At Colorbiotics, our highly qualified team of research professionals is constantly working to develop new and innovative mulch colorant of exceptional quality. It’s this relentless passion for perfection and unparalleled service that propelled Colorbiotics to become the global leader in landscape coatings technology. Colorbiotics is the only landscape colorant supplier whose production process adheres to ISO 9001 certification standards and 100 percent of our product is manufactured on site.

Colorbiotics™
A Becker Underwood Company

Please circle 6 on Reader Service Card

888.663.6980
www.colorbiotics.com
Visit our website and read how you can save thousands of dollars in overhead expenses by phasing out/replacing tree climbers and bucket trucks with a spiderlift.

UP TO THREE TIMES FASTER AND LESS EXPENSIVE THAN CLIMBING

Teupen Lifts Rentals, Sales & Service:

- Long term bare rentals or short term with operators.
- Rent a spiderlift for as little as $360.00 per day (LEO 15GT 50 ft reach, 30 day min rental + roundtrip shipping & tax)
- Short term daily rental rate for 50/75 ft reach lift: $1,980.00 including operator, p/p.
- We travel anywhere in the US and Canada.

Please circle 10 on Reader Service Card

Extreme Access Solutions • 800-944-5898 • www.spiderlifts.com • info@spiderlifts.com
What do YOU hear from the industry?...

This was probably the most often asked question of me at TCI EXPO this year from both tree care company owners and our associate member exhibitors. So for those of you who were not able to attend our Midwest conference and trade show in Milwaukee, here is what I am hearing from the industry so far:

- Many have backlogs from two months to as much as 10 months in isolated cases.
- Most have had a very good year.
- Many are concerned about what is going to happen in the spring – are renewals going to get picked up as usual; or are customers going to cut back?
- Some went ahead and bought equipment as normal; others are waiting until next spring/early summer to decide what to purchase.
- Most are making decisions to focus on the core business; extras or “nice-to-haves” are on hold.

Our near-record attendance at our meeting showed that the demand for quality education has risen tremendously. The inaugural Business Boot Camp was packed and had to be cut off in order for those attending to enjoy the best experience possible. The advance purchase of registrations with maximum access to all education sessions went up considerably.

What are the lessons to be learned from this?
First, none of us has a crystal ball. We’re all learning together.

Second, scenario thinking will put your business in the best position to navigate through uncharted territories. As things slow down now, think about a variety of business situations that you could find yourself in depending on how quickly the economy returns. Plan out exactly what you will do at which stage – now, while you have a little bit of time. Involve your management team so that they can be part of finding alternative solutions and different ways of doing things.

Third, one of the most important ways to navigate is to gather all the insights you possibly can regarding what is transpiring in the broader economy, with your particular client base, and with your employees. Know the variables you are dealing with very well.

Fourth, your colleagues in your trade association are one of the most powerful networks that you can call upon in times like this. Find out what your peers are doing and determine what translates to your own company.

Fifth, stay connected to the cutting edge education that is being offered. Just as it doesn’t make sense to cut your marketing budget back when it gets harder to reach clients, it doesn’t make sense to cut off your team from critical education opportunities that could help you navigate. And stay tuned – TCI is going to be offering up some new ways to tap into that education very soon that will be easily accessible for your company.

Sixth, don’t lose heart. Our industry has so many challenges, from improving safety to finding qualified employees to the economy. However, we also have enthusiastic, passionate, dedicated people who are the backbone of a necessary and noble profession. Lean on each other – and on TCIA.

With that support, what YOU hear from the industry will be positive in 2009!

Cynthia Mills, CAE, CMC
Publisher
Altec Environmental Products (AEP) offers an extensive line-up of high-quality wood chippers from 6" to 18" capacity that are rugged, innovative and designed to help crews work "Safer & Smarter." Each control-feed chipper comes standard with the exclusive and patented "Panic Bar". It's this type of innovation and years of experience that make AEP a leader in tree care equipment.

For more information on products, please call 1.800.269.5188 or email: chippersales@alte.com. For information on financing, please call 1.866.624.4093.
December

Features

8 Deaths from Wind-Related Tree Failures
By Thomas W. Schmidlin, Ph.D.

One Day, One School, One Great Program
By Rebecca Fater

Green Waste = Green Product
Recycling and Your Bottom Line
By Rick Howland

Accreditation: Arbor Images Bets on Best Business Practices to Bring In Business
By Don Staruk

Climbing Gear in Review
By Keith Pancake

Departments

Outlook
By Cynthia Mills
Keep your eye on the bigger picture, make a few adjustments and lean on your support team to negotiate the bumpy economic road ahead.

Meetings
TCIA’s Winter Management Conference 2009 has great educational opportunities, but there is also some fun to be had in the Bahamas.

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

Industry Almanac
Important regional and national meetings and activities.
(Continued on page 6)
The revolutionary design of RAYCO’s RG 1645 combines a 44 hp Kubota turbo-diesel engine, 4 wheel-drive, and 59” cutting width into a compact machine with a low center of gravity. The unique pivot design keeps the engine’s weight low to the frame so you don’t have to sacrifice stability to get diesel horsepower to the stump. Fold down chip retainers provide loads of chip capacity and minimize cleanup time. You need a machine that is capable of taking on whatever challenges your job brings. The RG 1645 is your smart solution from Rayco. (Photo shown with optional tow hitch.)

Call or visit our website for smart solutions from RAYCO
800.392.2686  www.raycomfg.com
December

Departments

28 Branch Office
By Christine Esposito
Use PR to build your green business.

42 Business of Tree Care
By Mark Battersby
The “Bailout Bill” created to aid the financial markets also included tax breaks expected to save taxpayers a whopping $150 billion.

44 Washington in Review
Understanding the new OSHA Directive and avoiding citations.

46 Accident Briefs

50 Classified Advertising

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

70 TCIA 2008 Articles Listing

71 Tree News Digest

71 Advertiser Listing

72 From the Field
By Brian Colter
When handed lemons, make lemonade. But when handed EAB infested ash wood, make furniture, flooring and baseball bats.

Gear in Review

58

Rising from the ashes in Mich.

72

ON THE COVER: The 55-foot-tall balsam fir that was last year’s National Christmas tree at the U.S. Capitol in Washington, D.C., is shown being harvested in the Green Mountain National Forest. The photo is courtesy of Peter Wild, an arborist out of Massachusetts and owner of Arborjet. Wild had treated the tree for balsam woolly adelgid prior to it being harvested.
NEW! LOFTNESS Kwik-Ax
Forestry Mulching Heads for Skid-steers

SAVE TIME
SAVE FUEL

Its high efficiency, downward rotating, sharpened “AX” blades provide faster cutting with lower fuel and horsepower requirements than carbide type heads.

From the makers of... TimberAx and Generation Carbide Cutter

loftness.com
800.828.7624
320.848.6266
Hector, MN 55342 USA

Please circle 16 on Reader Service Card
We prune for aesthetics, we prune for tree health, and new research confirms the need to prune for safety.

Recent research conducted at Kent State University examines the hazard posed by trees to human health and life during severe weather. Data maintained by the National Climatic Data Center tracks information on storm fatalities in the United States. Examination of this data revealed that fallen trees accounted for 407 deaths between 1995 and 2007.

Fallen trees or limbs caused 53 percent of all deaths from thunderstorms in this period, 46 percent of the deaths from non-convective high winds, 31 percent of all tropical cyclone deaths, and 4 percent of the deaths from tornadoes. Nonconvective winds are those high winds associated with large pressure gradients in mid-latitude, low-pressure areas, and also winds of dust storms and down slope and gap winds, as may occur in mountains.

Summarizing deaths from wind-related tree failures in the United States allows arborists to place this hazard in the context of other severe weather hazards in the United States. It forms a basis for comparisons with similar hazards elsewhere, and provides guidance for improved preparedness and safety recommendations.

Tree species vary in their resistance to breakage or being uprooted. Vulnerability for failure is further affected by tree age, size and health, and local site conditions of exposure, slope, soil type, soil moisture and adjacent trees. A tree’s resistance to stem breakage under load can also be affected by temperature. Additional information on the resistance of trees to breakage or being uprooted can be found in “Trees and Wind: A Bibliography for Tree Care Professionals” by Scott Cullen (Journal of Arboriculture, January 2002).

The goal of the Kent State research was not to assess wind speeds associated with deaths from fallen trees, but some estimates are provided from the literature. The Enhanced Fujita Scale for ranking intensity of tornadoes includes estimates of the three-second-gust speeds necessary for damage to trees (www.spc.noaa.gov/ef-scale.html).

For hardwood trees, such as oak, maple, birch and ash, a three-second gust of 74 mph will break large (greater than 1 inch) branches, 91 mph will uproot trees, and 110 mph will snap tree trunks. For softwood trees such as pine, spruce, fir and hemlock, a three-second gust of 75 mph will break large branches, 87 mph will uproot trees, and 104 mph will snap tree trunks. These are not absolute numbers but a value near the middle of the range of minimum wind speeds expected to cause the damage.

Wind speeds of these magnitudes occur with weak tropical cyclones, weak tornadoes, thunderstorm downbursts and winds...
associated with mid-latitude cyclones, among other meteorological events. In addition, heavy accumulations of snow or ice may cause trees to fail even with lighter wind speeds.

The online resource Storm Data (www4.ncdc.noaa.gov/cgi-win/wwwcgi.dll?wwEvent~Storms) was searched for events for all 50 states with at least one death under the event categories of tornadoes, hurricanes and tropical storms, thunderstorms and high winds, or snow and ice. Storm Data contains the best national information available for these hazards and is the primary source used to examine past severe weather events, in spite of some omissions and inconsistencies in the data. In addition, the Tornado Project Web site (www.tornadoproject.com) was examined for deaths from tornadoes, and the annual review of the Atlantic hurricane season as published in Monthly Weather Review was consulted for additional details on deaths during tropical cyclones.

The National Weather Service’s Service Assessments published after severe weather events were also consulted. Summaries of deaths associated with Hurricanes Marilyn, Opal and Katrina were obtained from Morbidity and Mortality Weekly Report. Deaths from Hurricane Katrina in Mississippi and Louisiana are not included here due to uncertainty in the data, although indications are that at least 15 deaths were caused across inland Mississippi due to fallen trees.

The sex and age of the victims were recorded, along with the state, county and weather event type. If a fallen tree or limb was given as the cause of death, it was considered a death from a wind-related tree failure. The location where the person was when struck by the fallen tree, such as outdoors, in a vehicle, in a mobile home or in a frame house was noted. Deaths in campers, tents, on motorcycles or on all-terrain vehicles were considered “outdoors.”

Deaths in vehicles struck by a fallen tree and in vehicles that struck a fallen tree on the road were considered to have been caused by the fallen tree. Deaths from vehicles veering off the road and into a tree were not considered as a tree related death. Deaths from falling trees or limbs a few hours after the trees were damaged by wind were counted as fallen tree deaths. Deaths from trees being cut or trimmed before the storm or during tree removal after the storm were not included. Although not always associated with high winds, deaths caused by trees or limbs that fell under the weight of snow or ice were included in this database as trees that failed as a result of severe weather.

There were 407 deaths caused by wind related tree failures in the United States during 1995-2007, an average of 31 per year. These occurred in 41 states and the District of Columbia. Of the 407 known deaths caused by wind-related tree failure during 1995-2007, the location of the victim (such as in vehicle, outdoors, in house) was known for all 407 deaths, age was known for 392 (96 percent), and sex was known for 391 (96 percent). Most (62 percent) of the victims were male with a median age of 44 years. Forty-four percent were killed in vehicles struck by a fallen tree or limb while in a vehicle, 38 percent were struck outdoors, and 18 percent were struck while in their home – half in a mobile home and half in a frame house. Table 1 contains a summary of this information.

The regional distributions of deaths are shown on the map (Fig. 1, next page). Most incidents involved a single death, however, two fallen trees caused four deaths each. A falling tree struck a school bus carrying 10 children during a nonconvective high wind event in Queens, New York City, on March 6, 1997, killing four and injuring six. A tree fell on a vehicle in Yakima County, Washington, on August 26, 1997, killing all four occupants. This event is listed as a “high wind” in Storm Data, although other damaging events that day are listed as “thunderstorms.” The discussion below examines deaths based on the type of severe weather that caused the fallen trees.

**Thunderstorm winds**

There were 165 deaths from fallen trees caused by thunderstorm winds. About 40 percent of these thunderstorms are expected to have been associated with derechos. Derechos are widespread, long-lived windstorms that are associated with bands of rapidly moving showers or thunderstorms. Most (58 percent) of the deaths were male, the median age was 39 years (range 1-89 years), and deaths occurred primarily to persons in vehicles (47 percent) and outdoors (40 percent).

Deaths from fallen trees in thunderstorms occurred almost entirely (96 percent) east of the Great Plains (100oW longitude). This is perhaps due to lower population density and fewer trees to the west on the Great Plains or possibly the
result of fewer severe thunderstorms farther west. A concentration of deaths occurred in the Megalopolis region from southern New England to northern Virginia, where population density is greatest. Most (78 percent) deaths occurred during May through August, when thunderstorms are most frequent in the eastern United States.

Nonconvective high winds

There were 143 deaths from fallen trees caused by nonconvective high-wind events. Most (61 percent) of the deaths were males, the median age was 45 years (range 1-90 years), and deaths occurred most commonly to persons in vehicles (50 percent) and outdoors (38 percent) (Table 1). Deaths from fallen trees during nonconvective wind events occurred most frequently in the Pacific Northwest and the mid-Atlantic coastal region followed by California and the southern Appalachians. There were three deaths in Hawaii.

Most (88 percent) deaths occurred during October through April, when mid-latitude cyclones are strongest. Although it occurred prior to the period studied here, one of the deadliest nonconvective windstorms in history killed more than 40 people in the Pacific Northwest in October 1962, many due to fallen trees. Tropical cyclones

There were 57 deaths from fallen trees caused by 15 tropical cyclones during 1995-2007, not including deaths from Hurricane Katrina in Louisiana and Mississippi. Two-thirds (68 percent) of the deaths were male, the median age was 45 years (range 3-87 years), and deaths occurred in nearly equal numbers to people in homes, in vehicles or outdoors (Table 1).

The deaths occurred in 11 states from Texas to Vermont and all occurred within 200 miles of the coast. North Carolina had the most deaths with 14. Deaths occurred only in the months July through October, with a peak (58 percent) in September, corresponding with the tropical cyclone season in the North Atlantic. Trees may be especially vulnerable to uprooting or breakage during the winds of tropical cyclones due to the heavy rains that may weaken the soil strength. An additional factor is the existence of dense tree canopies on deciduous trees during the tropical cyclone season. The wind force placed on the canopies increase the likelihood of tree failure.

Tornadoes

There were 28 deaths that were directly the result of fallen trees during tornadoes. Of the 28 fatalities from tornado-fallen trees, 69 percent were males and the median age was 52 years (range 13-91 years). The most common location of a person killed by a fallen tree during a tornado was in a home (42 percent), followed by in a vehicle (32 percent) and outdoors (25 percent).

Fatalities from fallen trees during a tornado occurred in 14 states, all in the eastern half of the United States, with Arkansas having the most (four) of any state. Although tornadoes are most common in spring and summer, deaths from fallen trees associated with tornadoes did not show this same strong seasonality. Deaths occurred in all months except July, and 32 percent of the total occurred in two months, April or November.

In two cases there were multiple fatalities. Two men died in Simsboro, La., when their truck was crushed by a tree, and two men seeking shelter in a ditch near Denmark, Ark., were killed by a tree. The descriptions in Storm Data for the tornadoes that caused one or more deaths from
wind related tree failures typically showed a path length of 5 miles and path width of 200 yards.

More than one-third (38 percent) of the deaths from wind related tree failures were associated with tornadoes rated F0 or F1 on the Fujita Scale, yet only 7 percent of deaths from tornadoes during 1995-2007 were from tornadoes rated F0 or F1. This emphasizes that risk of death from wind related tree failures increases at wind speeds of 70-90 mph. This is a lower threshold than associated with risk for death from high winds due to destruction of houses or vehicles.

Snow and Ice

Fourteen people were killed by falling trees or limbs due to heavy accumulations of snow or ice. Most were males who were outdoors. Ice accumulations were the cause in 10 of the 14 deaths.

The median age was 69 years (29-78 years). These deaths were concentrated in the northeastern portion of the United States and in Washington state, a pattern that aligns with the regions experiencing the maximum number of hours with freezing rain. Somewhat surprisingly, there were two deaths in Louisiana following an ice storm. Deaths from fallen trees due to snow or ice occurred from October to April, with 50 percent in December.

Summary

Deaths from wind related tree failures occurred in 41 states and the District of Columbia. New York had the most (30), followed by Washington (28), Pennsylvania (27), Georgia (24), and North Carolina (24). A death rate was calculated for each state by dividing the total deaths from wind-related tree failures during 1995-2007 in each state by the 2000 state population in millions. Mississippi (5.3 deaths/million), New Hampshire (4.9 deaths/million), and Washington (4.8 deaths/million) were the three highest rates in the country. These 13 years of results are noteworthy, but the associated statistics could change significantly with the addition of a few deadly storm events in the future.

Persons killed by wind-related tree failures during tropical cyclones and tornadoes were more commonly at home (~40 percent) when struck than those killed by thunderstorm and nonconvective high winds (~12 percent at home). A tornado warning or hurricane warning causes people to seek shelter indoors. In contrast, driving and other ordinary daily activities continue during thunderstorms and nonconvective high winds, placing people who are in vehicles or outdoors at risk from fallen trees.

In addition to deaths caused directly by fallen trees, as summarized here, wind-related tree failures cause many non-fatal, but life-changing injuries. Indirect deaths and additional suffering are caused by trees that have fallen on roads and blocked rescue to injured persons. Additional indirect deaths and injuries occur when trees or limbs broken in a storm, known as “widow-makers,” fall later. Unsound or dead trees or large limbs also fall and cause deaths without the presence of severe weather, and are not included here.

People will always live and spend leisure time around trees and trees provide many benefits to our environment. Meanwhile, the legal liability of tree owners for damages caused by fallen trees has been rising in the United States. The risks from fallen trees described here emphasize the need to maintain trees in a healthy and structurally sound state in order to minimize risk.

Even healthy and sound trees may be broken or felled by strong winds or ice accumulations, so severe weather safety recommendations should continue to emphasize seeking shelter in sturdy buildings when any type of high winds are expected. Risks to people outdoors in tents or campers may be reduced if they are directed to seek shelter in a sturdy building or, if none is available, enter their vehicle and park in an open area away from trees for the duration of the high winds.

As a professional, the arborist needs to actively advocate for the selection and planting of those varieties of trees that are less susceptible to deadly breakage or uprooting. A continued effort should be exerted to educate property owners of the need for proper tree maintenance aimed at sustaining the health/structure of the tree and thereby minimizing harmful effects from storm-related stress. A tree risk assessment and tree risk management program should be in place, especially in public areas such as along roads and in parks.

