JANUARY 2019
Dispatch from the Wildfire Cleanup: Working Safely Around Power Lines During a Disaster
By Daniel Kallai, CTSP

New Trucks or Equipment May Require Additional Crew Training
By Rick Howland

Leadership and the Bottom Line
By Todd Kramer, CTSP

Recognizing and Cutting Through a Veneer of Competence
By Mark Bridge

Are You a Leader or a Boss?
By Randall H. Miller

The Benefits of Qualified Crew Leader Training
By Patricia Chaudoin

Provide Eight Hours of Crew Leader Training in January

Outlook
By David White
The industry’s magazine.

Safety Forum
By John Ball, Ph.D., CTSP & Carey Shepherd, CTSP
Five rules in the Z133 you may not know regarding the use of chain saws.

Accreditation Profile
By Tamsin Venn
Snell Tree Experts takes pride in its work and its workers.

CTSP Profile
By Patricia Chaudoin
Stressing tree care safety in wildfire cleanup.

Trainer’s Forum
By Amanda Carpenter, PT, DPT, CProT, CEAS
The mental demands of arboriculture may be greater than the physical.

TCI EXPO 2018
Record crowds for TCI EXPO 2018 in Charlotte.

**From the Field**  
*By Chardin Detrich, CTSP*  
When does it become physical?

**FEBRUARY 2019**  
**Integrated Vegetation Management: A Revised ANSI A300 IVM Standard Goes Beyond ROW Management**  
*By Geoff Kempter*

**Zero Tree Waste: A Zero-Sum Game That’s Profitable**  
*By Rick Howland*

**Selecting Soil Amendments with a Bent Toward Organics**  
*By Sylvia McNeill, BCMA*

**Biochar Opportunities for Production and Use in Tree Care**  
*By Harry Groot*

**Pruning for Performance and Failure Prevention**  
*By Lindsey Purcell*

**Outlook**  
*By David White*  
It’s electric (Boogie, Woogie, Woogie) ...

**Washington in Review**  
*By Peter Gerstenberger*  
FMCSA relaxes commercial learner’s-permit rule.

**Accreditation Profile**  
*By Patricia Chaudoin*  
Military precision guides Accreditation at Treeworks, Inc.

**Branch Office**  
*By Mark E. Battersby*  
Losses, we’ve got losses – and tax deductions.

**ASTI Workshop Profile**  
*By Tamsin Venn*  
Wasatch Arborists is bringing much-sought-after training to Utah.

**ASTI Update**
The next application deadline and new workshops scheduled.

Saluting Branches
The fourth-annual Saluting Branches event took place in September at 53 National Veterans Cemeteries.

Business of Tree Care
By Jill J. Johnson
Target marketing: Enhancing your sales and marketing effectiveness

From the Field
By Macintosh Swan, CTSP
Flying missile, trebuchet-style.

MARCH 2019
Finding New Ways to Transport Mini Skid Steers and Loaders
By Rick Howland

Cordless Electric Chain Saws and Leg Protection
By John Ball, Ph.D., CTSP, and Cary Shepherd, CTSP

Growing Your Business: Adding Supplemental Support Services Without Increased Liability
By Kyle Donaldson

Women in Tree Care: Past, Present and Future
By Emily W. Duane

Solving the Challenges of Outfitting Female Arborists with PPE
By Patricia Chaudoin

Among Challenges Women Face in the Field: Lack of Bathrooms
By Patricia Chaudoin

Urban Forester Is Keeping Disneyland Green
By Patricia Chaudoin

Being an Extraordinary Woman Leader
By Cynthia Mills, FASAE, CAE, CMC

Preventing Crane Accidents: What Crane Operators Need to Know for Tree Work
By Tim Walsh, CTSP
Outlook
By David White
Someone like me.

Washington In Review
OSHA amends electronic record keeping.

Consulting Forum
By Lew Bloch, RCA
Weather-related tree law cases.

TCIA Professional Communication Awards
TCIA recognizes excellence in marketing communications.

CTSP Profile
By Tamsin Venn
CTSP credential helps Tina Graver lead by example.

