job description go to: www.lsu.edu/lscareers. Submit Civil Service Employment Application (SF-10) to: Lois LeBlanc, Louisiana State University, Human Resource Management, 304 Thomas Boyd Hall, Baton Rouge, LA 70803. Phone: (225) 578-8200; Fax: (225) 578-6571. E-mail: pelebl@lsu.edu.

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Plant Health Care Manager

Candidate must have woody plant/arbor background, pesticide license and 5+ years of field experience. Position requires creative, industrious person who can lead and teach others. Excellent benefits, matched 401(k), Health ins., 25 paid day off/yr., $55-65K, incentive plan. Resume to Lueders Environmental, Inc., 27 Brook Street, Medfield, MA 02052. (508) 359-9905 ext. 111, e-mail careers@luedersco.com.

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Candidate must have strong shade tree and ornamental hand snip pruning skills, 5+ years of field experience. Position requires creative, industrious person who can lead and teach others. Excellent benefits, matched 401(k), Health ins., 25 paid days off/yr. Resume to Lueders Tree & Landscape, Inc. 27 Brook Street, Medfield, MA 02052. (508) 359-9905 ext. 111, e-mail careers@luedersco.com.

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<tr>
<th>Vermeer</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
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<tbody>
<tr>
<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9&quot; x 4-1/2&quot; x 5/8&quot;</td>
<td>$29.25</td>
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<td>BC1800XL</td>
<td>KCH20112</td>
<td>Double Edge 10&quot; x 5&quot; x 5/8&quot;</td>
<td>$37.50</td>
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<td>BC1220-BC1250</td>
<td>KCH20002</td>
<td>Single Edge 8&quot; x 3-1/2&quot; x 3/8&quot;</td>
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<td>100, 200, 290</td>
<td>KCH10001</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 3/8&quot;</td>
<td>$18.25</td>
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<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
<td>Double Edge 10-1/2&quot; x 5&quot; x 1/2&quot;</td>
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<th>Brush Bandit</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
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<tr>
<td>90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/32&quot; x 4&quot; x 1/2&quot;</td>
<td>$21.60</td>
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<tr>
<td>100XP-250XP</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 1/2&quot;</td>
<td>$19.20</td>
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<tr>
<td>250XP, 254XP after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$25.50</td>
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<tr>
<td>1890 Intimidator</td>
<td>KCH20103</td>
<td>Double Edge 10&quot; x 5-1/2&quot; x 5/8&quot;</td>
<td>$37.50</td>
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<th>Asplundh</th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
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<tr>
<td>12&quot; Drum</td>
<td>KCH30001</td>
<td>Single Edge 12&quot; x 3&quot; x 3/8&quot;</td>
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<td>16&quot; Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
<td>$19.75</td>
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Immigration enforcement moving to employers?

It appears likely that in the next few weeks the U.S. House of Representatives will take up an immigration bill that focuses solely on interior enforcement and border security. This could include an entirely new mandated hiring process for employers and an increase in penalties and paperwork. Tree care industry employers could be in danger of losing employees working with false documents.

The I-9 hiring process that every employer must follow sometimes results in the unknowing employment of immigrant workers who have false, but legitimate-looking documents. This has resulted in 10 to 12 million undocumented immigrants living and working in the United States.

TCIA, in partnership with 44 other green industry organizations, is working with Congress to have a bill that balances enforcement with the needs of the industry. Congress must move to reform our nation’s broken immigration system. Any viable solution must do three things: strengthen our national security, reconcile our laws with reality, and address the current and future economic and labor needs of our economy.

TCIA and the green industry have worked to support legislation that would contribute to these goals. Congress has not yet acted. With an aging domestic workforce, few younger Americans seeking jobs that require outdoor manual labor, and rising demand for the industry’s products and services, the tree care industry faces a real and growing shortage of workers. The

Advancing safety – one pocket at a time

TCIA members accepted a free Pocket Guide accompanying this issue of the Reporter as TCIA’s Member Benefit of the Month. The TCIA Pocket Guides are dedicated to the principle that ALL accidents are preventable. Accidents have two primary causes: carelessness and ignorance. Our Pocket Guides fight ignorance and help promote careful behavior. They focus on the most serious accident causes in our industry – falls from trees, struck-bys, felling-related accidents and electrocutions.

The TCIA Pocket Guides teach arborists how to avoid accidents in these areas. They are written for the arborist in the field, are incredibly well illustrated to facilitate comprehension, are brief and, as the name implies, conveniently fit in your pocket.