Thomas W. Schmidlin, Ph.D., is a certified consulting meteorologist with the Department of Geography at Kent State University in Kent Ohio.

A tree was uprooted and crushed a car during a wind storm at Columbus, Ohio, September 14, 2008. Printed with permission of the National Weather Service, Wilmington, Ohio, photographer James Delewese.
20,000 FAMILIES WILL TAKE YOU FOR GRANTED TODAY.

If you do it right, nobody in the neighborhood will even know you’ve done your job.

Terex Utilities takes that responsibility as seriously as you do, building low-maintenance, highly productive equipment that stands up to tough jobs—backed by one of the most responsive, trustworthy customer service networks in the industry. Because it takes a lot of work to make it look like nothing happened.

To learn more about Terex Tree Equipment, visit us at www.terexutilities.com

Get more information on the hard-working line of Terex Utilities commercial equipment. Call 1.800.962.6075, or visit www.terexutilities.com

© Terex Corporation 2007. Terex is a registered trademark of Terex Corporation in the United States of America and many other countries.
Not-so-serious activities afloat in the Bahamas

Advancing business is the primary purpose of TCIA’s Winter Management Conference 2009, February 8-12, 2009, on Grand Bahama Island in the Bahamas. But there’s also plenty of fun and exciting activities for the whole family outside the classroom and structured educational offerings.

Every day, the conference allows for time to enjoy the wondrous setting that is the Our Lucaya Resort complex. From golf to water sports to up-close interaction with the people and environment that make the Bahamas so special, WMC has a little of something for everyone. Read on for the daily schedule of outings and activities.

Sunday, February 8
Welcome Reception
Put your worries aside, meet and mingle with old friends and new, and get ready for the next four days of education, networking and fun with family and friends. A welcome celebration complete with Bahamian music, hors d’oeuvres and island cocktails is the perfect warm-up for All Stars Align!

Kayak Lucayan National Park & Cave Tour
Begin your adventure with a guided kayaking trip through a coastal mangrove forest (safe for all levels, light and moderate paddling only). The kayaking portion of the tour ends on a secluded beach, where you’ll embark on a guided nature walk that includes a visit to the Lucayan Caves.

Robert Felix Memorial Golf Tournament
Organized and hosted by Tree Care Industry Foundation to benefit students of arboriculture. The Lucayan Country Club par-72 golf course is sure to challenge all levels of golfers. The course is known for its tree-lined fairways, small elevated greens and Dick Wilson bunkers protecting every pin. Sponsorship opportunities, including hole sponsorships, lunch/beverage cart, golfer challenges and awards reception are still available. Contact Deborah Johnson at 1-800-733-2622 ext. 123 for more information.

Monday, February 9
Sunset Catamaran Cruise on Board “The Bahama Mama”
Come aboard Freeport’s largest catamaran, for a two-hour cruise along the coastline. Enjoy local cocktails, lively music, and hors d’oeuvres as you relax with old friends and take in one of the island’s magnificent sunsets.

Spouse Breakfast & Make Your Own Perfume
Enjoy a light breakfast at the Westin hotel before embarking on a tour of the Bahamian Perfume Factory. After a behind-the-scenes tour of a working fragrance operation, you’ll have the opportunity to mix, bottle and name your own signature fragrance.

Early bird deadline for WMC 2009 is January 9
Register by Jan. 9 and save $100 per registration. Don’t delay, and don’t wait on your plane or hotel reservations either. The price of oil has dropped dramatically since summer, and with it, airlines have cut fares. Unlike every other year when airfares climbed dramatically by Thanksgiving, this year fares to the Caribbean have actually dropped! Also unlike every other year, this year attendees have two hotels to choose from. But who knows how long those great deals will last. Book your hotel and airline tickets today for the lowest rates and best choices of seats and room.

Wednesday, February 11
Sea Safari Snorkel Tour
Set out for an afternoon of relaxation and reef snorkeling aboard the Fantasia, a 72-foot double-deck catamaran featuring a 20-foot rock climbing wall and water slide. Snorkel on the surface of the shallow reefs with tropical fish, or sip a beverage as you enjoy the cruise. Includes snorkel equipment and instructions, as well as use of all on-board amenities.

Airboat Nature Venture
The thrill of an airboat ride through rich mangrove lagoons combined with a nature walk and a dip in a secluded cay make this adventure an all-around great time. You’ll see underwater “blue” holes and snap photos of the wildlife, and learn about the local flora and fauna on a guided nature walk.

Dolphin Swim
The ultimate experience for the dolphin enthusiast! Swim and interact with the dolphins in the natural environment of the Dolphin Lagoon at Sanctuary Bay. Learn hand signals to communicate with the dolphins and watch as they perform and play.

Dolphin Close Encounter (no swimming)
Visit with the dolphins in the Dolphin Lagoon at Sanctuary Bay. This is your chance to get up close and personal with this amazing and intelligent mammal. Take photos and put your feet in the water while the dolphins swim up to meet you.

Peterson Cay Kayak & Snorkel Tour
Enjoy a 30-minute kayak tour to tiny Peterson Cay, the Bahamas’ smallest National
Park. Watch for dolphins, stingrays, spotted eagle rays and a variety of Bahamian bird species. Spectacular snorkeling takes place only yards off the beach.

**Voice for Trees Political Action Committee - Gala Dinner & Auction**
The highlight of every WMC, the Voice for Trees political action committee cocktail reception, dinner and auction offers an exciting way to raise needed dollars to advance your interests in Washington. Join us for a night of bidding and festivity at Portobella’s Restaurant. Cocktail attire requested.

**Thursday, February 12**
Airboat Nature Venture
(Repeat from Tuesday)

**Deep Sea Fishing**
Join us for a half-day excursion out to sea on a 42-foot, fully equipped sport fisherman yacht. A large variety of game fish abound in any season, including sailfish, shark, barracuda, snapper, grouper and more. 1-5 p.m.

**Farewell to the Bahamas Party**
Come help us celebrate another successful WMC and say goodbye to colleagues and friends on your last night in the Bahamas. Following cocktails and a delicious buffet dinner, you’ll be treated to local island music. Cap off the party dancing the night away with your new and old friends. You’ll return home refreshed, inspired and ready for the year ahead.

For more details on these events or on the educational programs planned for WMC 2009, or for hotel information, reservations or to register, visit www.tcia.org or call 1-800-733-2622.

---

**The Business End of It: WMC 2009 Education Schedule**

**Monday, February 9**
**Own It!**
Chip Eichelberger, CSP, WMC 2006 Favorite
You first heard Chip present “Get Switched On” during WMC 2006. In Chip’s newest program, “Own It!,” he taps into the hidden potential inside each one of us and shows how the power of making even one new decision can ignite tremendous performance improvements.

**Poolside Forum**
Business Survival Strategies: Dealing with cash flow challenges

**Tuesday, February 10**
**Fertilizing Your SIX Branches of Business for Managers**
Renee Walkup
First brought to you at EXPO ‘08, Renee will expand on her presentation and target you, the business owner. She will discuss your six branches of business and show you how, by focusing on developing them, your business will flourish.

**ProActive Customer-Focused Sales**
*Dirk Beveridge WMC 2008 Favorite*
Top producing businesses are always looking for ways to improve and differentiate themselves in today’s continually changing markets. As Dirk stated at WMC 2008, if you are selling the same way you did 12 months ago, you’re already losing business. That is more true today than ever. His methods for aggressive sales growth were the reason he was the favorite of WMC 2008 and he is ready to build upon his ideas. Are you?

**Poolside Forum**
Business Survival Strategies: Generating and maximizing leads in a slow economy

**Wednesday, February 11**
**Creating a Culture Where Employees Own Safety**
Anne R. French, Ph.D. senior partner, Safety Performance Solutions, Inc.
Safety is not something management does to or for employees. Management commitment to safety is necessary, but true safety excellence requires engagement from personnel throughout the organization, especially the hourly employees. Such engagement in safety benefits the employees as well as the organization. Every worker has something meaningful to contribute, and people will contribute if the climate is right.

**Poolside Forum**
Business Survival Strategies: Using Safety to Cut Expenses

**Thursday, February 12**
**Real Bottom Line: True Employee Motivation**
John Parker Stewart WMC 2008 Favorite
Stewart will continue to bust the myth that leaders can motivate others by his sharing how we actually can only motivate ourselves. Our purpose as supervisors, owners, crew chiefs and leaders is to create an environment where our crew members “self-motivate.” Building such an environment is the challenge – he will show us how!

**The Leadership Formula**
Robert Stevenson WMC 2006 Favorite
Stevenson spoke during WMC 2006 on how “The Best Get Better.” Now he is here to teach “The Leadership Formula.”

**Poolside Forum**
Business Survival Strategies: Profiting on your byproduct to get you through lean times.
**Bandit Model 2000XP Stump Grinder**

Bandit recently unveiled their latest self-propelled stump grinder, the Model 2000XP. The tri-wheel Bandit Model 2000XP offers a tight turning radius with two hydraulic steering axles: three-wheeled manual, three-wheeled hydraulic and four-wheeled hydraulic. It also features a 20-inch-diameter cutter wheel with 18 Greenteeth for smooth, efficient cutting. Dual hydraulic drive motors increase torque, which allows the 2000XP to traverse uneven terrain more easily. An optional narrow, 29-inch-wide, four-wheeled frame is available. Contact Bandit Industries, Inc. at 1-800-952-0178 or via www.banditchippers.com.

Please circle 192 on Reader Service Card

---

**Greenwood Outdoor Wood Boiler**

The Greenwood Aspen Series outdoor wood-fired furnace has been designated as a qualified, low emission wood boiler by the U.S. Environmental Protection Agency. The Aspen emits 8.4 grams of wood smoke emissions per hour compared to the more than 70 grams per hour produced by a traditional wood boiler. Designed as a central heat source for residential and commercial applications, the Aspen is a cleaner and higher efficiency appliance when compared to its older traditional wood boiler cousins. It uses less wood. And, when combined with radiant, baseboard, forced air or central heating systems, the Aspen can reduce heating bills by as much as 70 percent. It also does not need to be as cleaned as often as wood stoves or traditional outdoor wood boilers. The Aspen line has models that produce up to 420,000 BTUs per hour, enough to heat between 1,500 to 12,000 square feet, depending on the model. Contact Greenwood, LLC at 1-800-959-9184 or via www.greenwoodusa.com.

Please circle 191 on Reader Service Card

---

**Silky Japanese Fiberglass Pole Saw**

Silky’s new Todoku 390 18-foot professional fiberglass pole saw system, which debuted at TCI EXPO 2008 in Milwaukee, uses high-strength, oval-shaped fiberglass poles manufactured in collaboration with Asahi Glass Co., Ltd., the company that pioneered manufacturing of fiberglass several decades ago. Oval-shaped configuration of fiberglass poles provides precise control over the direction of the blade and reduces bending of connected poles. The base pole has a pole-end shock absorber and a comfortable rubberized over-grip that ensures good stability and control. The pole saw comes with three 6-foot fiberglass poles and the blade assembly. Extension range is eight to 18 feet, allowing a maximum working reach of 21 feet. The pole saw is equipped with the best-selling Hayauchi 15-2/5-inch curved blade that utilizes proprietary Silky 4-Retsume Technology. Tooth configuration is 5.5 teeth per inch, which is ideal for the toughest, high-volume tree pruning and line clearance work. The blade can be adjusted to two different angles for lower or higher cutting and features an upper and lower sickle. A dual locking system is designed and incorporated to assure structural rigidity of the connected poles. Contact Silky via www.silkyusa.com.

Please circle 193 on Reader Service Card

---

**Bobcat heavy-duty snow blades**

Bobcat’s new line of heavy-duty snow blades feature blade oscillation, a trip edge and a box-style mainframe and are available in 86-, 96- and 108-inch models. These blades are designed for use on a variety of Bobcat loaders and tool carriers. A double-action cylinder angles the blade 30 degrees to the left or right. Angling the blade is controlled from the cab by a fingertip control, which allows the operator to adjust the blade without removing hands from the loader steering levers. The blade oscillates 5 degrees to keep in contact with the surface, preventing the need for multiple passes to clear snow. Damage to snow blade components is prevented by the torsion-spring trip edge should the snow blade contact raised concrete or other obstructions. The box-style mainframe is a heavy-duty and durable design that will keep the snow blade working, especially when used on large-frame loaders. The orange blades are easily seen by the operator. Optional features include rubber or polyurethane cutting edges and end-wing kits. The end-wing kits make the attachment more versatile by allowing the snow blade to also be used as a snow pusher. Contact Bobcat Company via www.bobcat.com.

Please circle 190 on Reader Service Card
**Greater Earth Organics Compost Tea Machine**

Greater Earth Organics’s GEOTEA Compost Tea machine promotes tree health and longevity by improving the soil around the root zone of a tree. Compost tea is a liquid natural bio-stimulant composed of beneficial bacteria, fungi and other naturally occurring microorganisms that greatly improve plant and soil health. A GEOTEA Compost Tea machine makes 250 gallons a day of active microbial inoculant that will treat up to 50 10-inch dbh trees for about 20 to 30 cents a gallon. Apply as a drench, foliar or soil injection. The GEOTEA 250 is manufactured with the highest quality stainless steel components for years of trouble-free service. It is powered by a ½ hp motor that aerates and agitates the liquid for optimum performance. Contact Greater Earth Organics at 1-866-266-3474 or via www.GreaterEarthOrganics.com.

**Vermeer SC252 stump cutter**

Vermeer’s SC252 versatile, 27-hp (20-kW), rubber-tire stump cutter now includes an operator presence system to further protect the operator. Control handles for travel, swing and raise/lower functions are equipped with sensors that recognize the presence of the operator’s hands. If the operator’s hand(s) leave the controls for more than half a second, the clutch will automatically disengage. The cutter-wheel brake will engage and the “cutting wheel engaged” indicator light will begin flashing. If contact with the handles is resumed within two seconds, while the cutting wheel indicator light is still flashing, the cutter wheel brake will release and operation may resume. If more than two seconds elapse without contact with the controls, the cutter wheel drive switch must be turned off and then returned to the “on” position to resume operation. Vermeer is an industry leader in developing safety features such as the operator presence system, and the patented Bottom Feed Stop Bar on its line of brush chippers. Contact Vermeer via www.vermeer.com or e-mail salesinfo@vermeer.com.
Stay Green goes even greener with new cars

Stay Green Inc.’s sales force is now equipped with fuel-efficient vehicles, affirming the landscape management company’s ongoing commitment to adopting “green” business practices.

“Reducing our impact on the environment has always been a top priority for Stay Green,” says Chris Angelo, Stay Green vice president. “Since we work outside, you might say that the natural environment is our office. And we want to take the best care of our office that we can.”

The Santa Clarita, California-based company’s seven sales representatives received 2008 Nissan Altima sedans to replace the Ford Escape SUVs they had been driving. The change will lower the company’s fuel consumption and cut the amount of carbon dioxide and pollution its vehicles emit.

According to analysis of the Altima and Escape conducted by the United States Environmental Protection Agency, 13 percent less petroleum is needed to power each Altima on a yearly basis. The Altimas also emit 13 percent fewer tons of carbon dioxide, or greenhouse gasses, which are thought to be among the leading causes of global warming. Stay Green will reduce carbon dioxide emissions by 2.2 tons per vehicle over the course of a year.

The EPA also issues Air Pollution Scores for cars to help buyers understand the amount of health-damaging and smog-forming airborne pollutants a vehicle emits. It is based on a 0 to 10 scale, with 10 being best. Stay Green’s new Altimas score a 6 versus a 3 for the Escapes, a 100 percent improvement in reducing air pollution.

Stay Green Inc., an 11-year TCIA member, is a family owned company founded in 1970 that provides landscape maintenance and tree and plant health care services for residential, commercial and industrial properties throughout Southern California.

Fecon opens new facility

During its 2008 National Sales Meeting in September, Fecon, Inc. gave dealers from across the U.S., Australia and Canada tours of the new 56,000-square-foot addition to its Lebanon, Ohio, facilities. The addition provides more room for research and development, expanded rotor balancing capabilities, a covered bay for machine washing and improved space for product support and engineering.

Fecon manufactures the Bull Hog mulcher, FTX track carriers, tree shears, grapples and stump grinders.

Former OSHA head joins labor and employment firm

Former Assistant Secretary of Labor for Occupational Safety and Health, Edwin G. Foulke, Jr., has joined the firm of Fisher & Phillips LLP, a national labor and employment law firm.

Until recently, Foulke headed the Occupational Safety and Health Administration (OSHA), where he oversaw a staff of more than 2,200 safety and health professionals, whistleblower investigators and support personnel. As Assistant Secretary, he was responsible for overseeing the agency’s enforcement, rule making, compliance assistance, training activities, and whistleblower activities.

Foulke joins Fisher & Phillips as a partner in the Workplace Safety and Catastrophe Management Practice Group, a group of attorneys who assist clients in developing and defending effective safety and health management programs. His responsibilities will include workplace safety compliance and strategic safety planning, defense of employers in workplace health and safety cases, providing advice and assistance to employers in responding to workplace catastrophes, and providing advice and advocacy for employers in legislative and regulatory matters.

Appointed by President George W. Bush to head OSHA, he was sworn in on April 3, 2006. During his tenure with OSHA, workplace injuries, illnesses and fatality rates dropped to their lowest level in recorded history. Mr. Foulke also served on the Occupational Safety and Health Review Commission from 1990 to 1995, chairing the commission from March 1990 to February 1994. The three-member commission is an independent federal adjudicatory agency that renders decisions involving workplace safety and health citations arising from OSHA inspections. Mr. Foulke is the only person to ever head both OSHA and the Commission. He also served on the Workplace Health and Safety Committee for the Society for Human Resource Management from 2000 to 2004 and was a member of the Health and Safety Subcommittee for the U.S. Chamber of Commerce. He also has spoken and written extensively on workplace safety and health issues as well as whistleblower protection.

A native of Perkasie, Pa., Mr. Foulke graduated from North Carolina State University and earned his law degree from Loyola University, and a Master of Laws degree from Georgetown University.

Fisher & Phillips LLP has offices throughout the United States.

Samson acknowledges 25 staff for 30 years of service

Samson, manufacturer of high-performance cordage, in October celebrated 25 employees who have worked for the company for 30 or more years. In recognition of the significant milestones, dinners were held in the respective hometowns of each manufacturing facility: Bellingham (Ferndale), Wash., and Lafayette, La.