From the Field
By Jeff Wilson
A message to women arborists working in the field today.

APRIL 2019
Start a Spray Business with a Small Investment
By Rick Howland

Box Tree Moth – A New Threat at the Border
By Paula M. Shrewsbury, Ph.D., and Michael J. Raupp, Ph.D.

Helping Out in Puerto Rico: An Industry Unites to Make a Difference

Aerial-Lift Best Practices
By Phillip Kelley

One-Take Wonders: Making of a New Crane-Safety Video
By David Rattigan

Do You Have Apical Control?
By Christopher Luley, Ph.D.

Outlook
By David White
Grounded in safety.

Washington in Review
No endorsement for mandatory sensing devices on chippers in California.

**Management Exchange**  
*By Jamie M. Magaldi, PE, MCA*  
The “house of cards” management trap.

**Accreditation Profile**  
*By Patricia Chaudoin*  
Pursuing Utility Contractor Accreditation pays off for Arborworks.

**ASTI Workshop Profile**  
*By Tamsin Venn*  
Gibson is the guy who makes training happen for Iowa’s arborists.

**Safety**  
*By John Ball, CTSP*  
Addressing major incidents – Part 1: Avoiding Struck-bys.

**Business of Tree Care**  
*By John Waid*  
Sales culture eats strategy for breakfast.

**Arborist Forum**  
*By Jack O’Shea*  
Aerodynamics.

**TREE Fund Update**  
The latest research-grant awards.

**From the Field**  
*By Tim DeCoste*  
It could have been much worse.

**MAY 2019**  
Creating Valuable Chipper Operators  
*By Rick Howland*  
Addressing Incidents – Part 2: Caught-in or Compressed-by  
*By John Ball, Ph.D.*

**Workforce Development Special Focus**  
Tree Care Apprenticeship Idea Excites the Industry  
*By David Rattigan*  
A Culture of Mentoring: A Solution to the Biggest Problem Facing Employers  
*By Matt Hogarth, CTSP*  
Addressing Workforce Development Through Industry Awareness  
*By Meagan Pukhtiar*
Scaling Has Doubled the Capacity to Train at Arborwell
By Bill Owen, CTSP, QCL, with Sarah Cusack, CTSP

Recruiting: Another Way to Market Your Business
By Emily Duane

Students Reap Benefits from “Gear Up powered by Stihl” Awards
By Patricia Chaudoin

Gig Workers in the Tree Care Industry
By Bryan Zlimen

Business of Tree Care
By Mark E. Battersby
The two sides of independent-contractor misclassification.

Branch Office
By Brad Wolff
The truth about employee disengagement.

Outlook
By David White
Helping you grow.

Washington in Review
By Peter Gerstenberger
TCIA members update OSHA personnel on industry best practices.

CTSP Profile
By Patricia Chaudoin
Taking safety to the “Pinnacle” as a CTSP.

Accreditation Profile
By Patricia Chaudoin
Accreditation helps grow Capital City Tree Experts.

CTSP Quiz

TCIA Member News
Take part in TCIA’s Wage & Benefit Survey.

From the Field
By Chris Keenan
Serious “beesiness.”

JUNE 2019
A Focus on Safety
Injecting Safety and Profits into Pesticide and Herbicide Controls
By Rick Howland
The Versatility and Safe Use of Knuckleboom Cranes in Tree Care
By Mark Moeske

Safety Fundamentals for Chain Saws
By Phillip Kelley

Addressing Incidents – Part 3: Falls, Slips or Trips
By John Ball, Ph.D.

Does Safety Slip During Growth Spurts?
Compiled by Don Staruk

CTSP Profile
By Tamsin Venn
From bank vaults to tree canopies with CTSP.

Creating a Culture of Safety
By Travis Vickerson, CTSP, QCL

It’s Time to Update Your Drug-Free Workplace Program
By Matthew Simmons, CIC, and Ben H. Simmons, CLCS

Outlook
By David White
The job we don’t want to do.

Washington in Review
By Peter Gerstenberger
The cost of compliance.