Safe Tree Felling assists the arborist who has to remove a tree or a spar by cutting it from the ground. The guide covers appropriate procedures and practices for tree and site inspection, hazard assessment, job planning, roping and cutting. It also covers the hazards associated with cutting trees that are under tension.

Preventing Falls covers falls from elevation, such as a climber falling from a tree or ladder. Using several years of accident data, the guide carefully and thoroughly covers the common causes for falls, such as climbing system failure, not being tied in, cutting the climbing line/safety line and falling with a cut tree section.

Preventing Electrocutation starts by recognizing that all arborists – not just line-clearance tree trimmers – encounter electrical hazards routinely on the job. It covers the identification of, and proper work procedures to avoid hazards associated with, overhead electrical conductors.

Identifying Hazard Trees teaches the field arborist and climber how to inspect the tree for hazards, how to recognize the common signs and symptoms of potentially hazardous tree conditions, and how to evaluate the risk that the hazards pose to the overall work operation.

Preventing Struck-Bys instructs arborists on how to avoid injury from falling or swinging branches, limb sections and trunk sections during pruning operations, sectional tree take-downs and rigging operations.

For more copies of this title or to order complete sets, please call 1-800-733-2622. Safety doesn’t come in a handier – or less expensive – package.
H-2B temporary worker programs now available to our industry feature either an unrealistic cap or other practical impediments to wider use. As a result, these legal avenues for foreign workers to fill seasonal jobs provide only a miniscule percentage of the labor force.

Recent and anticipated proposals for immigration reform that are limited to interior enforcement and border security fail to recognize the economic realities of our industry, and our nation’s economy as a whole. Simply allocating additional resources to enforcement will not cure our nation’s immigration crisis. This approach has failed in the past, and is doomed to fail again, unless it is coupled with an approach that takes into account the demographic trends facing America.

Our nation’s immigration policy should ensure that U.S. workers have the first opportunity to seek and fill available jobs. Yet, despite numerous efforts to recruit workers out of welfare-to-work programs, from prisons, etc., and to mechanize where possible, we are faced with the reality that foreign-born workers are necessary to help fill the green industry jobs that create the products and offer the services that Americans demand.

Current law provides few avenues for green industry businesses to access a sustainable supply of essential workers. To address the concerns created by the ongoing influx of undocumented workers, and to keep our nation’s economy growing, Congress must deal with the need for a guest worker program that can serve as a legal vehicle to help meet the labor demands of our economy. In addition, Congress must enact realistic solutions for experienced and trusted workers who have a history of contribution to our society. Anything short of such a comprehensive approach to this challenge will bring about unintended serious consequences for the American economy and small and family businesses across the country.

The law already penalizes employers who knowingly hire illegal aliens and imposes enough paperwork; the primary burden of enforcing our immigration laws should not fall on employers. In the weeks ahead, the Voice for Trees PAC will be calling on members to contact their elected representatives to push for legislation that makes sense for America and the tree care industry. Please be ready to answer when the call comes.

Immigration enforcement moving to employers?
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Washington spent the bulk of September and early October focused on hurricane recovery and Justice Roberts’ confirmation. Throughout the month, The Voice for Trees PAC monitored legislative and regulatory developments that may impact the membership. Many of these related to hurricane recovery, such as temporary waiver of I-9 requirements, information on regulatory and legislative initiatives to assist affected businesses and businesses engaged in recovery efforts, and OSHA compliance assistance initiatives for companies operating in the affected areas.

Despite the recovery efforts, Roberts’ confirmation and the FEMA debacle, the White House pressed Congress to take up immigration reform this fall. While publicly the House of Representatives leaders have said they will do so, privately many House staff admit that the indictment of former Majority Leader Tom Delay as well as concerns over the nomination of Samuel A. Alito for Supreme Court justice are likely to distract from the issue and push the House consideration into next year.

Further complicating the matter are several conservative House members who have indicated they would like to pass legislation increasing immigration enforcement (such as instant verification of documents) and border security prior to taking up any bills that create guest worker programs. TCIA, however, together with other interested employer groups, is pushing for legislation that will address all of these issues at once.

On the Senate side, the Judiciary Committee plans on reporting out immigration reform legislation by the end of the session. This may be overly ambitious, however, given the Harriet Miers debacle, the backlog of appropriations bills in the Senate, and the lack of consensus on how to approach the immigration issue.