Samson attributes the longevity of their employees to the daily practice of the company’s core values that emphasize passion, pride, service, quality, innovation, integrity, teamwork and safety. From the manufacturing floor to the offices, Samson employees are considered valuable contributors and cornerstone to the success of the 130-year-old company.
“As we continue to grow and add more members to the Samson team, we are proud of the fact that the average length of service is 10 years, and 20 percent of our employees have been with us more than 20 years,” said Tony Bon, Samson president. “We are pleased to honor these special employees and thank them for their loyalty and commitment. It’s important that we keep the continuity of knowledge and experience that only our long-term employees can provide as we expand by adding fresh, new talent to the team.”

Echo carving champ raises $34,700 for Make-a-Wish

Pro-carver Bob King captured the Echo Cup for the third consecutive year at the Echo Chain Saw Carving Series Championship, held October 3-5, 2008, at the Albuquerque International Balloon Fiesta. Mark Colp won the People’s Choice category.

Eight carvers from across the U.S. and Japan competed after placing in the top rankings of one of four qualifying events. They competed in New Mexico to raise money for the Make-A-Wish Foundation of New Mexico and to win cash/prizes totaling more than $75,000.

The final sculptures were judged and then auctioned, with all proceeds benefiting the Make a Wish Foundation of New Mexico. The event raised $34,700. The organization grants “wishes” to children who have a life threatening medical condition. Eight wishes were identified for funding from proceeds at the Championship.

The carvers had 20 hours over three days to produce masterpiece sculptures based on their interpretation of the theme “Launching Dreams.” The pieces were judged and ranked on how well the carver interpreted the theme, the difficulty of the design, and craftsmanship.

Visit www.echo-usa.com/carvingseries to view the pieces and the style each carver chose to build a competitive advantage.
Industry Almanac

Events & Seminars

December 3–6, 2008
ASCA 2008 Annual Conference
American Society of Consulting Arborists
Loews Ventana Canyon Resort, Tucson, AZ
Contact: www.asca-consultants.org; (301) 947-0483

December 3, 2008
ISA Cert. Arborist, Utility & Municipal Spec. Exams
Cora Hartshorn Arboretum,
Millburn, NJ
Contact: Matt (609) 625-6021; www.isa-arbor.com

December 4–8, 2008
ArborMaster Level 1 Climbing Methods & Best Practice 2-day hands-on training,
Irving, TX
Contact: (860) 429-5028; www.arbormaster.com

December 6, 2008
NJASA Work Day
Cross Estate Gardens, NJ Hist. Garden Foundation
Bernardsville, NJ
Contact: Trevor Hoeckele (908) 581-9009;
treedr@verizon.net

December 8–9, 2008
ArborMaster Level 1 Rigging Applications
2-day hands-on training
Irving, TX
Contact: (860) 429-5028; www.arbormaster.com

December 9, 2008
Maintaining Tree Health Morris Arboretum,
Philadelphia, PA
Contact: Jan McFarlan (215) 247-5777 x156 or 125;
jlm@pobox.upenn.edu

December 10–12, 2008
ArborMaster Level 2 Rigging Applications
2-day hands-on training,
Irving, TX
Contact: (860) 429-5028; www.arbormaster.com

December 11, 2008
Comprehensive CORE Pesticide Training Seminar
Bingham Farms, MI
Contact: MGIA (248) 646-4992; www.landscape.org

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

January 7–9, 2009
2009 CSRA Tree, Ornamental and Turf Seminar
Julian Smith Casino, Augusta, GA
Contact: (770) 554-3735; (770) 652-9006;
www.georgiaarborist.net

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

January 7–9, 2009
2009 Empire State Green Industry Show
Rochester Riverside Convention Center, Rochester, NY
Contact: NYSTA (518) 783-1322; www.nysta.org

January 9–11, 2009
Georgia Arbor. Assoc. 2009 Tree Climbing Championship
Lake Ocmulgee Park, Augusta, GA
Contact: (770) 554-3735; www.georgiaarborist.net

January 13, 2009
Electrical Hazard Awareness Training (EHAP)
tba, MI
Contact: MGIA (248) 646-4992, www.landscape.org

January 14 & 15, 2009*
Certified Treecare Safety Professional-CTSP Workshop
Maugel facility, Arcadia, CA
Contact: 1-800-733-2622; www.tcia.org

January 14–15, 2009
MD Arborist Assoc. Winter Recertification Seminars
Turf Valley Resort & Conf. Ctr., Ellicott City, MD
Contact: (410) 321-8082; www.mdarborist.com

January 15, 2009
Taking the Next Step Toward Success!
Bingham Farms, MI
Contact: MGIA (248) 646-4992, www.landscape.org

January 19–23, 2009
Advanced Landscape Plant IPM PHC Short Course
University of Maryland, College Park, MD
Contact: akeoimen@umd.edu
www.raupplab.umd.edu/conferences/AdvLandscaping/

January 21, 2009*
Connecticut Tree Protective Assoc. Annual Meeting
Plantville, CT
Contact: www.CTPA.org; cmdonnelly@aol.com

January 25–30, 2009
2009 Mid-Atlantic Horticulture Short Course
The Founders Inn, Virginia Beach, VA
Contact: mahsc.org; (757) 523-4734

January 26–27, 2009*
44th Annual PennDel Shade Tree Symposium
Lancaster Host Resort,
Lancaster, PA
Contact: 1-800-733-2622; www.tcia.org

January 28, 2009*
Certified Treecare Safety Professional-CTSP Workshop
In conjunction with PennDel
Lancaster, PA
Contact: 1-800-733-2622; www.tcia.org

January 28, 2009
MDA Updates: Meet the Pesticide Police
Bingham Farms, MI
Contact: MGIA (248) 646-4992, www.landscape.org

Jan 29–30, 2009
23rd Annual Think Trees Conference
Albuquerque Marriott Pyramid North,
Albuquerque, NM
Contact: jviers@nmsu.edu; (505) 243-1386;
www.thinktreesnm.org

February 1–3, 2009
Wisconsin Arborist Association Annual Conference
Green Bay, WI
Contact: Josh DePouw www.waa-isa.org

February 4–5, 2009*
Certified Treecare Safety Professional-CTSP Workshop
Portland, OR
Contact: 1-800-733-2622; www.tcia.org

February 4–6, 2009*
New England Growers
Boston Convention & Exhibition Center,
Boston, MA
Contact: (508) 653-3009; www.NEGrows.org

February 5, 2009
MGIA 5th Annual Job Fair
Bingham Farms, MI
Contact: MGIA (248) 646-4992, www.landscape.org

February 7, 2009
Long Island Arboricultural Assoc. Annual Tree Conf.
Farmingdale State College,
Farmingdale, NY
Contact: (516) 454-6550; liaatrees@aol.com

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

TRACKED AND TRAILER LIFTS

70’ TO 102’ FT WORKING HEIGHT

Omme Tracked Self Propelled Telescopic Aerial Lifts will go over any indoor or outdoor surface without the impact of wheeled machines and will deploy on severe slopes of 22° degrees (40%), while being only 3’8” wide and 6’6” high.

Omme Trailer Mounted Telescopic Aerial Lifts offer unsurpassed reach envelopes and ease of transportation at a significantly lower cost.

- All Omme Lifts are available with a “HYBRID” diesel and battery power for self contained indoor and outdoor use.

- All Omme Lifts can be towed behind a pickup truck, van or SUV.

- All Omme Lifts are service friendly due to use of live hydraulic and electric-over-hydraulic systems without the complexities of computers.

- All Omme Lifts are designed with safety, simplicity and lowest operating costs in mind.

60’ ft working height, 31” wide tracked mini-lifts from Platform Basket also available.

See listings of Used Equipment on our website.

1-866-LIFT-575
www.trackedlifts.com

Please circle 19 on Reader Service Card
February 11-13, 2009
ISA Ontario Annual Meeting
London, ON
Contact: www.ISAONTARIO.com; 1-888-463-2316; info@isaontario.com

February 22-24, 2009
Ohio Tree Care Conference
Columbus, OH
Contact: www.ohiochapterisa.org

February 24-27, 2009
ASCA 2009 Consulting Academy
American Society of Consulting Arborists
Omni Jacksonville Hotel, Jacksonville, FL
Contact: www.asca-consultants.org; (301) 947-0483

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

March 11-12, 2009*
Certified Treecare Safety Professional-CTSP Workshop
Manchester, NH
Contact: 1-800-733-2622; www.tcia.org

March 19, 2009
Garden State Tree Conference Annual NJAISA Conference and ISA Cert. Exam
Cook Campus Ctr, Rutgers Univ., New Brunswick, NJ
Contact: www.isa-arbor.com

* Indicates that TCIA staff will be in attendance

Letters & E-mails

Wonderful article on Monticello take down

I just finished reading your article on the huge tulip tree at Monticello (“Moonlighting at Monticello” by Donald F. Blair, TCI, November 2008). Very well done. I especially liked all the details.

I thought the climbers should have been given a lot more credit. I have been in business for 10 years and I have yet to find anyone who is willing or able to do a huge tree removal like at Monticello. Good climbers are really hard to find and they take on so many risks and work. That is why I thought they should be praised more.

Thanks again for the wonderful article.

Jon Stauffer
Majestic Tree Care
Dewitt, Michigan

Kudos for two very different but excellent articles

(The following was initially posted to the ASCA Discussion Group on the ASCA Web site. The response was copied to TCI magazine.)

Please follow the link below to two very different but excellent articles by ASCA members Jack Phillips and Don Blair.

Don delivers the blow-by-blow of an historic takedown, from his systematic risk assessment to the basal cut.

Jack creatively reviews the basics of biology in the context of Norse history: Trees, “… the symbol of both stability and renewal for the human community…”

Beautiful. Gotta love ‘em!

Thank you gentlemen for taking the time to shine your lights on the tree care community.

Guy Philip Meilleur
Better Tree Care Associates
Apex, North Carolina

Guy:

Thanks for noticing. I want to commend TCI magazine for respecting the content of my article so much that they did virtually no editing, making this (one of) the longest articles they have ever published. I’d love to give the full presentation of this story to ASCA members and/or other arborist group meetings anywhere at anytime. The full photographic record of this removal is spectacular.

This story has interest on so many tracks: diagnosis and being a History Detective; the significance of this tree (it may not be on the nickle, but it IS on the back of the Jefferson two-dollar bill!); cooperative consultation over an 11-year period; the value of ongoing inspection; innovative cabling techniques; the decline of the tree and the decision to suspend treatment and proceed with removal. Once the removal process was underway, we have the planning procedures, establishment of the work zone; details on using a crane to position an arborist, work flow, etc; and then the post-mortem – lessons learned from the woodpile.

The article was able to touch on key bullet points, but there is much more to share and much more to learn.

One thing that TCI magazine inadvertently omitted was proper credit for the photographs printed. Other than the “file photo” of the tree from better days, the cover shot and all other images were taken by myself. Over the course of my history with the tree, I have taken over 1,200 images - almost 700 of the removal job alone (and no, I’d never make anyone sit through all of them).

Guy, thanks again for the post. From the link, I learned that the article was on-line, something that I wasn’t aware of.

Don Blair, owner
Sierra Moreno Mercantile
Hagerstown, Maryland
New benefit program for
TCIA Members Only!
NOW Enrolling!

LIMITED BENEFIT PROGRAM

NEW programs are now being offered to you because of your membership in TCIA. It is Open Enrollment time for the TCIA Limited Benefit Program! This is an exclusive offer for TCIA member companies. These plans are available to all active employees and their eligible dependents, but may not be available in all states.

Please note that there is a potential discount if you, the employer, contribute a fixed amount toward these benefits for your employees. Make sure to ask how!

THESE BENEFITS MAY FIT IN YOUR BUDGET!
Highlights include:

Limited Medical & Value Added Elements:
• Three Plan Designs to Choose From
• National Doctor and Hospital Networks
• Outpatient Prescription Drug Benefit
• Wellness Coverage
• Health Information Hotline
• Wellness Benefits
• Flexible Premium Structure Allowing Spouse
  Only and/or Children Only Coverage

Dental:
• Two Plan Designs to Choose From
• Choice of any Dentist or Specialist
• Includes Preventive Care and Basic Care on All Plans

Vision Care:
• Vision Exams
• Coverage for Lenses and Frames
• Additional Discounts for Lasik Eye Surgery

Accident Insurance:
• Off the Job Accident
• Lump Sum Payment Based on Type of Accident
• Initial and Aftercare Coverage

Critical Illness:
• Heart Attack, Stroke, or Coronary By-Pass Surgery
• Transplants
• Paralysis
• Lump Sum Payment

Term Life Insurance:
• Guaranteed Issue
• Employee Coverage Included with Limited Medical Plan
• May Purchase Spouse and Child(ren) Coverage

If you would like to offer these benefits to your employees,
Call 800-733-2622
for more information.

Not a TCIA Member?
Call the Membership Department at the number above to see how you can start
taking advantage of these and many more
TCIA member benefits!

Please note that this is NOT a Major Medical Insurance Plan. These benefits are limited in nature. Certain exclusions and limitations apply. The Limited Benefit Medical Insurance is underwritten by HM Life Insurance Company and TransAmerica Life Insurance Company. Coverage may not be available in all states. Outpatient Prescription Drug Benefit is underwritten by Fidelity Security Life Insurance Company. The National Doctor and Hospital Networks, Health Information Hotline and Wellness programs are non-insurance services provided by entities other than HM Life Insurance Company and TransAmerica Life Insurance Company.
For Tom “Ace” Gallagher, it began as simply as a walk to his son’s elementary school last year.

Unable to ignore the deadwood hanging over a footpath leading to the school, he volunteered the services of his company, Ace Gallagher Stump Grinding Services LLC in Whippany, N.J., to help clean it up. His energy and enthusiasm convinced multiple community members to join in, and before Gallagher knew it, he had the makings of a local volunteer program on his hands, which he christened One Day, One School.

Word about the program spread around his community of Hanover Township, and Gallagher and his crew led clean-up efforts at a handful of neighboring schools. Fired up by the positive response it received, he had the makings of a local volunteer program on his hands, which he christened One Day, One School.

Word about the program spread around his community of Hanover Township, and Gallagher and his crew led clean-up efforts at a handful of neighboring schools. Fired up by the positive response it received, he had the makings of a local volunteer program on his hands, which he christened One Day, One School.

But he was still caught off guard the day he answered his phone and found a caller from a tiny town in Montana, population 2,000, on the other end, asking how to organize a One Day, One School event. “I was flattered and I was just so happy about it,” says Gallagher, remembering that his thought at the time was, “Now I know we’re onto something big.”

The caller was Patrick Plantenberg of Townsend, Mont., a member of the town’s Tree Board. A fellow board member had read about Gallagher and his start-up program in a December 2007 TCI magazine story and suggested he look into it.

“We’re always looking for projects that bring the community together,” says Plantenberg, who – after walking through the logistics of a One Day, One School event with Gallagher over the phone – helped orchestrate an event for Townsend’s school district last March. They took down four hazardous Siberian elm trees, ground the stumps, leveled the boulevard and returned in April to plant five new trees. He estimates the work saved the school district more than $7,000.

“I think the program has so much applicability,” Plantenberg says. “People want to come out and work for one day. They don’t want to go to meetings, they don’t want to get involved in planning. But they want to give one day of volunteering.”

The cross-country story is just the latest example of how Gallagher’s idea is growing. As the program’s founder, he has
participated in five One Day, One School events since the first one took place in April 2007. At that job, he had five or six tree care workers on site with him, along with children and other community volunteers. They relied on one chipper to grind the debris. His latest event, which was held Nov. 1 at the Hanover Township Schools, involved eight chippers, 11 dump trucks to haul the debris and as many as six bucket trucks to help with pruning.

Today, One Day, One School has grown to include so much more than pruning and removing trees.

Local businesses are donating new trees to be planted in place of those removed. School volunteers arrive the night before with backhoes to dig holes for the new plantings. Like last year, key community figures such as the chief of police are flipping burgers and hot dogs on the grill to fuel the volunteers’ work. But at the Nov. 1 event, food to feed 150 was provided free of charge by Whole Foods Market. A New Jersey sign company donated a banner emblazoned with the One Day, One School logo, and Leonardi Manufacturing, a TCIA member company, donated money for T-shirts for the participants.

And while students have been involved from the start, picking up litter and small brush, One Day, One School is now combining those duties with a lesson on the environment. Blaine Rothauser, chairman of the environmental commission in Florham Park, N.J., began urging Gallagher months ago to include a planting component in his program. Gallagher liked the idea, and Rothauser took it one step further with the kids at a recent One Day, One School event.

“We gathered up the kids who were helping and I spent a few hours teaching them,” Rothauser says. “They love it when you pull up a log and show them the entire community of insects and invertebrates that live under there, and they understand that deadwood is important to the forest floor. I think it’s an absolute necessity in

Companies involved with One Day, One School

This is a list of One Day, One School participating companies to date for events in New Jersey:

- Ace Gallagher Stump Grinding Service, LLC, Florham Park, Whippany, N.J.
- Davey Tree Company, Morris Plains, N.J.
- Woodland Tree Company, Madison, N.J.
- D.K. Tree Experts, Madison, N.J.
- All American Tree Service, Madison, N.J.
- Timberland Tree Service, Florham Park, N.J.
- Honor Tree Service, Madison, N.J.
- Greenwood Tree Experts, Whippany, N.J.
- Cashman Landscape Construction, East Hanover, N.J.
- J and R Tree Service, Budd Lake, N.J.
- Zizza Landscape Construction, Whippany, N.J.
- A and M Landscaping, Cedar Knolls, N.J.

Sponsors

Leonardi Manufacturing, Weedsport, N.Y.
Morris Sign of Whippany, Whippany, N.J.
Whole Foods of Madison, Madison, N.J.

* Indicates TCIA member
the One Day, One School program.”

Above all, volunteers’ efforts continue to save precious dollars for the public school system while keeping students and the community safe. New Jersey Commissioner of Education Lucille Davy hopes to attend a future One Day, One School event to thank participants for their efforts.

“You really want the dollars that are spent focused on children in their classrooms,” she says. “It’s wonderful to have someone from the community care that much and take the initiative to start a program like this. (Gallagher) obviously could be doing a lot of other things, and making money during that time frame. We are really appreciative of efforts like this in the community.”

The donated time and labor adds up. Gallagher estimates One Day, One School saved Florham Park Schools about $85,000 in 2007 alone. Still, the ever-enthusiastic Gallagher thought of a way for the community to give even more: the new One Day, One School emergency response team is a group of volunteer tree care companies who agreed to donate a certain amount of labor annually for emergency calls. In an emergency, the closest available company in the pool of participants would respond.

The team idea grew out of an emergency last May at the Ridgedale School in Florham Park, when Gallagher received a call that a tree had cracked overnight and fallen across the school’s baseball dugout – hours before an afternoon baseball game was scheduled to take place.

“After cutting it up, (Superintendent of Schools William Ronzitti) said, ‘We don’t know what we’d do without you. We’re starting to count on you,’” Gallagher recalls. “And I said, ‘You can.’”