Accreditation Profile
By Patricia Chaudoin
Longevity pays off in customer loyalty for Bob Ray Company.

ASTI Grant Awards
ASTI awards $45,000 in its latest round of grants.

Tree Care Industry Connects to the Future at Norfolk Aggie Demo Day
By Tamsin Venn

From the Field
By Daniel Thomas
Respect the dangers of working with trees.

JULY 2019
What Can Tree Growth Regulators Do for You?
By Bert Cregg, Ph.D.

Willow Top: When Is Extreme Pruning OK?
By Howard Gaffin, BCMA, RCA (reprint from March 2013)
The Basics of First Aid
By John Ball, Ph.D., CTSP, and Travis Vickerson, CTSP, QCL

Looking at the Elements that Make Up a Rigging System
By Phillip Kelley

Update on EAB: Stem Injections Can Save Some Heavily Infested Trees
By Ed Hayes

Outlook
By David White
Appreciating industry support.

Washington in Review
By Peter Gerstenberger
New DOT driver-training requirements coming down the pike.

Book Review
Review by Stephen Pregler
Trees – A Complete Guide to Their Biology and Structure.

Management Exchange
By Matt Baird
Cheap, fast or good – how to pick the two that are best for you.

Accreditation Profile
By Patricia Chaudoin
A “marriage” of talents creates success for Burkett Arbor Care.

CTSP Profile
By Tamsin Venn
CTSP opens doors for Morgan Pippen.

Business of Tree Care
By Ed Morrow
Arborist accounting: It’s all about the numbers.

Arborist Forum
By Jack O’Shea
Aesthetics … for better or worse?

CTSP Quiz

Tree News Digest
Dispute erupts over genetically engineered American chestnut.

From the Field
By Jack O’Shea
Kids grow up to be arborists.
AUGUST 2019

Climbing Gear & Techniques Special Focus

Danger: Beware Climbing During Storm Cleanup
By Rick Howland

Climbing Gear: The More You Know, the Less You Need
By Donny Coffey, CTSP

Dual-Stationary-Rope Work Positioning for Pruning or Removal
By Macintosh Swan, CTSP

What’s New & Improved in Climbing Ascenders and Friction Tools
By Patricia Chaudoin

The Three C’s of a Contract Climber’s Commitment
By Eric Whipple

Tariffs Affecting Prices on Climbing Gear and Other Tree Care Equipment
By Emily Duane

Outlook
By Peter Gerstenberger
Tree care goes to Washington.

Washington in Review
By Peter Gerstenberger
More proposed CDL rules changes.

ASTI Workshop Profile
By Tamsin Venn and Veronica Leary
First Choice Tree gets big turnout for Aerial Rescue Training Workshop.

Safety Forum
By Shawn Reed
No splash, no ripples – a path to a better job brief.

Accreditation Profile
By Patricia Chaudoin
The right team spells success for Arbor Care Tree Specialists.

Outreach
By Brandon Gallagher Watson
Saluting Branches returns in September with expanded reach, mission.

Branch Office
By Mark Battersby
Entertainment writeoffs: The fun side of taxes.

Book Review: The Overstory
Reviewed by Tamsin Venn
From the Field
By Chris Keenan
Abundant curiosity bites.

TCI EXPO 2019 Super Spread

SEPTEMBER 2019
Navigating the Purchase or Sale of a Used, Truck-Mounted Aerial Lift
By Rick Howland

Engines and Fluids: A Winning Team Is Revealed
By John Fischer

Environmental Risks of Arboricultural Operations: Exposure to Weather and Electricity
By John Ball, Ph.D., CTSP

Renovation Techniques & Tools for Soil Decompaction
By Kelby Fite, Ph.D.

Tub Hubub: Bathing in a Neighboring Beech’s Critical Root Zone
By Howard Gaffin

Outlook
By David White
Planning in action.

Washington in Review
By Peter Gerstenberger
CDL, or not CDL?

Branch Office
By Emily Duane
Are emojis appropriate for use in business communications?