In an effort to increase TCIA’s profile and advocacy on immigration reform, we joined the Essential Worker Immigration Coalition (EWIC), a group of businesses and business organizations advocating for broad immigration reform. More specifically, EWIC is pushing for legislation that includes a mechanism by which undocumented workers may achieve legal status without leaving the country and establishes an immigration system that provides for the long term labor needs of low skilled and labor intensive industries. TCIA’s legal counsel in Washington, Josh Ulman, attended this month’s EWIC meeting on behalf of TCIA.

TCIA also continued to work through the H-2B coalition – a group of businesses and business organizations advocating for an increase in the number of temporary seasonal workers allowed under the H-2B visa program. Last spring, the coalition secured a short term fix that expands the number of workers permitted in the U.S. on H-2B visas. Ulman also attended this month’s H-2B coalition meeting, where the group discussed strategy for providing a longer term fix.

Lastly, TCIA is concerned with decline of funding for the Urban Community Forest Program. The USDA has been asked by Congress for input on the issue and, in turn, has reached out to stakeholders, including TCIA. TCIA staff and Ulman are coordinating a response to USDA’s request.

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Have an idea for an article? E-mail staruk@treecareindustry.org.
Davey Tree acquires aspects of Angle Tree & Lawn Co.

The Davey Tree Expert Company has added parts of a Denver, Colo., company to its long list of recent acquisitions.

Angle Tree and Lawn Company’s tree surgery business segment will merge with Davey’s current Denver operations, and the entire operation will be supervised by Davey Denver manager Richard Foote. The acquisition marks Davey’s sixteenth in three years, and is in line with the company’s long-term growth strategy, according to Ken Celmer, senior vice president and general manager of residential/commercial services.

Foote agreed that the transition should be seamless and Davey’s Denver area offices will handle former Angle clients. The acquisition will allow Davey to have an East and West side office along with the North Denver/Boulder office and a Colorado Springs office. Foote also pointed out that many of the Angle Tree employees will be joining Davey, an employee-owned company.

“They are excited about becoming employee-owners,” says Foote. “Also, now that they’re working for an international company with branches throughout the North America, the employees will have greater opportunities for training and growth. It’s a beneficial situation for everyone involved.”

TREE CARE INDUSTRY – DECEMBER 2005
Redwoods stand 30 feet tall in our front yard, although they weren’t always that big.

On a trip through the Trees of Mystery in Northern California, we stopped to wonder at the towering beauties. There was no way our family of four could begin to encircle the base of some of these mammoth Redwoods. Our 11- and 14-year-old children felt dizzy as they tried to glimpse the tippy top of each tree.

With any trip we take, I gravitate to the gift shop to buy a small souvenir. To our delight, the gift shop was selling 5-inch high, live redwood trees. With a collective, “How cute!” I bought two, well knowing they wouldn’t like Seattle’s nine months of cold and gloom. But, the tiny trees were irresistible and provided the perfect way to remember the forest.

My husband ceremoniously planted them right in the middle of the front lawn outside our home. Over the years, they survived every accidental nick from the lawn mower, kids at play tripping over them, baseballs landing on them, and a colder-than-usual western Washington winter.

“Watch out for the giant redwoods!” became the familiar call when one of us ventured onto the front lawn.

Our family’s interest and subsequent research revealed several noteworthy facts about the redwoods.

The northern California coast provides the perfect environment for redwoods to survive, with its moist, cool air which keeps the trees damp even in summer droughts. Their ideal forest consists of Douglas firs, western hemlocks, tanoaks and madrones, with mosses and mushrooms providing the floor nutrients. A high tannin content protects the redwoods from insect damage.

Redwoods can grow to 367 feet, the height of a 35-story skyscraper. They can also reach 22 feet around. Age ranges from 600 to 2,000 years old.

Although the State of Washington doesn’t boast “Redwood Forests,” a few redwoods can be seen on the west side of the University of Washington’s Arboretum in the Pinetum area, as well as on the main campus.

A redwood tree also grows at Washington’s Millersylvania State Park, located next to the Environmental Learning Center. And, of course, there are two situated in the author’s front yard in Bothell.

Ten years later, the two trees thrive with the same “We will survive” attitude as when we first planted them. The joke at our house is that our great grandchildren will drive past one day and proudly remark, “See those two, 200-foot redwoods? Our Great Grandpa Beyer planted them over 50 years ago.”

The giants will be the talk of the neighborhood.

Suzanne Beyer lives in Bothell, Washington.
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