Gallagher is also hoping to get students involved to a greater degree. He has already talked with some local officials about starting a School Grounds Patrol, where students would be selected every month to walk the grounds and identify dangerous limbs and deadwood for removal.

In addition to the cost-savings and safety measures, One Day, One School is responsible for emphasizing the idea of tree care and maintenance to the community in general – an area that typically doesn’t receive a lot of thought or attention, says Judy Iradi, deputy mayor for Hanover Township.

“You never think about a tree coming down, so it’s not a priority,” says Iradi, who planned to participate in the Nov. 1 event. “I think it’s great to take a proactive approach – and do it for free.”

While some community members have wondered aloud whether politics is a driving force behind the program, participants concur that Gallagher’s genuine enthusiasm is undeniable.

“An old-timer came up to me and said, ‘Hey, I think One Day, One School is great, but it’s just self-promotion,’” recalls Gallagher. “I said, ‘It’s not. I grind stumps right next to another guy grinding stumps. It’s a bunch of guys coming together for something that’s really important to us. The motive is sincere.’”

In fact, Gallagher can’t talk about One Day, One School for five straight minutes
without stopping to spread the credit. He frequently praises the commitment of the three men who joined forces with him at the first One Day, One School event in April 2007 – Rick Close, district manager of the Morris Plains, N.J., office of Davey Tree Expert Company; Scott Eveland, Florham Park mayor; and Ronzitti – as well as the three individuals who were instrumental in organizing the November 1 event – Phil Infantolino, supervisor of buildings and grounds for Florham Park Schools, Rothauser and Iradi.

“My wife’s friends said to me... ‘This program grew so big, so fast,’” Gallagher says. “The reason why it’s so successful is because of the team of people we have together. We’re all on each other’s speed dials. We all really believe in it. We’re all really passionate about it. If you have a good team, you can do just about anything.”

While Gallagher is excited that word about the program has spread as far as Montana, it continues to catch on locally. John Cryan, a councilman at large in neighboring Morristown, was searching the Internet recently for ideas regarding tree ordinances when a story about One Day, One School popped onto his computer screen.

“I thought, ‘This would be great for Morristown,’” says Cryan. “So I sent (Gallagher) an e-mail to see if I could hop on and help him.”

Not only did Gallagher enthusiastically accept Cryan’s offer, he offered to bring One Day, One School to Morristown for a future event.

“Ace asked me to identify which school (in Morristown) would be best for this first time around – which is encouraging, meaning there might be a second time,” says Cryan. “It’s just a very simple thing that makes sense to do.”

The concept may be simple, but the formula seems to be just right for getting people involved, says Gallagher, who plans to complete a written template detailing the program’s logistics for anyone – anywhere – who is interested in learning more about running their own event.

“One Day, One School can ultimately save school districts all over the country millions of dollars,” he says. “This is a good vehicle. Now that there’s a good vehicle, it’s a lot easier for people to get on.”
When you think about ramping up sales, what tools do you consider? Expanding your sales force? Starting an advertising campaign?

What about public relations? PR uses a variety of approaches to build awareness and create favorable impressions with customers and prospects — to help drive new business. It isn’t the sole solution to generating new business, but it’s an important part of the marketing mix.

Why PR? Much of PR’s value is in the form of third-party endorsement. When a newspaper writes about your business, readers often view it as acknowledgement that your business is of a certain quality to pass media muster. Not all businesses obtain media coverage. If yours does, it must be noteworthy, so the thinking goes. Not all arborists speak at industry conferences, workshops or even garden club meetings. If you do, you must be of a certain caliber for the organization to have invited you.

Any business, large or small, can embark on a PR campaign. Depending on how much you want to raise your visibility and how much time and in-house resources you can devote to it, you don’t necessarily need to hire a consultant to do it.

So why not try PR?

Green PR

These days, PR has been getting attention as something businesses can gain by “going green.” It is true that a business’ green initiatives can have PR value. But good PR is not the reason you should consider switching to biodiesel, finding innovative uses for downed trees or instituting other measures to make your operations and facilities more eco-friendly. From a public perception and branding standpoint, it is critical that any greening your business does is consistent with and driven by your core values.

Consumers are growing increasingly aware — and wary — of businesses that seek to improve their image by going green. Sooner or later they realize that the change is superficial, feel manipulated and think
negatively of such firms.

But if greening your business aligns with your core values and mission, by all means pursue it. Tree care companies have the advantage of being green by the very nature of their work. Combine that with a commitment to take steps to make your operations and facilities as environmentally friendly as possible, and you’re seen as both a leader and responsible business.

Publicity and media relations

In building your PR toolbox, publicity and media relations are two powerful components. Publicity is not only good for building the visibility of your organization, it’s also valuable for building employee morale. When employees see a news feature about their company, they feel like they’re on a winning team. It fuels their company pride.

You don’t have to appear on the cover of *Time* or be on Oprah to score a media success. Sometimes it’s the seemingly low-key publicity that can make significant visibility inroads for your business.

Consider community papers, for instance. These weeklies are full of local news that often inspires a loyal following. They’re also usually understaffed and looking for stories. That’s an opportunity for you and your business.

News they can use

One way to start a publicity campaign is to strategically share tree care information that homeowners can use. Because they’re always looking for content, community papers welcome news releases that provide such do-it-yourself tips for their readers. But other media outlets thrive on them as well. Major dailies, radio and TV stations, Web sites and other news sources are always looking for experts.

And that’s how you’ll be viewed when you’re quoted in a press release explaining the many benefits of mulching, the do’s and don’ts of watering during drought, protecting your trees from emerald ash borer or the Asian longhorned beetle, and more.

So how do you begin? You might already have information sheets that you give clients on various tree-care topics or tips on your Web site. Any one of them can probably be the basis for an educational press release. While the mechanics of writing a press release would be too much to cover in this article, search the Web. There is plenty of information available to get you started. One helpful site is www.publicityinsider.com.

(TCIA also sends educational press releases each month to its members for use with their local media.)

Consider sending educational press releases at least quarterly, in which case you can make them seasonal in nature.

Helpful expertise

When you conduct an educational publicity campaign, it’s important to keep the sharing of useful information top of mind. While in reality, raising your visibility to generate business may be your first priority, taking an educational approach positions you as being a helpful expert instead of being concerned only with “tooting your own horn.” Media people notice that, and it makes them want to work with you. You become a valued resource for them.

You may be wondering, “Who will I send this press release to?” Have you had conversations with any reporters in the course of your work? Put them on your list. Look for home-and-garden articles in your local papers. Note who wrote them and see if the reporters’ e-mail addresses are listed. Or check the staff box at the front of the paper. You may be able to glean an editor’s name and contact information. It’s alright to start with only a handful of contacts; your list will grow over time.

Volunteer Projects

Publicity is just one way to raise your visibility through PR. Donating your services for special projects is another. Nonprofit organizations and public agencies are often looking for a variety of pro bono services and may ask for your help. Or you might learn of a project that you find interesting and decide to volunteer your expertise. Such projects might be any-
thing from pruning a historic tree, to installing holiday lights on a stretch of Main Street, to installing lightning protection in a specimen that is especially prized by a community.

Of course, volunteering your services requires an investment of time and sometimes money. So it’s critical to be strategic about which organizations and projects you choose. Does the organization have a mission that’s related to your work and values? Does it have a membership or constituency that would be a rich source of new clients for you? Will some of those prospects be involved in the project? Is the project in a high-profile location? Does the organization have a newsletter? Can it do an article about the project and your donation in the newsletter?

Beware Arbor Day

When your business is trees, Arbor Day seems to be the ideal opportunity to volunteer in the newsletter? If you want to do an Arbor Day-like project, and publicity is a goal, consider planning one for another time of year. The first day of spring is a good option. Then your project can stand out from the crowd – before the Arbor Day rush.

Volunteering your services requires an investment of time and sometimes money. So it’s critical to be strategic about which organizations and projects you choose.

Strategic networking

Volunteer projects and other social settings are an ideal opportunity to use another important PR tool: networking. Every time you talk to peers, associates, prospects and clients in an informal setting, you have an opportunity to build awareness and create favorable impressions of your business.

Just as with volunteer opportunities, you need to be selective about which networking events to target. Will important and influential colleagues be there? How about associates in allied fields – architects, landscape architects, developers? Will you potentially meet new contacts? Or will it be a chance to get in front of key decision-makers you have not seen in a while?

The Elevator Speech

A useful tool as you expand your networking efforts is your “elevator speech,” the brief description you use to explain what you do, whether in a conversation or when going around a room making introductions.

Have you given careful thought to your elevator speech? Does it spur interest in what you do? Or does it make people’s eyes glaze over?

One element that can work against your elevator speech is industry jargon. It might work when talking to peers but is not helpful when talking to clients and people in other fields. Best to avoid it.

Just as with formal speaking engagements, think about your audience and ways you can describe what you do that will resonate with them. If you’re talking to a realtor or builder, instead of saying, “I’m involved in all aspects of tree care,” try something like, “I help increase property values by up to 20 percent by keeping trees healthy and beautiful.”

Talking to a village manager or conservation professional? You might try something like, “My business helps offset climate change by caring for and preserving the urban forest.”

Be creative in how you talk about what you do, and focus on describing the impacts of your work. It will help people understand and remember.

Speaking opportunities

Becoming a proficient networker is a good warm-up for taking advantage of another key part of the PR toolbox: speaking opportunities. Nothing conveys that you’re an expert like being invited to speak at an association meeting or conference. While it’s natural to want to avoid standing up in front of groups and making presentations, when you consider the significant PR value of doing so, the only business-building choice is to seize such opportunities when they arise.

One thing to remember if you have qualms about speaking is that you are an expert in what you do. You have information and experiences that can help your listeners, whether they’re peers who want to learn about your company’s new safety initiatives or homeowners who want to learn how to prune their shrubs.

There are ways you can prepare for your talk that will enable you to successfully connect with your audience, leave a positive and lasting impression, and maximize
your comfort level. Here are some tips:

► Know your audience. Find out as much as you can about the people who will attend your talk. How much do they know about your topic? Have they had any experience with it? Do they have opinions about the information you’ll be covering?

► Be judicious. Realize that time will not permit you to share everything you know about the topic. Ask yourself what information will be most useful to your listeners and be vigilant about not including too much detail.

► Be organized. Make sure your talk flows smoothly and logically. Not only will that help you successfully convey your message, but it will also show that you care enough about your audience to make your information easy to follow.

► Practice. Prepare your talk far enough in advance to be able to practice it. That will increase your comfort level and confidence. Also be sure to time your talk, allowing for questions and answers at the end. By ensuring that your presentation adheres to the timeframe you agreed to, you show that you deliver what you promise and that you respect your listeners’ and fellow presenters’ time.

► Do some reconnaissance. If possible, become familiar with your speaking location beforehand. Adjust the room arrangement if necessary to make yourself more comfortable. If you’re doing a hands-on demonstration in the field, make sure that all the equipment you need is available.

Your PR toolbox can be as broad and deep as your time and inclination allow. You can start gradually, trying out one technique and adding to it over time. By taking these low-cost steps and watching for the right opportunities, you can steadily build awareness and create favorable impressions of your business.

That’s good PR.

Christine Esposito is president of Terracom Public Relations, a Chicago-based firm helping green organizations grow in size and impact through strategic PR and marketing communications. This article was based on a presentation she made on the subject at TCI EXPO in Milwaukee in November.

One thing to remember if you have qualms about speaking is that you are an expert in what you do. You have information and experiences that can help your listeners.
There is an old adage that the safest way to double your money is to fold it over and put it back in your pocket. Think of it as “recycling the green.”

Apply that doubling-your-money concept to recycling the stuff left after a takedown or land clearing. The parallel to our money adage goes this way. First you get paid to take down the tree. Then you “double-down” by processing that material not into green waste but into a value-added product for which someone is willing to pay a premium.

Broadly defined, green waste can include garden and yard materials, such as grass and weeds, which at best can be converted to compost. But we’re interested in the big stuff with a bigger profit return: tree branches and limbs – even whole trees – processed into everything from compost to decorative chips to bio fuels for heat and electrical energy.

Suffice it to say that the objective is to take what 10 years ago was considered waste and/or landfill and turn it into a product you can get paid for.

Throughout 2007 and 2008, we’ve written about the ability to turn takedowns and land clearing material into profitable products such as compost and colored mulch, so we won’t go back to that now. Go online or check your back issues. As you read this article, consider that now is a good time to get a jump on the compost and mulch seasons and the perfect time to be grinding tree waste for fuel and other new markets.

One area we’ve not spent too much time with is in the area of converting tree material into biofuel. Biofuel is a solid, liquid or gas fuel processed from relatively recently dead biological material. Biofuels differ from fossil fuels such as crude oil and natural gas, which are processed from long-dead biological material. Biofuels can be produced from any bio carbon source, such as corn or trees. (In a future issue, we will delve into if and how tree materials can be included in the burgeoning industry of carbon credits.)

Wood for biofuel falls into one of three categories: firewood, “hog fuel” and pellet fuel.

Firewood is what we traditionally think of as wood-stove length pieces, cut, split and dried for home and some commercial boiler use.

Pellet fuel is a wood byproduct, formed with special equipment into very dense, high-heat-producing, low-moisture pellets made largely from sawdust. Pellet fuel can be used in both residential (hand-fed)
stoves and central heating systems, and in commercial/industrial applications that can include continuous feed, via auger or conveyor.

Hog fuel is defined as unprocessed wood waste of about 2 to 5 inches long used for everything from boilers for heat and electrical energy generation to soil reclamation and farm and ranch livestock pens. The value of hog fuel for energy translates roughly to turning one ton of urban wood waste into more than 10 million BTUs of energy and three megawatts of electricity – equivalent to about two barrels of crude oil. That is enough to power the average American home for nearly four months.

That's the value today of wood waste – a renewable energy source capable of replacing non-renewable fossil fuels. It's even politically correct!

The bottom line is that wood waste processing is becoming big business. To benefit from it will require the right equipment to process wood waste to certain specifications efficiently and productively. There are a number of options available, from large-capacity brush chippers to high-volume horizontal and tub grinders. Each has specific advantages and limitations, depending on the raw material and desired end product.

There are two primary criteria that apply to equipment decisions for wood waste processing: mobility and productivity. The first likely will affect the latter. The size of the job area is another key consideration.

Brush chippers have traditionally been used in tree-care applications. Now, larger models have made their way into the wood waste, land clearing and recycling market. For example, if the land being cleared is less than five acres, a large towable or self-propelled brush chipper may be an option. Larger brush chippers have the ability to process material up to 21 inches in diameter and address most wood waste processing needs.

Chris Nichols, environmental sales manager for Vermeer, says a good rule of thumb is to purchase a chipper that can effectively handle a minimum of 80 to 90 percent of the tree and brush debris a contractor intends to process. “For example, if a land clearing contractor plans to process trees where the bulk of the material is 16 to 20 inches in diameter, then a 21-inch capacity brush chipper, such as the Vermeer BC2100XL, would be sufficient,” says Nichols.

As a contractor, you may be hired to clear a one- to five-acre development site of trees and brush. The Vermeer BC1400TX self-propelled track chipper allows you to move the machine to the back of the lot and process trees in one pass. Nichols explains that this helps avoid having to cut trees into smaller, easier-to-handle pieces before moving them to the towed chipper. The developer may want the resulting chips spread evenly on the lot to help control erosion, or left in a pile for landscape mulch once the site is devel-
oped.

While track chippers have their advantages, Nichols says, a tree care pro will need to think about how these machines fit into their business plans. A self-propelled track chipper may mean you can expand into clearing forest undergrowth or utility line clearing. “The main advantage of a self-propelled track chipper is convenience; however, it’s going to have a higher entry cost than a towed chipper,” Nichols says. “Consider how often you’re going to use the track chipper and whether it can open up new markets to your business that generate financial benefit.”

If the majority of jobs involve five acres or more, a horizontal grinder or tub grinder may be the best option, as they grind greater amounts of material faster. In a situation where a single jobsite may have several debris piles, such as land-clearing jobsite, a self-propelled track-mounted option can be highly efficient.

“Grinders work best in conditions and applications that match up with their capabilities,” Nichols says. “Tub grinders generally perform better with heavy, large-diameter material such as stumps and root balls. If you are mostly processing longer raw material, a horizontal grinder may be the best choice.”

For some materials, Nichols says, a tub grinder is perceived to have a higher production rate, but the horizontal models may have a distinct advantage when it comes to the longer, bushier material typically found in land-clearing applications. “This is mainly because the tub depth is limited, and when processing the longer material, long branches may be difficult to feed. Horizontal models have the long feed table and conveyor that guide material into the grinder, avoiding the sometimes tedious task of material placement and manipulation,” he says.

Smaller loading equipment can be used for horizontal grinders, because they typically have a lower feeding height than a tub grinder. This could be a major factor, depending on the auxiliary equipment that an operator has on-site.

Tub and horizontal grinders come with options that are specific to each. For example, Vermeer offers both track-mounted and conventional towed horizontal models. Vermeer tub grinders come with or without a grapple loader mounted right on the unit.

Grinders on the market range from 100 hp to 1,600 hp. Two things need to be considered when selecting a size: the volume and size of material to be processed, and

(Continued on page 38)
BUILDING A LEGACY

CARLTON WOOD CHIPPERS

Power, Productivity & Performance

Carlton's line of chippers is designed for the most demanding commercial users. Each chipper features heavy-duty construction like form-welded frames, extra heavy-duty infeed tables, superior Torflex axle strength including heavy ply tires rated to carry the load. These chippers are built for performance with the most infeed pulling power in the industry, high-speed dynamically balanced cutter disks, channeled chip throwers to maximize discharge rate and eliminate plugging.

And with 6-, 9-, 12-, and 18-inch chipper models to choose from, JP Carlton has a wood chipper that's just right for your landscape, tree maintenance or land clearing application. Contact JP Carlton today or visit them on the web and find out how their legacy can be yours.

800-243-9335 • www.stumpcutters.com

the CARLTON ADVANTAGE

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

Most Standard Features in the Industry!
Expect MORE

D52SPH Stump Grinder - MORE TECHNOLOGY
- Only hydrostatic drive in its class
- Available remote control operation
- 3 cutter wheel options
- Faster ground speed
- Available 4WD

This second generation stump grinder is loaded with technology. With less moving parts and less maintenance, it’s a cleaner, safer, more efficient unit.

Beever 12 Brush Chipper - MORE PRODUCTION
- Less moving parts, less maintenance
- 18” diameter top feed wheel
- Straight flow-through design
- Easy to operate
- Easy to transport

A simple, economical design, combined with modern day manufacturing components and processes. Built in the traditional, rugged Morbark fashion, this portable, lightweight unit really produces.

MORE PEACE OF MIND
From MORBARK

800.831.0042 · www.morbark.com
the need for mobility.