CTSP Profile
By Emily Duane
Creating a “brother’s keeper” safety culture.

Business of Tree Care
By Patrick Masterson
The perception of value.

Accreditation Profile
By Patricia Chaudoin
Mentoring plays a huge role in Coastal Tree Care’s success.

Safety Forum
By Dawn Thierbach, CTSP
Trauma: Don’t wait for the paramedics!
CTSP CEU Quiz

Accident Briefs

Tree News Digest
Burnside Sycamore – Witness to history.

From the Field
By Jack O’Shea
What the heck is an arborist?

OCTOBER 2019
Spotted Lanternfly Update: Feeding, Hosts, Damage and Controls
By Michael J. Raupp, Ph.D.

Use Your Head(ing) Cut to Delay Decay
By Christopher Luley, Ph.D., and Josh Galiley

Storm Work – Part 2: Tree Care Makes Way for First Responders
By Rick Howland

PPE: The Pros & Cons of Chain Saw Chaps vs. Pants
By Patricia Chaudoin

Safe and Profitable Operation of Mowers and Mulchers
By Rick Howland

Crane Use and Training for Arborists
By Keith Norton

Outlook
By David White
Turning the page.

Washington in Review
By Peter Gerstenberger
TCIA brings crane training to OSHA’s front door.

Industry Almanac
Important regional and national meetings, training and education.

Business of Tree Care
By Jay Baer
Talk triggers.

Arborist Techniques
By Steven Pregler
Trenching as a root-graft disruption treatment for oak wilt.
Management Exchange  
*By Jim Fitts*  
Owning your next adventure.

Accreditation Profile  
*By Patricia Chaudoin*  
Doing it better: The motivation behind Giroud’s Accreditation.

ASTI Update  
*By Emily Duane*  
Pint cups for a cause – raising money for ASTI.

TCI EXPO 2019 Exhibitor Listing

Accident Briefs

Tree News Digest
*New guide for selecting urban trees in Massachusetts and the Northeast.*

From the Field  
*By Sarah Gaskin*  
The importance of an emergency-response plan: An A Plus Tree crew comes to the rescue.

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**JANUARY 2018**  
*There’s a Truck Body for Any Need*  
*By Rick Howland*

Targeted Training Special Focus:  
*A Momentary Lapse of Reason*  
*By John Ball, Ph.D., CTSP*

Situational Awareness: Drawing Parallels from Organized Sports  
*By Donny Coffey, CTSP*

Training the New Employee  
*By Gerry Breton, CTSP*

The Simple Things?  
*By Todd Kramer, CTSP*

Identifying Leading-Indicator Chronic Defects  
*By Nick Bomber, CTSP*
Teaching – and Learning – Leadership  
By Bill Owen, CTSP

Outlook: Incidents don’t just happen  
By Mark Garvin

Washington in Review: Reminder – Electronic reporting is here  
By Peter Gerstenberger

TCIA Executive Arborist Workshop  
Prepare to “Build Your Business” at TCIA’s first Executive Arborist Workshop  
By Patricia Chaudoin

ASTI Workshop Profile: ASTI funding targets safety training for all  
By Janet Aird

Business of Tree Care: Supporting your brand and your business  
By Bruce Turkel

Accreditation Profile: Walking softly goes a long way for He-Man Tree Service  
By Janet Aird

Arborist Forum: Putting pruning pariahs in perspective  
By J. O’Shea

A Review of TCI EXPO 2017

Student Career Days 2017

From the Field: Anticipate hazards  
By Tim Ayers, CUSP

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From Back Lot to Biomass, Green Is the Scene for ROW Work  
By Rick Howland

The Wood Wide Web  
By John Ball, Ph.D., CTSP

EAB Aftermath  
By Michael Raupp, Ph.D.

Developing and Maintaining Productive Residential Soils  
By Sylvia McNeill, BCMA

Big Trees, Old Trees and Growth-Factor Tables  
By Kevin T. Smith, Ph.D.

Root & Tree Rot - Part 9:  
Phaeolus Schweinitzii: Holy Cow – It’s the Cowpie Fungus!
By Christopher Luley, Ph.D.