In the end, a contractor’s ultimate goal should be to purchase a machine that adds value to his or her business. Nichols says the best advice he can give contractors is to seek the help of a knowledgeable dealer sales staff and dependable service department to identify a reputable manufacturer with quality products. “They’ll help you in making a decision that’s right for your company,” he says.

Bandit Industries, a longtime player in the wood recycling business, takes the position that wood has played, and will continue to play, a significant role in supplying energy worldwide and will help reduce the world’s dependence on natural gas and oil.

“With the increased quantity of wood that is being used for energy both here in the U.S. and throughout the world, especially Europe, the tree care industry has a strong new market for its wood waste.”

Jerry Morey

Bandit makes a long line of disk and drum style chippers and grinders, including the family of Beast Recyclers. “Bandit Beast Recyclers are playing an important part in expanding not only the American but also the international biomass fuel markets by applying the technology to not only wood but also grass,” Morey says.

Grass? True. For more than a decade, the Beasts have played a major role in turning unwanted wood waste into fuel, but recently they’ve been put to use reducing grasses into biofuels. In Poland, for example, several diesel-powered Beasts have been processing grass into biomass fuel for a year.

Last month (November), an electric model was put into service to process baled grass to biomass fuel. In the U.K., Bandit collaborated on a custom Beast Chipper to meet tight specs (at 30 to 50 tons per hour) on producing wood chips to help meet the island nation’s goal of 15 percent renewable sources for electric power production by 2020.

“Bandit Industries has focused its attention over the past few years on developing an extremely effective line of equipment for harvesting and utilizing wood waste for energy. We now offer six unique whole tree chippers and four models of Beast Recyclers, all of which can produce a clean, dimensional chip for fuel wood markets,” Morey says.

He added that Bandit maintains a database of existing U.S. wood-fired plants and those under development, meaning Bandit may be able to help arrange for fuel wood contracts for Bandit users. “We are constantly updating our database of those who are purchasing fuel wood and would be happy to lead you to those companies who may provide you a fuel wood contract,” Morey says.

“With the increased quantity of wood that is being used for energy both here in the U.S. and throughout the world, especially Europe, the tree care industry has a strong new market for its wood waste. There is a definite commitment to biomass energy in the U.S. and Canada, and that trend will probably continue in the U.S.,” Morey says. “This trend will positively affect the price of wood used for fuel. The recent downturn in oil prices will probably have somewhat of a dampening effect on that, but in the long term there should continue to be a strong market for wood fiber for fuel on the upper end, and a continued demand for wood for mulch and compost.”

Those companies that are into not only tree work but into some land clearing and logging tend to purchase the larger whole tree chippers for fuel wood chips and grinders to produce a mulch product.

“The chipper option we provide on our Beast Recycler has become very popular,” Morey notes. “The trends, as far as brush chippers are concerned, are geared more toward the large side. More mechanical
2008

YEAR END FINANCING SPECIALS
LIMITED TIME OFFER

Now is the time to buy!
Act now to receive year-end financing on all new Bandit hand-fed chipper and stump grinders. Take advantage of these special low rates, the current Economic Stimulus Act and the Section 179 Tax deduction to make the most out of your budget!

YOU CHOOSE!
FINANCING AS LOW AS 0%
ON ALL NEW BANDIT
BRUSH CHIPPERS AND STUMP GRINDERS
- OR -
NO MONEY DOWN,
NO INTEREST, AND
NO PAYMENTS UNTIL APRIL 2009!

BANDIT INDUSTRIES, INC.
25TH ANNIVERSARY 1983-2008

Anyone can claim it.
Bandit proves it.

Our equipment performs. We didn’t get to where we are today by making false claims. Others say it, we mean it... and we’ll prove it! Whether your operation needs stump grinders, brush chippers, whole tree chippers or waste reduction equipment, Bandit wants to show you why more industry professionals trust the Bandit name. Call today to schedule a product demonstration at your job site.

OUR EQUIPMENT PERFORMS. SEE FOR YOURSELF!
LOG ON TO VIEW OUR ENTIRE PRODUCT LINE VIDEO LIBRARY: HTTP://WWW.BANDITCHIPPERS.COM

1-800-952-0178 • 1-989-561-2270

Please circle 2 on Reader Service Card
devices are being used to feed larger diameter materials into chippers, while many tree services are going for the smaller end of the grinder market to convert chips and waste wood into other mulch or chips.”

Morey sees a trend among Bandit users to use the smaller range of whole tree chippers for full-tree take-downs and land clearing, for example Models 2090, 2290 and 2590.

The Model 1680 Beast Recycler is becoming a very popular among companies converting unwanted tree waste and chips into mulch or fuel wood products.

Plus, Bandit has introduced the concept of using its grinder either as a chipper or a grinder depending on the type of teeth that are used in the machine.

Bandit introduced two new whole tree chippers this fall. The Model 2290, a high-production, 20-inch-capacity, whole-tree chipper is designed for logging, clearing and tree waste and to produce a fuel wood chip. The Model 2590 is a 22-inch-diameter capacity whole tree chipper. Morey says this unit is designed for the same markets as the Model 2290, but with larger capacity and production throughput. “We have also introduced our new chipping option for all of our waste reduction machines. With one machine you can either produce a chip that is very desirable for fuel or you can covert to a different cutting device and produce a ground mulch product for the mulch and compost markets,” he says.

Tim Adams, marketing manager at Morbark, touts the company’s newest chipper, the big 4036, which “loads trucks fast and full.”

“Basically it’s all about economics. The 4036 loads a trailer or truck to its maximum capacity faster than anything made previously, making it great for harvesting material for paper pulp manufacturing or biomass fuels,” he said. “We have a client in Canada supplying 14 wood burning electric plants with it.”

The capability of “eating” a complete tree and densely loading a trailer saves money by cutting down on labor and fuel costs each trip, says Adams. In this end of the business, the key to success is being able to reduce tree volume quickly and haul a salable product cheaper.

Will wood markets plummet with oil prices?

By Rick Howland

With the economy taking a hit, and with oil, once climbing over $140 a barrel, falling to $50 a barrel or less, some might ask if it’s still worth processing wood into biofuels. An article in the October 2008 TCI magazine looked at the comparative price of firewood and fuel oil with firewood representing a savings of 50 to 60 percent in heating costs. So that begs the question, if oil prices are dropping so fast, will that gut the bio and firewood fuel markets?

Not necessarily. Equipment manufacturers seem to be betting that the current collapsing economy will continue to focus consumers on savings, wherever they can get them, and that even if the price per biofuel ton or price per firewood cord drops, volume and demand will remain strong.

We’ll have to wait and see.
One very interesting trend he has seen is that, because housing is soft, demand for lumber is down. Sawmill scrap and sawdust products are at a premium, so tree harvesting is up for paper, biomass and a host of other markets once served by scrap.

Al Goehring is marketing manager at DuraTech Industries. He sees a “fairly strong” market in compost and mulch but also the emerging trend toward biofuels. That would explain a purchase trend toward tub and horizontal grinders in the 325 to 1,000 hp class, including the new DuraTech Model 9564 horizontal grinder. With a 40-by-60.5-inch feed opening, the machine is capable of grinding green debris, wood pallets, branches and entire trees.

With this equipment, Goehring sees opportunity for the tree care industry. The construction market is weak, so not a lot of land clearing is being done, and equipment is mostly being shifted to use in waste reduction, landfill space savings and biofuels. Not long ago, public attitude was against burning waste. Not so today, as burning tree waste is a way of recycling material into energy.

Though not limited to a single trend, the market is leaning a bit more toward biofuels, says Monte Hight, marketing manager for Rotochopper, maker of horizontal wood grinders, “driving up the price of colored wood mulch.” The reason is that, as more producers sell into biomass markets, there’s less wood fiber for colored mulch and animal bedding.

“Wood chip processors are a great opportunity for the arborist industry,” he says. “If you have whole tree chips or any other pre-ground material, you can produce perfectly colored or uncolored processed mulch with the mobile CP-118, which uses the same patented colorizing system as our larger grinders.” He says the CP-118 can take “hogged-down” material, including industrial wood waste, and produce finished colored landscape mulch in one pass.

New for Rotochopper is the MP2, a smaller, mid-size horizontal grinder for brush and small trees and geared to the arborist.

“The recycling business is not going to go away,” Hight says. With a grinder, colorizer and portable bagger, “you have the flexibility to sell a finished product in whatever market that’s hot – colored mulch, biofuels or animal bedding.”

Colorbiotics is another materials colorizer, providing shades and tones to add value to wood fiber and bark mulch as well as to sand, industrial aggregates and other materials. The company’s colors are designed to be not only long-lasting but also safe for plants and animals, and it manufactures colorizing, bagging and conveyor equipment, including its Infusion unit, a fast and effective way to enter the color-enhanced mulch market by simply attaching it to the in-feed section of the existing mulch processing equipment.

Simply put, the market for processing wood waste into a usable, recycled product for any number of markets will remain strong, despite the ups and downs of the economy, and likely will grow as the markets demand more renewable, recycled products.
Talk about last minute tax law changes that will affect many arborists and tree care businesses—and their owners. Congress passed, and 90-minutes later the president signed into law, a historic financial markets rescue bill, the Emergency Economic Stabilization Act of 2008. Although the new law’s primary purpose is to solve the credit crunch in the financial markets, it also serves as one of the largest tax bills in recent years.

Included as part of this bill were almost 300 changes to our tax laws, tax breaks expected to save taxpayers a whopping $150 billion. The new law includes a much-anticipated alternative minimum tax (AMT) “patch,” an extensive package of tax extenders, energy incentives, disaster relief and more, much more.

Designed specifically for small businesses and professionals who are, according to our lawmakers, the ones with large amounts of deposits at risk, a portion of the bailout bill raised the FDIC and National Credit Union Share Insurance Fund deposit insurance limits from $100,000 per account, to $250,000. Remember, however, the increased levels are only temporary, expiring after 2009.

Fewer need dread the AMT

The bill boosts the alternative minimum tax exemption amounts for individuals for 2008. The new law includes a much-anticipated alternative minimum tax (AMT) “patch,” an extensive package of tax extenders, energy incentives, disaster relief and more, much more. Designed specifically for small businesses and professionals who are, according to our lawmakers, the ones with large amounts of deposits at risk, a portion of the bailout bill raised the FDIC and National Credit Union Share Insurance Fund deposit insurance limits from $100,000 per account, to $250,000. Remember, however, the increased levels are only temporary, expiring after 2009.

new law raises the 2008 tax year AMT exemption amounts to $69,950 for married couples filing jointly and $46,200 for single taxpayers. Total savings to taxpayers will be almost $62 billion.

Saving taxes on energy savings

Although a number of the extended provisions go beyond the one or two year periods authorized by lawmakers for non-energy extenders, many of the energy-related tax breaks will apply only peripherally to tree care businesses. Consider the energy-efficiency and energy property tax incentives included as part of EESA.

Among the renewable energy incentives, for example, are an eight-year extension of investment tax credits for solar energy, as well as breaks for wind, geothermal and other alternative sources. And, remember, tax credits directly reduce the operation’s tax bill as opposed to deductions, which merely reduce the income upon which the tax bill is computed.

In addition to tax credits for utilizing solar or alternative energy in the tree care business, there is also a unique tax deduction available to anyone making a commercial building more energy efficient. That’s right, tax deductions for making buildings such as the operation’s headquarters, office or shop, more energy efficient were extended through December 31, 2013. This one provision is expected to generate tax savings in excess of $890 million over a 10-year period.

Rather than a deduction for the cost of equipment or improvements to make a commercial building more energy efficient, the amount deductible is up to $1.80 per square foot of building floor area for buildings achieving a 50-percent energy savings target. The energy savings must be accomplished through energy and power cost reductions for the building’s heating, cooling, ventilation, hot water and interior lighting systems.

Plugging in a special tax credit

For those arborists and tree care professionals who like to be on the cutting edge, the bill creates a unique, new tax credit for plug-in electric drive vehicles. The credit for passenger vehicles and light trucks ranges from $2,500 to $7,500.

Under the new rules, any tree care business purchasing a plug-in electric vehicle will benefit from tax savings estimated to exceed $758 million over the next 10
Those tree care operations using alternative fuels for their vehicles and/or equipment will benefit from the extension and expansion of the Alternative Refueling Stations Credit. The bill extends the 30-percent credit for alternative refueling property, such as natural gas or E85 pumps, through 2010. The bill also adds electric vehicle recharging property to the types of property eligible for the credit. The credit for hydrogen refueling property remains unchanged. Estimated savings over 10-years is $87 million.

While the new incentive for so-called Idling Reduction Units, is aimed at long-haul truckers, similar tax breaks can be enjoyed by tree care operations adding these devices to many of their vehicles.

The bill provides an exemption from the heavy vehicle excise tax for the cost of idling reduction units, such as auxiliary power units (APUs), which are designed to eliminate the need for truck engine idling (e.g., to provide heating, air conditioning, or electricity) at vehicle rest stops or other temporary parking locations.

This excise exemption and a tax break for insulating refrigerated trailers are intended to reduce carbon emissions, and expected to save businesses $95 billion over 10 years.

New markets tax credit

Often overlooked, the New Markets Tax Credit is one of the few incentives in our tax law to encourage taxpayers to invest in or make loans to small businesses in economically distressed areas. In today’s credit crunch, extension of the New Markets Tax Credit may help many tree care businesses secure financing that otherwise might not be available.

Created to increase investment in low-income communities, the total credit equals 39 percent of the investment over seven years. Set to expire at the end of 2008, the New Markets Tax Credit has been extended through December 2009 generating an expected tax savings of $1.3 billion over 10-years.

“Brownfields” remediation costs and others

The bill extends a provision allowing for the expensing or immediate write-off for costs associated with cleaning up contaminated sites. Although it was supposed to end after 2007, the bill extends the write-off to the end of 2009 – at an expected savings of $357 million over 10 years.

Just as not every tree care operation will be reclaiming a contaminated site for use in their business, other EESA provisions may also only affect them. Other provisions that might be of limited benefit include:

- Enhanced charitable deductions for qualified computer contributions to schools.
- Investments in recycling: Tree care businesses can claim accelerated depreciation for purchases of equipment used to collect, distribute or recycle a variety of commodities.
- Disaster relief: The new law provides increased tax relief for victims of Midwestern storms, Hurricane Ike and several other natural disasters. Relief includes increased first-year write-offs for cleanup and enhanced deductions for some property. Many of the provisions are similar to those enacted for Hurricanes Katrina, Rita and Wilma.
- Research credit: Although it does not apply to market “research,” the tax credit for increasing research and experimentation expenditures does apply to a wide-variety of other research. Extended for 2008 and 2009, with the percentage for the alternative simplified credit increased to 14 percent
- Bicycle commuters: If a new plug-in electric vehicle is not in the cards, perhaps a unique new fringe benefit for commuting workers might be of interest. Under the new law, employers are allowed to provide employees who commute to work by bicycle limited fringe benefits to offset the costs of such commuting (i.e., storage). That means tax-free to the recipient and tax deductible by the tree care business.

On the upside of tax savings

Although these tax breaks passed with only minimal “offsets” or “revenue enhancers,” there are a few provisions designed to offset the loss to the U.S. Treasury. Approximately $44 billion in offsets mean tax increases for some groups of taxpayers. The FUTA surtax is one such area.

The Federal Unemployment Tax Act (FUTA) imposes a 6.2 percent gross tax rate on the first $7,000 paid annually by employers. In 1976, Congress passed a temporary surtax of 0.2 percent of taxable wages to be added to the permanent FUTA tax rate. The temporary surtax subsequently has been extended through 2008. This bill extends the surtax for one year only – at an estimated cost to employers of $1,474 billion over 10 years.

Coming, predicted and reality

There is a lot more tax legislation on tap. The Democrats in Congress are already discussing a $300 billion economic stimulus package. At the top of the list for many lawmakers is the question of whether to extend other temporary provisions, such as the lower individual marginal income tax rates and relief of the marriage penalty. Earlier tax law repealed the federal estate tax but just for 2010. These temporary provisions will expire after 2010. Additionally, lower capital gains and dividend tax rates will sunset within the next few years.

Closer to reality, under Congressional rules, the bill’s tax savings had to be computed over a 10-year period for budgetary purposes. Fortunately, the lion’s share of that expected outlay occurs in the 2008 and 2009 tax years. Consequently, tax planning takes on a special urgency for every arborist, tree care professional and business, that wants to take full advantage of the $150 billion of new and, in many cases, temporary tax breaks that make up the Emergency Economic Stabilization Act of 2008.
Washington in Review

By Peter Gerstenberger

Are you logging?
Understanding the new OSHA Directive and avoiding citations

You will recall if you have been following developments in OSHA’s Department of Enforcement Programs (DEP) that on June 25, this OSHA Directorate released a Compliance Directive that would have forced all companies to adopt unsafe practices designed for the logging industry.

TCIA went to work immediately in Washington, with Congress and with OSHA directly. Effective August 21, the onerous directive was replaced with a new guidance document, Directive Number CPL 02-01-045.

One month later, it became official that OSHA would be pursuing a separate standard for arboriculture after many years of TCIA’s work on your behalf. Even in the best of circumstances, a standard takes years to promulgate, which means that the Directive applies OSHA-wide and remains in effect indefinitely.

Avoiding Citations
Let’s explore how this Directive may affect your operations. The adoption of a new Directive does not necessarily involve an increase in enforcement activity, so the probability of encountering OSHA in your day-to-day operations has not changed.

If you operate in a State Plan OSHA State that has unique standards covering tree care activities, such as California, Michigan and Oregon, then this Federal OSHA program change will likely have no effect. States are expected to adopt enforcement policies that are at least as effective (stringent) as Federal enforcement policies, and Federal OSHA may file a formal complaint against State Plans, forcing them to change. However, it is safe to assume that any change in State enforcement won’t occur quickly or without notice.

For companies in other State Plan States as well as those under Federal jurisdiction, avoiding any problem begins with a thorough read of the Directive, which OSHA conveniently makes available on its web site, www.osha.gov. You should see a link on the right-hand side of the screen to directives. Click on the link, type the Directive number “CPL 02-01-045” into the browser window, then download and read this document.

Are you a logger?
Without going into detail about how OSHA makes that determination, we want to stress two key points. The first point is that this Directive applies a matrix of variables rather than an arbitrary threshold to determine if an operation is logging. OSHA considers factors such as number/size of trees, size of the operation, main purpose of the operation, remoteness of the site, etc.

The second key point is that this Directive mandates that the Federal DEP must be notified prior to the issuance of any citations under 29 CFR 1910.266 to an employer engaged in small-scale tree removal or whose primary business is tree care. In other words, any potential citation must be kicked up to Washington for review.

The Directive also addresses the practice of hoisting a climber with a crane. While it points out that this practice is non-compliant with current OSHA standards and therefore cite-able, it also explains the employer’s affirmative defenses. These are what you use in the event that you determine that you cannot follow OSHA guidance because it is either infeasible or less safe for your employees to do so.

OSHA is compelled to enforce the standards it has on the books. It is important to note that the crane regulation has not changed, nor have the employer affirmative defenses. Our advice to you is this: Make sure that all your crane operations carefully follow the protocol and procedures established in ANSI Z133.1 – 2006, paragraphs 5.7.8 and 5.7.9

If you determine that you must hoist a climber, document that decision carefully. We encourage you to forward any other questions or concerns you have with the Directive to TCIA. We have already asked OSHA-DEP for further interpretation of the Directive. The dialogue we have with OSHA before we get down to the business of writing a standard will continue to help define where there are gaps that need clarification and will give us insights into their current thinking.
You know you’re different...

Do your customers?

The qualities that set you apart from your competitors may be obvious to you – but how can potential customers choose with confidence?

Consumers are more knowledgeable than ever about tree care – make it easy for them to choose you.

**TCIA Accreditation** is an external review of your business that allows you to both strengthen your organization internally and separate yourself from the competition.

**The Process** creates a self-awareness of your company’s strengths and weaknesses that is invaluable to future growth and requires you to face and resolve weaknesses.

**The Credential** sets your company apart as one of the most reliable, ethical, and safe teams of professionals in the field.

\[\text{[Image of a duck standing out among ducks]}\]

- Compete among the most professional companies in the field
- Attract career-driven, loyal employees who take pride in their work
- Increase profits, lower insurance rates

Please circle 26 on Reader Service Card

**Are you ready to stand out?**

Call **800.733.2622** to request an information package, or visit [www.tcia.org](http://www.tcia.org) and click the Accreditation tab.
Tree trimmer dies after falling 20 feet

A tree-trimmer died October 15, 2008, after falling 20 feet in Los Ranchos de Albuquerque, a village in Albuquerque, New Mexico. A Los Ranchos de Albuquerque Fire Department spokesperson said the man, in his 30s, was taken to a nearby hospital, where he died. No further details as to why he fell were reported.

Trapped trimmer rescued

Firefighters in Rockledge, Florida, had to rescue a tree trimmer who accidentally hit a power line November 7, 2008. The electricity made it too dangerous for him to climb down.

A witness told WFTV that a cut limb knocked a power line down and that the power line came into contact with the aluminum ladder being used by the climber, and sparks were flying. Firefighters had to use a bucket ladder to get the tree trimmer to safety. Fortunately, the man was not injured.

Tree trimmer electrocuted in Houston

A tree trimmer was killed while working in northwest Houston October 31, 2008. The unidentified man was electrocuted when his equipment touched a power line, according to a KHOU television report.

CenterPoint Energy shut off power to several homes in the area after the accident. Rescue crews tried to revive the victim, but were unsuccessful.

Tree truck kills state trooper in N.C.

A Maryland State Police trooper was killed November 7, 2008, while jogging on a rural North Carolina road. Tobin Triebel, 39, was struck by a tree-trimming truck in Hillsborough, N.C., according to a report in the Baltimore Sun and other reports. Triebel was taken to the University of North Carolina Memorial Hospital in Chapel Hill where he died that evening.

The driver reportedly was operating below the speed limit at the time, but didn’t see Triebel, who he struck from behind.

The driver was not charged. Triebel’s father lives in the Hillsborough area and he was vacationing there with his family. He is survived by his wife and two children.

Tree trimmer electrocuted in Yucaipa, California

A 29-year-old tree trimmer accidentally electrocuted himself November 13, 2008, in Yucaipa, California, when the metal shears he was using touched an electrical line, according to a report in The Press-Enterprise.

Jose Perez, a Riverside resident and owner-operator of a tree-trimming business, died at the scene of the 9:18 a.m. accident in front of a home.

He was working in a tree secured by a safety harness about 20 feet above the ground, using a 16-foot-long metal pole outfitted with shears. He was repositioning the pole when it hit the electrical lines, according to investigators.

Woman killed after tree truck hits van

A tree-trimming truck broadsided a van full of children in Glasgow, Kentucky, November 13, 2008, killing the driver of the van, 36-year-old Jennifer Carter of Green County, according to a WBKO.com report.

Corey Carter, 7, was sent to Kosair Children’s Hospital in Louisville in serious condition. Danielle Carter, 15, was also sent to Kosair, where she was listed in guarded condition. Natalie Carter, 2, and Krystal Carter, 12, and 17-year old Jessica Carter were all treated and released from T.J. Samson Community Hospital in Glasgow.

The two men in the truck were not injured.

Tree trimmer OK after nearly getting electrocuted

Portland, Oregon, firefighters responded November 6, 2008, to the report of a man who had been electrocuted and was still hanging in a tree. Firefighters arrived to find power lines arcing and a man
What if you lost everything you’ve worked for?
What if it could have been prevented?

It may sound dramatic, but it’s true: one accident could put the entire future of your company in jeopardy. Do you have complete confidence in your company’s safety program?

The Certified Treecare Safety Professional (CTSP) program from TCIA is designed to help every tree care company achieve a strong safety culture in which all employees are motivated to participate. Key employees are enrolled in the program to become their organization’s internal safety trainers. Their education includes instruction in encouraging a company-wide buy-in, teaching and coaching adults, and strategies for building a team-oriented commitment to safe work practices.

The benefits of CTSP to Your Company? Lower insurance premiums, fewer accidents and injuries, reduced employee turnover, decreased risk to your business, and more.

You’ve worked too hard to lose it all to an accident.

Please circle 27 on Reader Service Card

Call Today! 1-800-733-7622 or visit www.tcia.org to learn more about CTSP and enroll in the program.

2009 CTSP Workshop Schedule

New one-day format available!

January 14-15, 2009
Arcadia, CA
Maugel Facility

January 28-29, 2009
Lancaster, PA
ISA Penn-Del

February 4-5, 2009
Portland, OR
Clackamas Community College

March 2-3, 2009
Novi, MI
MGLA Trade Show & Convention

March 11-12, 2009
Manchester, NH
TCIA Headquarters

June 2009
Florida
(Date and location TBA)

July 23 & 23
Providence, RI
ISA Annual Conference

September 2009
Texas
(Date and location TBA)

November 3-4, 2009
Baltimore, MD
TCI EXPO
Having a good idea for improving business can be easy. It is the follow through that often involves a lot of work, which is fine if you have someone to whom you can delegate that work. Such was the case with Arbor Images Tree & Shrub Care, Inc. in Burlington, Wisconsin, and its decision to pursue TCIA Accreditation.

Arbor Images owners, Kevin and Paula Remer, decided to seek TCIA Accreditation back in early 2007. They then told William Murray, company president, to go ahead and do it.

“I think Kevin was the first one who brought it up. He saw it in the magazine and thought it would be a good thing – that it would set the company apart,” Murray says. “We were impressed with it and thought that maybe in the future everybody is going to be impressed with it so let’s get in on the ground floor.”

“We always considered ourselves one of the best, if not the best, tree care company in the area. I read the Accreditation process and we were kind of following the same policies. I thought being the only accredited company around here would put us a notch above,” says Murray.

“That has always been our way, to set the standard a little bit higher.”

Though Murray fully supported the decision to become accredited, he did go back to Kevin and Paula and advise them that this was going to involve some time, effort and expense – not only to achieve but also to maintain.

“Short term, sure, it’s a lot of paperwork. But long term, it’s not just something you achieve and stop working on. Staying on top is ongoing. You don’t just say, ‘OK, we had a bunch of safety meetings. Here’s the documentation.’ We still have safety meetings once a week. It’s a continual thing.”

The Remers unhesitatingly told him to proceed, and in June 2008, Arbor Images was accredited, the eighth Wisconsin company to earn the credential.

The Remers founded Arbor Images in 1993 and became TCIA members in 1996. They have 12 employees, including Murray, who has been with the business going on five years. Their tree and shrub care services for residential, commercial and municipal clients make up about 75 percent of their business, even a greater percentage in the winter when their mulch business slows down.

Side businesses include recycling their green waste into usable wood products, such as custom made rustic furniture, wood sculptures and carvings, lumber cut to order and, of course, mulch. The wood furniture business started about three years ago, when all the wood they were taking down was going into landfill or for firewood. They made a couple of benches for a client who was having some oaks taken down and wanted something from the trees.

“It evolved from there. We got involved with architects and builders and milled some of the trees in our mill for cathedral ceilings, rafters and staircases,” says Murray.
In 2004, they opened a facility housing Arbor Forest Products, a retail outlet for the wood products, and a landscape supply business offering decorative stone, boulders, sand, topsoil, etc.

They had been doing a good amount of land clearing for development, but the economy has slowed that down, Murray says. “We did some clearing two years ago for a developer. They put in their streets, curbs and sidewalks. There is not a house in the development after two years. They have one spec house.”

Tree care remains their primary focus. “We’re heavily into plant health care,” says Murray.

A lot of their business comes through word-of-mouth referrals. “We have an established clientele and they pass the word on,” says Murray. “The Yellow Pages after that, is probably the next best source.”

They also have a Web site.

“So many people are Internet savvy,” Murray says. “I’ll go out on a lot of calls and they’ll have a list. They’re giving me a test with answers from the Internet. They’re asking about this and what do I think about that. They’ve even have the Latin species down. But that’s good that so many people are so informed, because then they will look for a professional,” he says.

Another thing that helps Arbor Images garner business is keeping their equipment in top shape.

“We get a lot of work because our trucks are all pretty new and kept in excellent shape. We wash them every night,” says Murray. “I’ve got a lot of calls where people have said, ‘I called you guys because if you take care of your equipment that well, you are going to take care of my property.’”

He knows not every company treats their equipment this way and his crews know it, too. “It is all about pride in your equipment and the guys know that. If their equipment is not ready to go out, then they really have no work. It involves constant maintenance and upkeep of the equipment so it is always ready.”

One of their motivations for getting accredited was to get their training in place and documented. “It’s all about safety,” says Murray. “Accreditation has helped every part of our record keeping, from maintenance on the vehicles to training of the crews. It is much easier to keep up with everything.”

The most labor intensive part of getting accredited was probably putting together the business plan, admits Murray.

“We really didn’t have one before. I had to make them dig and dig and dig in the office to get that business plan together. We didn’t want to just throw something together. We wrote something that made sense and that we could work with, setting short and long range goals,” Murray says. “It helped all of us. It helped us really look at things, such as how much revenue was coming in on removals, how much on trimming and how much on plant health care. We saw that we could increase our plant health care business.”

It also helped in the way he writes estimates or proposals, says Murray, adding that the Accreditation credential is one more thing that Arbor Images can use to leverage business in this poor economy, when potential clients are looking harder than ever for a low price. There is a limit as to how low a professional company can go on price when they offer company health insurance, a dental plan, and disability, he says.

“Accreditation helps most with establishing a safety culture,” says Murray. “That is everything, because the guys have confidence going out there; they have new equipment, new ropes, new saddles and the company backs them up with any safety item they need.”

The current economy is presenting some challenges for business, says Murray. “The calls have slowed down noticeably. The winter months we usually reserve to trim oaks because they’re dormant. There was a bad oak wilt problem around this area. We don’t touch the oaks till probably the second good frost, late November. We’ll trim the oaks in December, January and February,” he says. “Some clients who are kind of insulated from the current economy are going to have their trees trimmed because they realize that their trees are a valuable asset to their property. But other people are indecisive. They are putting some annual pruning off until next year, waiting to see what the economy does.”

Murray says he would like to see the company double in size in the next five years. “I’d like to bring on a couple of more crews for the trimming aspect of the business. Right now we run two crews and I’d like to add at least another one by next year. But that’s all going to depend on the economy as well.”

“I would highly recommend Accreditation for other companies. That way we can all be on the same playing field,” says Murray, adding that having more companies accredited would make pricing more equitable. “We would all be investing in a great safety culture and what is best for the crew and what is best for the company.”

Murray sees other tree care companies pulling trees over with pickup trucks, and crews without hard hats, chaps or safety glasses.

“Accreditation would bring industry standards up, which I think is very important.”

An Arbor Images crew at work this summer. Photos by Randall McDonald, approved Accreditation auditor.
HELP WANTED

Help us rebuild the beautiful city of New Orleans

Tree Medics needs Climbers & Salespeople. We offer extensive training, benefits, year-round work and above industry pay. Call (504) 488-9115, fax resume (504) 488-9177 or e-mail chris@tree-medics.com.

Climbers-Crew Leader/Sales-Certified Arborist/ Crane Operator-Mgr. of Field Operations

Advanced Tree Care Inc a very well established, accredited, state-of-the-art business. Looking for motivated, ambitious, skilled and responsible individuals to join our team. Valid driver’s license is a must and a CDL is a plus. A safe, drug-free work environment with year-round work, overtime and benefits: medical, dental, prescription, IRA retirement plan. For consideration, please e-mail resumes to: treecare-jobs@valleycrest.com or fax to (818) 225-6895.

ValleyCrest Tree Care Services

Provides award-winning arborist services on a wide range of properties throughout the nation. Rather than focusing on isolated management techniques, our certified arborists approach the tree as an entire biological system. We have full-time opportunities available for our following positions: Account Manager; Operations Manager; Business Developer/Estimator; Crew Leader/Foreman; CDL Driver; Production Specialists; Spray Technicians. Branches Include: Livermore, Sacramento, Santa Ana, Gardena, Ventura, CA; Phoenix, AZ; Tampa, Sarasota, Venice, Orlando, FL; Atlanta, GA. For consideration, please e-mail resumes to: treecare-jobs@valleycrest.com or fax to (818) 225-6895.

Career Opportunity Qualified Arborist in Richmond VA


Bartlett Tree Experts

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

Ira Wickes/Arborists

Rockland County-based firm since 1929 seeks qualified individuals with experience. Arborists/Sales Reps, Office Staff, Crew Leaders, Climbers, Spray Techs (IPM, PHC, Lawn). Great benefit package includes 401(k) matching, advancement opportunities, EOE. Check us out on the Web at irawickes.com. E-mail your resume to info@irawickes.com; fax (845) 354-3475, or snail mail us at Ira Wickes/Arborists, 11 McNamara Road, Spring Valley, NY 10977.
Central South Carolina
Sixty-year-old company is experiencing tremendous growth with stability. Immediate openings for foreman, climbers, apprentice climbers, grounds crew and plant health care specialist. All positions are full time and offer job security. Applicants must possess a driver’s license, great work ethic, great communication skills, neat appearance and a desire to advance. Company will assist with training plus cost to achieve arborist cert. and CDL. Benefits include great wages, health & dental insurance, vacation, personal time, holidays, paid training and conference cost reimbursement. For more info contact Chris Freeman at (803) 252-7664, chris@soxandfreeman.com, fax (803) 252-4858.

Tree Awareness, Inc.
A growing South Jersey company seeking Crew Leaders with min 3 yrs.’ leadership exp. Must have valid CDL, be able to perform daily tree care activities ranging from fine pruning to large removals, and possess strong organization skills. Competitive industry pkg. including: paid vacation & personal time, holiday, 401(k), medical/dental, & continuing education. Drug free workplace! E-mail all resumes to: treeawareness@aol.com.

For People Who Love Trees – www.arborguard.com
Arborguard Tree Specialists, with offices in Atlanta and Augusta, Georgia; and Charlotte, North Carolina, seeks experienced sales arborists, crew leaders, climbers and plant health care technicians who demonstrate a passion for excellence. Arborguard maintains an exciting and highly spirited team culture that is focused on a positive experience for employees and clients alike. A decision to join our team will ensure year-round work for a prestigious and high-end client base, over 100 hours of annual paid training, an OSHA compliant work environment, paid vacation and personal days, paid holidays, paid healthcare and 401(k). If you seek personal and professional development, appreciation, recognition and career opportunities, you may have found them. To explore this unique opportunity, contact: Dennis Tourangeau, Director of Operations, Arborguard, P. O. Box 477, Avondale Estates, GA 30002, or send fax to (404) 294-0090, or e-mail dtourangeau@arborguard.com.

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

Florasearch, Inc.

All Paradise Tree Service, Oahu, HI
Seeking experienced climber. Valid driver’s license a must, certification is a +. Medical, dental, vision & RX benefits offered. Pay is commensurate to experience. Call (808) 696-5323. Come join us in Paradise!

Bartlett Tree Experts
Continues to grow in the Western U.S. & Canada. Immediate openings for Experienced Foremen, Tree Climbers, IPM Monitors & Arborist Reps in San Francisco Bay area, Phoenix, Tucson and British Columbia, Canada, offices. Paid vacation, holidays, medical, dental, 401(k), training and continuing education. Applicant must be safe, reliable, customer-service & career oriented. CDL & ISA certifications are a plus. Fax or e-mail your resume to (415) 472-8651 or pandreucci@bartlett.com.
Tree Climber
North Baltimore area company for over 20 years looking for experienced climbers. Year round work with o/t, medical benefits, paid holidays, vacation. Fax resume to (410) 584-9240 or call (410) 771-4896.

Seacoast NH Tree Co.
Tree climber/foreman with strong pruning and removal skills, certified, good work ethic, capable of taking direction w/at least 3-yrs’ experience. Competitive pay, health ins., vacation, y/r work & profit sharing. (603) 431-0101.

Come Grow with us
DeAngelo Brothers, Inc. has been a leading Vegetation Management Company since 1978. We specialize in Railroad, Roadside, Industry and Aquatic Vegetation Management and some of our client’s include many of the largest corporation’s in North America. We are a market leader with a clear vision of the future investing heavily in our people, core values and friendly work environment. We are looking for hard working talented people who have experience in managing the day-to-day operations of our Branches and Divisions throughout the United States and Canada. Qualified applicants must have a minimum of 2 yrs’ experience working in the green industry, have proven leadership abilities and strong customer relations and interpersonal skills. We offer an excellent salary, bonus and benefits package including 401(k) and company paid medical and vacation benefits. For career opportunity and confidential consideration, send or fax resume, including geographic preference and willingness to relocate to: DeAngelo Brothers, Inc.; Attn: Human Resources Department; 100 North Conahan Drive; Hazleton, PA 18201; Phone: 1-800-360-9333; Fax: (570) 459-5363; E-mail: claust@dbiservices.com

EOE/AAP M-F-D-DV

Take Your Career a Mile High
With roots proudly planted in Colorado’s soil since 1947, we’ve grown into one of America’s most respected landscape care services. Come join more than 200 passionate green-industry professionals, with opportunities for:
Certified Arborists with removal experience
Trim Field Supervisor with Ornamental Pruning Expertise
Sales Representatives
PHC Qualified Supervisors
Other production positions available – in Denver and Fort Collins. Swingle offers year-round employment in the sunny Colorado outdoors, plus top industry wages and benefits. We also provide great opportunities for college graduates and student interns. If you are a results-oriented, motivated individual looking for a growing company recognized for safety and legendary service – we need to talk to you. Visit our Web site at www.myswingle.com to learn more or to apply online. Or call Dave Vine at (303) 337-6200 or e-mail dvine@swingletree.com. When it comes to your career…choose Swingle.