Outlook: Temporarily protected no more
By Mark Garvin

ASTI Supporter Profile: Lenny Cleaves: These accidents don’t have to happen!
By Tamsin Venn

Accreditation Profile: Arbortecture finds success focusing on art and science of tree care
By Janet Aird

Women in Tree Care: Katie Lewis is a face of the next generation in tree care
By David Rattigan

Training: This man tackled the entire TCIA Tree Care Academy
By Patricia Chaudoin

Safety Forum: My blazing Friday
By Ghislain Ojeda

From the Field: His taxes pay my salary
By Brian Colter

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Cranes: Using a “V” Rig with Double-Whip Tackle to Hoist Fallen Trees
By Norm Hall

Anatomy of a Crane Removal
By Travis Vickerson, CTSP

One-Handed Operation of a Chain Saw: Is It Ever Safe?
By Kevin Myers, CTSP

A Mini Skid Steer or Loader May Be the “Ideal Employee”
By Rick Howland

Field Estimation of Tree-Load Potential
By Jerry Bond

Outlook: Consider a “Build Your Business” workshop
By Mark Garvin

Arborist Forum: Observations on EAB and winter’s arctic blast
By Steven F. Pregler

Branch Office – Insurance: Buildings and Personal Property Insurance for the tree care professional
By Rick Weden
ASTI Supporter Profile: At Shelter Tree, selling tree care supplies sparks sense of responsibility
By Patricia Chaudoin

Accreditation Profile: Hildebrandt Tree Tech finds success in empowering employees
By Janet Aird

Branch Office: Does your website have a “Warning Label” on it? Hint: Google may think so …
By Brian Kraff and Alain Parcan

TCIA
TCIA recognizes excellence in marketing communications

TREE Fund Update: Spring 2018 grant and scholarship opportunities

From the Field: An old truck with attitude
By Scott Carlson, BCMA

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Getting the Most from Your Compact Tracked Lift
By Rick Howland

The Pros & Cons of Leasing vs. Purchasing Large Equipment
By Patricia Chaudoin

Chippers and Stump Grinders: So, How Does Tier 4 Sound?
By John Fischer

Another Invasive: Spotted Lanternfly on the March in the East
By Brian Walsh and Julie Urban, Ph.D.

Be A Smart Ash: Denver Prepares Residents to Battle Emerald Ash Borer
By Sara Davis

Outlook: The Association ... is in good hands
By Mark Garvin

Washington in Review: OSHA electronic injury reporting is a go!
By Peter Gerstenberger, CTSP

Safety Forum: A look at the causes of storm-work injuries and deaths
By Rutgers News Service

Consulting Forum: The consulting life
By Howard Gaffin

ASTI Workshops: ASTI grants can fund a wide spectrum of safety training
By Patricia Chaudoin
Voice for Trees: TCIA comments on a more effective and collaborative OSHA

Accreditation Profile: T4 Tree Services is getting the word out about Accreditation
By Janet Aird

Profiles in Arboriculture: Tree-loving volunteer helps Hoosiers see their forests for the trees
By Rob Sample

Branch Office: How to find the right accountant: Seven ways to avoid making a costly choice.
By William J. Lynott

Best of From the Field: Poison ivy would not make his day
By Brian Colter

By Mark Battersby

MAY 2018
The Trend in Chippers Is “Bulking Up”
By Rick Howland

What to Know When Gearing Up for Spray Season
Compiled by Don Staruk

Trees and Turf: Can’t We All Just Get Along?
By Bert Cregg, Ph.D.