Experienced ISA Certified Climbers, PHC/Lawn Care Technicians, QA/QS Applicators & Grounds Crews needed in Boulder County, Colorado. Clean driving record required. Top industry wages, Benefit packages, Drug-/Smoke-free work environment. Check us out at www.stvrainarborcare.com. E-mail resume to info@stvrainarborcare.com or call for an application (303) 772-3136.
<table>
<thead>
<tr>
<th><strong>Vermeer</strong></th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>BC1000</td>
<td>KCH20109</td>
<td>Double Edge 9&quot; x 4-1/2&quot; x 5/8&quot;</td>
<td>$34.25</td>
</tr>
<tr>
<td>BC1220-BC1250</td>
<td>KCH20002</td>
<td>Single Edge 8&quot; x 3-1/2&quot; x 3/8&quot;</td>
<td>$20.25</td>
</tr>
<tr>
<td>BC1400</td>
<td>KCH20110</td>
<td>Double Edge 8&quot; x 5&quot; x 5/8&quot;</td>
<td>$39.25</td>
</tr>
<tr>
<td>BC1800-BC2000</td>
<td>KCH20103</td>
<td>Double Edge 10&quot; x 5-1/2&quot; x 5/8&quot;</td>
<td>$43.75</td>
</tr>
<tr>
<td>BC1800XL</td>
<td>KCH20112</td>
<td>Double Edge 10&quot; x 5&quot; x 5/8&quot;</td>
<td>$45.75</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Morbark</strong></th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>100, 200, 290</td>
<td>KCH10001</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 3/8&quot;</td>
<td>$21.25</td>
</tr>
<tr>
<td>10, 13, 17, 2050</td>
<td>KCH40001</td>
<td>Double Edge 10-1/2&quot; x 5&quot; x 1/2&quot;</td>
<td>$35.75</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Brush Bandit</strong></th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>90XP, 280XP</td>
<td>KCH10004</td>
<td>Double Edge 5-3/2&quot; x 4&quot; x 1/2&quot;</td>
<td>$25.25</td>
</tr>
<tr>
<td>100-250</td>
<td>KCH10003</td>
<td>Double Edge 7-1/4&quot; x 4&quot; x 1/2&quot;</td>
<td>$22.50</td>
</tr>
<tr>
<td>250, 254 after '01</td>
<td>KCH10101</td>
<td>Double Edge 7-1/4&quot; x 4-1/2&quot; x 1/2&quot;</td>
<td>$29.75</td>
</tr>
<tr>
<td>1890 Intimidator</td>
<td>KCH20103</td>
<td>Double Edge 10&quot; x 5-1/2&quot; x 5/8&quot;</td>
<td>$43.75</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Asplundh</strong></th>
<th>Part No.</th>
<th>Knife Description &amp; Size</th>
<th>SALE Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>12&quot; Drum</td>
<td>KCH30001</td>
<td>Single Edge 12&quot; x 3&quot; x 3/8&quot;</td>
<td>$20.50</td>
</tr>
<tr>
<td>16&quot; Drum</td>
<td>KCH30002</td>
<td>Single Edge 16&quot; x 3&quot; x 3/8&quot;</td>
<td>$22.75</td>
</tr>
</tbody>
</table>

For secure online ordering visit www.OnlineArboristSupplies.com. Use Promo Code WEB1108 and save 10% when ordering online.

Stump Cutter Teeth  
Pruning Saws  
Arborist Rope

1-800-223-5202  
www.zenithcutter.com

5200 Zenith Parkway  
Loves Park, IL 60111  
USA

Offer ends December 31, 2008
TREETCO Tree Service
San Francisco Bay Area. A successful 19-year-old business has dynamic opportunities for experienced arborists to join us as: Account Managers; Foremen. Please send resume to: jobs@serpicolandscaping.com.

Tree Climbers/Sales Reps/Crane + Loader Operator

Climber/Foreman
Long Island, NY-based co. with year-round work seeking experienced climber/foreman. Boom operator experience a must, CDL preferred. We are dedicated to safety, training & most importantly, customer satisfaction. Top pay based on experience. Relocation assistance for right candidate. Call (631) 474-8084.

Premier Tree & Shrub Care – Metro Atlanta Area
Located in Gwinnett/Walton/Cobb counties. Accepting applications for Climbing Foreman & Climbers. Class A CDL needed. ISA cert. a plus. Minimum 5 yrs. climbing exp. Also excepting qualified applicants for position of Fleet/Equipment manager. Experienced Lawn/Tree & Shrub tech needed, this person must have Pesticide License or obtain one within 6 months of hire date. Fax Resume to (770) 267-8711, e-mail premiertreecare@yahoo.com or contact Eddie Sheppard at (770) 267-8733.

EQUIPMENT FOR SALE
Opdyke Inc.

Spider Lifts for Sale
New, demo and used. Different brands from 52-foot to 100-foot working height. See them at www.ITALMECUSA.com or call Mike Hrycak at (201) 206-2464

Ropes, Ropes, Ropes
All types and brands of professional arborist climbing, lowering and rope accessories at warehouse prices. Call for current price list. Visa, MC, AX. Small Ad – Big Savings, since 1958. 1-800-873-3203.

Tamarack Forestry is selling bucket truck surplus
Aerial Lift of CT Buckets mounted on 1996-1999 Ford, GMC & Int’l trucks. All trucks are diesel, average miles are 50,000 & booms are in excellent shape. Prices are $23,500 to $29,500. Call Matt at (315) 323-2303 or 1-800-858-0437.
BTS Equipment, Your Pre-owned Tree Care Equipment Specialist

Pre-owned 55-70ft Hi-Rangers, Lift-All and Teco Bucket Trucks mounted on 95-2001 GMC, Ford and International diesel trucks. Our units are completely serviced, inspected, tested and certified ranging from $19,500-$37,500. Also complete line of chipper trucks and chippers. We ship anywhere. Call Chris at (586) 630-2629. We deliver on product and service. Visit us on our Web site at www.btsequipment.com.

Allied Equipment of Wisconsin

Local Rentals, Bucket Trucks to 70 ft., Stump Grinders, Chippers, aerial lift parts & service. Rayco parts, OEM Stump'r Guard. We rent Rayco Hydra Stumpers/Forestry Mowers. www.alliedutilityequipment.com 1-800-303-0269.

Fiberglass Covers for LRs and XTs

PCC's fiberglass guards & covers significantly outlast the OEM plastic covers...and they cost less. Plastic Composites Company www.buckettruckparts.com, 1-800-747-9339.

1999 VersaLift Bucket Truck

VO-255, 60’ W/H, Rear mount, 1999 Freightliner FL-70 truck, Auto-Trany, 230 HP Cat. diesel, 33,000 GVW, 62,000 miles, great shape, $32,000.00 or best offer (952) 473-0534

PRODUCTS & SERVICES

Hardware and software by an arborist for the arborist

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

Customized Consulting for the Tree Care Industry

If it impacts your success, it’s our concern. Contact charles@TCIAAccreditation.com

TCIA Accreditation

Business Management

Office Procedure

Arborgold Software Training

Company Branding & Marketing

Web Design
Would You Like to Close More Sales and Increase Revenue by 30 percent or More?

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

BUSINESSES FOR SALE

Plant Health Care Co. Long Island, NY

Est. 22 yrs, multi-thousand residential & commercial customer base. Includes 10 truck state-of-the-art spray fleet. Fully trained sales & operational staff. Annual Gross Sales of $1.9 mil+ over the last 3 yrs. Tremendous growth opportunity for larger company seeking immediate impact on Long Island market, especially with the growing West Nile Mosquito concerns. Priced to sell at $1.95 mil. E-mail responses w/company info to RJL2813@aol.com. Principals only!

Buy today start tomorrow Cleveland OH.

Great client base. Small crew nice profits. 60’ bucket truck/chipper. 2500 pu/dump trailer. Climbing gear, tools, chain saws & more. Owner will help w/transition. Year round work. $145,000. (440) 567-0962.

Central New York


Reputable tree service for sale in Dallas, Tx.

Over 3500 customers with gross annual sales over $350,000. Includes equipment, 4 trucks, dump trailers, fertilizer rig, Phone numbers, etc. Owner available w/transition. $425,000 obo. (214) 923-6795.

Western Montana Tree Service for Sale

2 bucket trucks, 1 dump truck, 1 flatbed, Vermeer 1400 chipper, stump grinder, 17 saws & more. 30 years service by 5 year certified Arborist. $150,000/yr gross. $125,000 for all. Contact (406) 676-TREE.

Miscellaneous

Advanced Landscape Plant IPM PHC Short Course January 19-23, 2009

For registration information contact: Avis Koeiman, Dept. of Entomology 4112 Plant Sciences Building University of Maryland, College Park, MD 20742 Tel: (301) 405-3913 E-mail: akoeiman@umd.edu www.raupplab.umd.edu/conferences/AdvLandscape
You’re already a tree care expert...
Now let’s add business expert to the list!

You CAN have it both ways.

As a tree care professional, being an expert in your field is important – but sometimes, it’s not enough to make your business grow. Put the experience and the network of TCIA to work for you, and we’ll help you become an expert in business SUCCESS.

Try out TCIA membership for one year for just $29.4*!
Join now and receive a new member Business Success Kit valued at over $500, filled with the tools you need to get your tree care business growing.

Give us a year and watch your business GROW!

Call today at 1-800-733-2622 or visit www.tcia.org to learn more about what TCIA membership can do for your business.

*Last chance for this first-time member pricing, offer expires Dec. 31, 2008

Please circle 29 on Reader Service Card
The year 2008 has given all of us economic indigestion. The price of fuel alone will be a major impediment to year-end profits. But equipment manufacturers around the globe forged ahead and bestowed upon us glossy catalogs and interactive Web sites full of innovative products. So whether you are planning on allocating your expense account on one piece of aluminum alloy or outfitting a premium saddle, this article should help you narrow your decision.

Arborist attire – Functional accoutrement

If you have attended a tree climbing competition in the past few years, without a doubt you’ve seen some of the best pants in the world for tree work: Pfanner Tough Gear’s Stretch Air pants are functional protective clothing that are much more than worth the price. Designed by tree and rock climbers, these pants look atypical but are very durable and extremely comfortable. The stretchy Lycra materials resist stains and are reinforced at the knees and ankles with a thin Kevlar patch.

For chain saw protection you will need a bit more Kevlar, such as the six layers that the Belgium-made SIP 6.1 pants offer. Loaded with amendments, these stand-alone pants can tolerate a wide range of weather conditions and keep the occupant safe and comfortable. For added safety (higher visibility), purchase the matching jacket. It’s not chain-saw resistant, but is good for an additional layer of weather-proofing.

If you’re looking for work wear in a more conservative price range but demand pants that perform, pull on a pair of Arborwear Tech pants. Arborwear is all about being comfortable and flexible, and these nylon pants are just that. They also have a great line of sturdy work shirts and heavy sweatshirts and now offer bibs.

Speaking of bibs, did you know they are one of the best ways to stay warm when the temperature dips? Many of you have experienced that cold draft running up your back when you raise your arms, untucking your shirt. Wearing a lightweight pair of bibs such as Eastern Mountain Sports’ System 3, made from a combination Lycra/polyester material with sealed seams, will keep that draft out and the core warmth in without the bulk of traditional overalls, which can restrict climbing motions.

Extraneous extremities

Above all else, protect your head. Petzl and Pacific can help you in that area with several products that have been on the market for years. Realizing that arborists can be quite colorful, they are now offering more colors in helmets than ever before, including high visibility colors.

Petzl’s standard arborist helmets are the polycarbonate Vertex Best and Vertex Vent. If you work around electrical hazards, you’ll need the solid shell of the Best. If not, go for the air circulation the ventilation holes in the Vent provide. Pacific manufactures a brimmed model made of Kevlar that keeps the sun out of your eyes and has an excellent suspension system. The only drawback is the leather headband can bleed dye onto your forehead with heavy sweat during the break-in period. This can easily be overcome by inserting a terry cloth band or wearing moisture wicking head bands.

If you need lightweight work gloves, try the Atlas summer weights in bulk quantities. They are sensitive enough for knot work, however they wear out faster than leather. Fortunately, they are inexpensive to replace. The winter weights from Atlas...
should be purchased one size larger to allow for better blood and air circulation, which in turn, keeps your fingers toasty. For all around tough work gloves that are great for running rope or dragging brush, Pigeon Mountain Incorporated’s heavy-duties are the cream of the crop in leather gloves. The extra leather padding feels like part of your palm when they break in.

Harnessing luxury

By now you have heard at least one review of the remarkable saddles being made by the Treemagineers and Petzl. The treeMotion and both variations of Petzl’s Sequoia are fully adjustable, however, like a good inifelder’s glove, they need a six-week to six-month break-in period before you can really dial them in to sweet perfection.

If cutting edge ergonomics and über options are your style, the treeMotion was designed with you in mind. It is bulkier in some places because of the leather backing of the pads, but gets rid of traditional saddle pinch points. The suspension bridge and gear loop options have too many configurations to list. If you want a ride that is the true meaning of fully adjustable and will help your body absorb the rigors of production-climbing long term (because of its position on the hips and great center of gravity), the treeMotion is worth the money.

In 2007 Petzl introduced the Sequoia and Sequoia SRT, the difference being the dorsal and ventral attachment points on the SRT model. These saddles are for work positioning, not fall protection. The attachment points are designed for suspenders or shoulder straps, such as Petzl’s Secur and Torse, which keep their Croll chest ascender vertical and against the body. Another ingenious part of this saddle is the removable aluminum rings that give the climber more bridge tool options.

Two other saddles worth mentioning are the Butterfly II from Komet and Weaver Leather’s Cougar. The Cougar weighs in at a hefty 6.5 pounds and the sizing runs a little large. This saddle is comfortable and rugged for substantially less money than other modern saddles. For the minimalist who is looking for comfort and style, the Butterfly II is lightweight, at 3.4 pounds, and has gear attachment points that allow the climber to add gear as desired.

Get connected – Crabs

In the arena of carabiners, being different makes or breaks the device. The Petzl OK has a unique oval shape making it symmetrical and easy on the hands and moves in and out of gear great. The double locking mechanism and Keylock gate are smooth and can be operated by one hand with practice. International Safety Components manufactures a great space saver, the Mighty Mouse. This compact (20 percent smaller than most) HMS-style crab features a modified key gate with a triple locking mechanism known as Quadlock for added safety. Both crabs exceed the ANSI Z133.1-2006 8.1.11 standard.

Specialized links

DMM recognized the need for a carabiner that could be factored into the mechanical advantage (MA) equation and offers the Revolver and Locking Revolver. For climbers who need to add MA into their system or want a smooth running, large ring replacement for a friction saver, these biners have a great sheave built in and worlds of opportunity to create lift systems.

With all of the gear attachment loops on saddles, what should you use in them? Petzl makes two sizes of its plastic Caritool, both of which have a multitude of uses and places they can be attached to.
many saddles. A word of caution here: the wire gates can bend under rigorous use and come out of the housing. The Caritools do have a small keeper hole related to the wire gate, which is non-locking and can open, catching small branches and potentially dislodging it from the saddle.

Multifaceted performance – pulleys and swivels
The Treemagineers and DMM poured their hearts and souls, along with a Western European flare for design, into the Hitch Climber pulley. This is quite possibly the best way to get bang for your buck if you have a tight expense account. You will receive a plethora of possible arrangements: double crotching, added mechanical advantage when load hauling or during aerial rescue, and climbing on the M system. The sleek design and super smooth action of this pulley, coupled with an ingenious third attachment hole, have the potential to broaden your climbing skill set and make large gains in your overall efficiency in the canopy.

If you’re looking for smoother action on your bridge at a lower cost than the Hitch Climber, CMI manufactures the Micro Pulley 2i. The 2i is a transfiguration of the classic Micro Pulley with two attachment eyes. Saddles with rope bridges, such as the Glide II and Cougar, will ride longer before the need for bridge replacement if you use a roller. The 2i can be used for minding climbing hitches: however, the design is inferior for that task when compared to the balanced configuration of the Hitch Climber.

No gear bag is complete without a Fixe and a Micro Pulley, made by Petzl and CMI respectively. These bite-sized morsels are great in doubled- and single-rope techniques, as well as with other gadgetry in the tree.

Precision, sealed ball bearings are usually reserved as furnishings in high performance machinery. Petzl wanted to make this feature an available option on your saddle with the Swivel. This smooth stress-reliever comes in two sizes, the small is for solo use, while the large can oblige up to three crabs and is rated for a two-person load.
Instruments for ascending and descending

In the high demand avocation of production tree work, efficient use of energy is imperative. The elevating popularity of single rope technique (SRT) and rope ascending/descending systems (RADS) is leading to a dizzying array of hardware combinations.

Advanced Rope Technologies forged the Lockjack Sport, a self-tailing descender that provides exhilarating descents and reliable action. This piece of gear is pricey, but gets loads of high marks from climbers who use it. Purchase the swivel attachment for added action, and remember that replacement clutches cost about the same as factory spliced eye-and-eyes.

Another smooth operator is the Trango Cinch. The lightweight Cinch works great for belay and lanyard adjustment partially because it is easy to get on and off line. The compact device has a plastic handle, is easy to open, and the cam can be manipulated by the thumb. It is true to its maximum line size of 11mm.

The Petzl Grigri is best used for belay, but works in lanyard adjustment as well. It has a love-hate relationship with friction – smooth movements allow free running rope while sudden shock loads engage the cam. The cam opens by spring loaded action, when the handle is released the cam rotates and brakes the rope. Another feature is that it has a good heat displacement.

The I’D self-braking descender is another Petzl offering, the Grigri’s big brother. It boasts a few more features, such as an anti-panic function in case the reinforced handle is pulled too hard and a strength rating that can accommodate two-person loads. The I’D is a more useful tool for RADS than the Grigri.

The Eddy by Edelrid is a smaller version of the I’D that is catching on. It has an anti-panic function and a compact design. Like the Trango Cinch the cam can be manipulated by the thumb and, for example, during a limbwalk, the climber can smoothly advance the rope one handed.

Ascenders

For hand-held ascenders, two good choices that have to be purchased for right and left hands, due to the location of the cam-release mechanism, are the Petzl Ascension and CMI’s Ascenders. There are slight differences in overall shape, cam
they are very user friendly and ergonomic, although a little bulky.

SRT systems utilize the leg muscles by means of foot ascenders. Again, Petzl and CMI have offerings, but with greater differences. The Pantin from Petzl is smaller and needs an additional biner to lock the cam on line. The CMI Foot Ascender is larger and less streamlined but has a locking cam, making it less likely to kick off the rope.

The Croll chest ascender by Petzl is designed with arborists who use the SRT in mind. The rope self-tends as the climber advances and keeps you in line with your system. For the ascender to work properly, it needs to remain vertical and close to the body with suspender attachment.

Another small, but useful, device is the Ropeman Ascender. It is highly functional, but not ANSI compliant for life support. Just a few of its many uses include creating fully adjustable friction-hitch length, and being part of mechanical-advantage or SRT configurations.

**Accompanying implements – Cutting loose**

If it is your intent to pursue arboriculture for an extended period of time, you have to think about ergonomics, otherwise you will pay the price with achy elbows, shoulders and knees. One of the best ways to preserve the joints in your arms is a high quality hand saw, such as Silky USA’s Gomtaro, with a soft rubber grip and replaceable blade holding eight laser sharp teeth per 30 mm. Wooden and hard plastic handles tend to be a little more offensive to the palm and may create higher impact forces. Blades that don’t remain sharp under normal use require additional energy.
to pull through the cut. The bottom line is to spend the money for a high-quality saw. Your joints will appreciate it.

**Setting up for success**

Perhaps one of the most mimicked areas in the industry is line installation equipment. With the exception of the Big Shot, manufacturers are always tinkering with making a quality product for less. If you opt for a less expensive folding cube or throw bag, you may end up with a product that isn’t as durable or rugged long term.

For throw bags, look at the solid ring and sturdy stitching of the Harrison Rockets. They stand up to many impacts with trees and concrete with no visible signs of failure.

You will pay more for the Falteimer folding cube and in return get a newly added Lycra bottom, excellent stitch work around the side material and attachment points, and durable corners that will not fail. It will stand straight throughout the day with the weight of four throw bags and two lines inside.

You all know the energy and cambium saving benefits of friction savers. Adjustable models are on the market now that make takedowns a breeze and descent
from spars safer. Overhand knots and small quick-links are two means for false crotch retrieval, but for an effortless retrieval every time with great stow ability, go for the Retreiver Ball (as in ART’s Rope Guide). This is a really good deal for about $5.

Palatial storage

These bags are off the beaten path but worth the trip. Black Diamond’s Huey line of haul bags can hold at least 300 feet of rope, most of the gear in this article, and be carried to the tree comfortably on your back. The Ropemaster line from Metolious has a variety of rope-tarp style bags, with 4-foot by 5-foot tarps and nice loops for quick identification of rope ends. These come in many colors and store nicely in the truck.

Check out

The New Year will mean new expense accounts for many of you, so start doing your homework now and get ready to help stimulate the economy by pulling in some new gear. Keep in mind that being more productive can mean higher profits, but having a saddle with a ton of rarely used gear on it is counter productive.

This article covered a miniscule amount of the equipment available for our industry, so shop around, tune your system up, and climb safe.

Keith Pancake is an ISA certified arborist, utility specialist and tree worker with Broad Oak Tree and Shrub Care in Peterborough, N.H., a TCIA accredited tree care company.
End of the Year Sale
Shop www.tcia.org
Safety, training and educational tools
designed just for tree care companies...

...by your industry’s trade association.

Winter is a great time to overhaul equipment
and catch up on employee education and
training. OSHA requires employers to docu-
ment safety training and TCIA’s training
programs are designed to make training and
compliance easy! Through December 31, 2008,
save on the safety training programs you need
to keep your company OSHA compliant and
your employees safe in the field. But hurry –
quantities are limited on some items.

15% off all orders!*  
Hurry! Offer Expires Dec. 31, 2008

*Excludes the newly released Best Management Practices for Crane Use in Arboriculture.

Call 800.733.2622
www.tcia.org
Sign up for your RSS feed for Safety

TCIA’s Web site now features an RSS feed for quick, easy access to new safety articles.

Once you sign up – for free – an RSS feed will alert you whenever a new safety article is posted to our site.

To take advantage of this free service, just visit the TCIA homepage (www.tcia.org) and select the “Subscribe Now” option on the right side of the page. You can subscribe through Outlook or another feed reader program, or add the feed directly to your personal Yahoo, Google or AOL homepage.

If you need help or have any problems subscribing, or just want to learn more about this valuable new TCIA.org feature, contact us at (603) 314-5380.

With this new service, you’ll never miss an important safety article from TCIA. Subscribe today!

Midwest Arborist has gear for every need

Midwest Arborist Supplies
www.treecaresupplies.com/tcia_discounts.shtml

Products: Midwest has a full line of equipment and supplies for arborists.

Member Benefit: Midwest will contribute 2.5 percent of your total online purchase (less shipping) toward next year’s dues. In addition, 2.5 percent will be contributed to TCIA to be applied towards future development of safety and educational programs for the tree care industry.

Example: If you buy $2,000 in products from Midwest’s Web site, your company will receive a credit from Midwest Arborist Supplies that will reduce your next year’s membership dues by $50. Your credits will accumulate throughout the 12 months of membership and when you receive your dues invoice at the end of this period, you can subtract the credits from your dues. This excellent members-only program helps reduce your company’s dues and helps offset some of the costs involved with keeping this industry safe.

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

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

To learn more about how your company can benefit from these and other TCIA affinity programs, please call 1-800-733-2622.

66 TREE CARE INDUSTRY – DECEMBER 2008
Sen. Isakson accepts TCIA’s Legislator of the Year award

TCIA representatives recently presented Senator Johnny Isakson (R-GA) TCIA’s 2008 Legislator of the Year award at his offices in Washington.

Senator Isakson has been very supportive of TCIA’s commitment to work with OSHA toward regulations that truly fit our industry. He has been open to meetings with TCIA members, in Washington and Georgia, and he led the way among colleagues in securing a bipartisan Senate letter urging OSHA to develop a separate standard for arboriculture. And when OSHA decided to ignore the expressed will of Congress and published a directive that made all of arboriculture subject to the logging standard, the Senator helped TCIA get it rescinded.

ValleyCrest reps join Sen. Boxer on Capitol Hill for H-2R bill discussion

On September 10, representatives of ValleyCrest Companies, Inc. traveled to Washington, D.C., to voice support to extend the Save Our Small and Seasonal Businesses Act of 2007, H.R.1843/S.988. The bill, known as the H-2R Exemption, refers to the exemption of temporary foreigner workers, who have held H-2B status in the past, from being counted toward the annual congressionally mandated H-2B cap of 66,000.

“The bill is extremely important to the landscape industry and related industries that require seasonal and temporary laborers,” says Andrew Brennan, a ValleyCrest vice president. “Many landscape markets do not have local labor to fill temporary seasonal labor positions. As a result, the H-2B program has proven to be a highly effective way to fill these needs.” Failure to pass the bill quickly could have a significant negative impact on the green industry as well as other industries that require temporary seasonal labor, he said. “The bill has not been passed; it is our hope that it is passed in the post-election congressional session,” says Brennan.

From left to right: U.S. Senator Barbara Boxer (D-California), with Dean Ngo, esq., human resources manager, Immigration & Legal Affairs; Andrew Brennan, vice president; and Veronica Reveles-Martinez, human resource immigration assistant, all of ValleyCrest Companies, Inc. on Capitol Hill.

Above, from left, Joseph & Jill DiStasio of D & B Tree Service, Inc., in Quincy, Mass., met with U.S. Rep. Steve Lynch (D-MA), in Washington this summer. Then, at right, just before the election this fall, Joseph met with U.S. Rep. William Delahunt (D-MA), to whom he delivered a contribution on behalf of TCIA’s Voice for Trees political action committee. A strong supporter of H-2B visa reform, Delahunt has a great appreciation for the seasonal labor needs of small businesses, which is not surprising given the seasonal workforce needs of his Cape Cod district. As a Democrat, he will be a key negotiator in the shape and requirements of legislation that addresses seasonal workforce issues on the next Congress.
Safety – Coming to a Venue Near You

2009 CTSP Workshop schedule: New format – One-day workshops and optional test sites

Note that day 2 is for the test, which also may be taken another day at testing centers around the country.

January 14-15, 2009
Maugel Company
Arcadia, CA

January 28-29, 2009
ISA Penn-Del
Lancaster, PA

February 4-5, 2009
Clackamas Community College
Portland, OR

March 2-3, 2009
MGIA Trade Show & Conv.
Novi, MI

March 11-12, 2009
TCIA Headquarters
Manchester, NH

June 2009
In conjunction w/Trees Florida
(Date/location TBA), Florida

July 22-23, 2009
ISA Annual Conference
Providence, RI

September 2009
(Date/location TBA),
Texas

November 3-4, 2009
In conjunction w/ TCI EXPO ’09
Baltimore, MD

Alternative testing centers already established around the country include:

University of Alabama, Huntsville, AL
Fullerton Community College, Fullerton, CA
Allan Hancock College, Santa Maria, CA
Portland State University, Portland, OR
South Seattle Community College, Seattle, WA
Austin Community College, Austin, TX

University of Texas at Arlington, Arlington, TX
Palm Beach Community College, Palm Beach Gardens, FL
University of South Florida, Tampa, FL
Georgia State University, Atlanta, GA

ANSI A300 Pruning and Lightning standard changes

The ANSI-Accredited Standards Committee (ASC) A300 awarded Ed Macie, of the U.S. Department of Agriculture-Forestry Service, a service award for his eight years of work on the committee during the group’s October 21-23 meeting in Alexandria, Va. Macie will remain as an alternate representative and Keith Cline will take over as the member representative for the Forest Service.

The committee also reviewed public comments (those submitted so far) on the revision of ANSI A300 Part 2 – Fertilization. Some changes were made, which will result in a second public review period after the current period is complete November 11.

The committee also reviewed working documents produced by subgroups that are working on:

▶ a revision for ANSI A300 Part 5 Management;
▶ a new standard for Roots and Root Zone management; and,
▶ a new standard for Tree Structure Assessment (tree risk management).

The ASC A300 believes public review periods may be held for these after the Spring ASC A300 meeting, in March 2009.

The committee also provided a list of changes in the newly revised standards: ANSI A300 Part 1 Pruning and ANSI A300 Part 4 Lightning Protection Systems standards.

To view the list of changes, visit http://www.treecareindustry.org/Public/gov_standards_a300.htm

Best Practices Guide for Crane Use on sale

TCIA’s newest manual, “Best Management Practices for Crane Use in Arboriculture,” combines technical information from professional crane operators and arborists who use cranes; illustrates fundamental principles of crane selection, set-up and operation; demonstrates important “how-to’s” beyond basic industry standards and includes a comprehensive, pull-out green log weight chart for easy reference.

For more information or to order, visit tcia.org or call 1-800-733-2622.

Older TCIA Aerial Rescue and EHAP tests expiring

TCIA’s Aerial Rescue Training video and the EHAP (Electrical Hazards Awareness Program) training manual were recently revised, making the older versions obsolete.

The new versions have updated content and include new information.

The old Aerial Rescue video needs to be replaced starting January 1, 2009.

The old EHAP tests from EHAP 2002, both English and Spanish, need to be used and submitted to TCIA by October 1, 2009. The older tests will not be accepted after that date.

If you have any questions regarding use of these older training materials, or would like to order current versions, contact TCIA at 1-800-733-2622.

Edward Macie, left, accepts a plaque from Tim Johnson, ASC A300 chair and owner of TCIA member Artistic Arborist, recognizing Macie’s eight years of service on the committee.
The Tree Care Industry Association recognizes our Partners Advancing Commercial Tree Care. Their strategic partnership with TCIA supports our journey to Transform the Industry.

PACT Partners support TCIA’s education agenda and training programs.

Please let our PACT Partners know that you support their efforts on your behalf and that of the entire industry.

Helping to build a stronger marketplace can have significant benefits for your company.

To learn about the many branding and marketing opportunities available, contact Deborah Johnson, Director of Development; johnson@tcia.org or call 1-800-733-2622
Accident briefs

(Continued from page 46)

hanging by a safety rope, according to a Portland Fire & Rescue press release.

The man, who is an arborist, was conscious and alert and told firefighters, that if he touched anything he would get a shock. Apparently, the whole tree was energized and a rescue attempt would expose firefighters to electrocution. The arborist was cold and tired, but the only course of action available to firefighters was to wait for PGE to de-energize the power lines.

A PGE representative arrived a short time later and removed the limb from the power line. Once the power was shut off, the arborist climbed down and was checked by paramedics. He had no injuries and refused transport to the hospital.

Tree worker suffers injuries after 30-foot fall

A man fell about 30 feet while trimming trees November 18, 2008, at a Hudson, New Hampshire, home. The man was trimming trees from a bucket when the top portion of a 50-70 foot tall tree fell and struck the boom, according to a Hudson Fire Department press release.

The bucket was knocked off the boom and it and the man, who is in his mid-30s, fell. The victim was transported to Southern New Hampshire Medical Center with head and chest injuries.

Trimmer killed by own crane

A Carol Stream, Illinois, tree trimmer died November 19, 2008, when a crane mechanism he had built onto a truck collapsed on him, according to WGN9 News and Chicago Tribune reports.

Jeffrey M. Gring, 54, was working at a residence preparing to remove some tree limbs when the crane gave way and crushed him. Witnesses said Gring was operating the device from the back of the truck and unsuccessfully tried to escape as the device failed. It took rescue workers more than four hours to free his body.

Dana Wall, Gring’s sister, said her brother loved to tinker and had personally built the crane-truck apparatus.

Runaway tractor kills man removing stump

A 71-year-old man was run over by a runaway tractor and killed November 14, 2008, while helping to remove a tree stump from a home in Denmark Township, Minnesota.

Eugene J. Becker of Hastings was dead at the scene, according to the Star Tribune. A witness told investigators that the engine was running on the tractor as it was chained to a stump in attempt to pull it out. When one of the three men working at the home took an ax to the roots, the tractor started going backward on a slight incline toward the street. Becker went after it and was run over.

Becker was not employed by the tree removal service that was hired to remove some trees on the property, but was just a friend of the tree company owner and doing him a favor, according to a witness.

Send accident briefs to staruk@tcia.org.
I enjoyed reading a recent “From the Field” article titled “A Green Solution in Blue Hill.” I wanted to share our experience in utilizing urban “waste wood” in Grosse Pointe Park, Michigan.

Grosse Pointe Park is losing hundreds of trees a year due to the emerald ash borer epidemic. Since 2002, nearly all of our 1200 ash trees have been killed by this Asian invader. Eventually too, however, for every ash removed another tree will be planted. We are replacing the ash with a diversity of desirable yet under-used species. Grosse Pointe Park’s urban forest will be better than ever as it will be diversified to protect against future epidemics. In the mean time, what do we do with all the wood generated from removals?

It’s a common misconception that infested ash wood is useless and needs to be destroyed. On the contrary, the wood is still viable. The insect kills the tree by disrupting the exchange of water and nutrients from the roots with the sugars (food) produced in the crown. This activity takes place in the thin cambium which is immediately beneath the bark, an area which is removed during the milling process. The rest of the wood is insect free and unscathed. According to the Michigan Department of Agriculture, kiln drying and chipping are accepted ways to destroy the emerald ash borer larvae.

The idea of utilizing infested wood from our community had its roots when emerald ash borer was first diagnosed in Grosse Pointe Park in August 2002. Our tree contractor built a kiln and started to dry and store the many logs we were accumulating. Logs are cut into lumber and used for practical purposes such as wood benches (below left), picnic tables (left), flooring (above right) for our new warming hut by our ice rink, a huge mantle (below) over the fireplace in the same building and for an educational timeline, which is on display at City Hall. Woodchips were also recycled and utilized to resurrect a dilapidated fitness trail at one of our parks. Bags of finely chipped wood are given out to residents during our spring and fall flower exchanges. Woodchips are always available to residents free of charge for use as mulch. Some wood is split and the firewood burned by campers at our annual overnighters at our park. Lumber from ash and American elm is being used to make a bocce ball field.

My favorite use of our dead trees, though, is that the stakes used on the new trees are milled from ash trees removed from our community. This “giving back” kind of nurturing reminds me of the “mother tree” concept where a mature tree which has fallen to the forest floor, decayed, supports dozens of saplings growing from its nutrient rich decaying trunk.

Rather than fill up our landfills with infested ash, it’s far more prudent to find productive applications for the wood. In 2006, Grosse Pointe Park received the prestigious “Michigan Award” from Keep Michigan Beautiful, Inc. for recycling infested wood.

Brian Colter is a Michigan Certified Arborist and City Forester for the City of Grosse Pointe Park, Mich.
The one conference that offers everything you need to advance your business – with a little relaxation thrown in, too.

WMC2009
Winter Management Conference
Feb. 8-12

The Westin & Sheraton Grand Bahama Island Our Lucaya Resort

WMC is the must-attend event of the year:

**Education**
Earn CEUs at expert-lead business seminars designed especially for owners and managers. TCIA presents an All-Star Lineup for WMC 2009!

**Team-Building**
Develop and reward your top staff and strengthen professional relationships.

**Networking**
Multiple opportunities for building new business relationships with fellow industry leaders.

**Relaxation**
The conference agenda is designed to leave time for relaxation and recreation, either on your own or as a group.

**Fun!**
Join in an afternoon of deep sea fishing, hit the links for a cause, or meet and mingle at one of several evening receptions.

**One premier conference, two beautiful hotel options.**

**Westin Grand Bahama Our Lucaya Resort - Host Hotel**
All conference seminars, registration, and the tour desk will be held at the Conference Center next to the Westin.
Ocean View: $269 per night plus tax (Other room options available).

**Sheraton Grand Bahama Our Lucaya Resort**
Ocean View: $169 per night plus tax

With a second, more moderately priced hotel option available, WMC is now more affordable than ever!

Check out [www.tcia.org](http://www.tcia.org) and click Meetings, WMC for more information and to book your rooms for tree care’s No. 1 business/social conference.

In strategic partnership with our Crowne PACT Partners:
- Altec
- Bandit
- Echo Bear Cat
- Husqvarna
- Morbark
- Vermeer

TCIA
Tree Care Industry Association Established 1938
Count on DuPont to let you focus on bass instead of brush

Now there's a better way to deliver long-lasting, broad-spectrum weed and brush control. DuPont™ Lineage™ herbicides offer you maximum performance across all aspects of land management for simplified weed and brush control. The concentrated, state-of-the-art, dry flowable formulation allows for improved "mixability" and easier storage and handling. Lineage™ herbicides also offer multiple active ingredients in one package for time-saving convenience. So get ready to focus more of your time on bass instead of brush.

lineage.dupont.com

Please circle 8 on Reader Service Card

Always read and follow all label directions and precautions for use. The DuPont Oval Logo, DuPont™, The miracles of science™, ClearSand™ and Lineage™ are trademarks or registered trademarks of DuPont or its affiliates. Copyright © 2008 E.I. du Pont de Nemours and Company. All Rights Reserved. LAN0911695P200AVA