Special Focus: Workforce Development & Education
TCIA Workforce Development Progress – Two-and-a-Half Years and Counting!
By Brigitte Orrick

What Is an Apprenticeship?
By Brigitte Orrick, Meagan Pukhtiar and Emily Duane

Apprenticeship Is Already Providing the Industry with Future Professionals
By Tamsin Venn

Program Preps Inmates for Jobs in Tree Care
By Patricia Chaudoin

Well-Prepared Graduates Can Turn Unrealized Potential into Results
By Emily W. Duane

For Tree Care, Military Veterans Offer a Wealth of Talents and Skills
By Rob Sample

Urban Forestry: Define It and They Will Come
An update on the Urban Forestry 2020 study of recruitment into the profession.
By Susan D. Day
Management Exchange: Five steps to hero status when hiring in a rapidly contracting labor market
By Michael Simpson

Outlook: What makes a tree care company successful?
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Accreditation Profile: Innovation and family are lifting Nick’s Tree Service to new heights
By Janet Aird

Safety Forum: Getting employees to buy into safety
By Steve Castrogiovanni, CTSP

ASTI Supporter Profile: Being on the frontline of safety motivates Urban Tree’s ASTI support
By Patricia Chaudoin

From the Field: Let there be duct tape in every truck
By Marie Hawkins

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Selecting a Boom-Mounted Grapple Saw: Putting It All Together
By Rick Howland

Safety Lanyards for Tree Climbers
By Donny Coffey, CTSP

Another MAD Chart? A Change with the New Z133 Safety Standard
By Kevin Myers, CTSP

Who’s on First? GPS Fleet Tools Enable Tracking of Trucks, Equipment and People
By Rob Sample

Tree Dynamics and Rope-System Effects: Understanding Stationary-Rope Systems
By Anthony Tresselt, CTSP, and Lucas Drews

Outlook: Keys to success: Mentors and opportunities
By David White

Washington in Review: OSHA outreach program aimed at boosting safety

Arborist Forum: Dealing with the enhanced tree trimming pruning specifications in Connecticut, a tree warden’s experience
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Accreditation Profile: Accreditation process helped Donegan’s Tree owner get his mojo back
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ASTI Training: The secret to hosting a successful ASTI-funded workshop  
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Management Exchange: Leadership for crew leaders & managers  
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Profiles in Arboriculture: Changing of the guard at Metropolitan Forestry Services  
By Tamsin Venn

Business of Tree Care: Tax write-offs for show attendance and travel after Tax Cuts and Jobs Act  
By Mark Battersby

From the Field: Where the wild things roam  
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Stump-Cutter Safety and Productivity Can Work Together  
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Towing Safety: Don’t Watch Your Trailer or Chipper Pass You By  
By Fred Whitford

Beyond Trucking: GPS Provides Enterprise-Wide Benefits  
By Rob Sample

Tree Pruning: What Do Trees Think?  
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Chipper Use and Safety: What’s Old and What’s New?  
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Adirondack Tree Experts: How to Grow a Multi-Million Dollar Business  
By Tamsin Venn

Outlook: Making great leaders  
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Washington in Review: OSHA is putting safety resources at your fingertips

Workforce Development & Training: TCIA’s new Crew Leader Qualification program  
By Bob Rouse

ASTI Supporter Profile: For Lewis Tree’s Tom Rogers, an automatic “Yes”  
By Tamsin Venn

Consulting: Beyond tree evaluations – unique consulting projects to build your business  
By Jenny Gulick

Accreditation Profile: Core values, customers and employee relationships help YTS succeed
By Janet Aird

Safety Forum: Keep the movie going
By Scott Jamieson

From the Field: Achieving, and foretelling of, a long life and prosperity
By Jim Cortese, BCMA

The 2018 TCI Summer Buyers’ Guide

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A Move Toward Larger & More Versatile Attachments for ROW and Storm Work
By Rick Howland

Honeylocusts and Mastodons
By Joe Boggs

Take a Proactive Approach to Storm Preparation for Your Clients
By Kate Flanagan and Kevin Wyatt, CTSP, BCMA

Modification of Personal Protective Equipment
By Mark Bridge

Should Employers Self-Pay Workers’ Compensation Claims?
By Rick Weden

Outlook: Refocusing on workforce recruitment, retention and training.
By David White

Accreditation Profile: Asheville Arborists does right by trees and its employees.
By Janet Aird

ASTI Workshops: Photos from some of this season’s workshops

Training: Preventing Musculoskeletal Disorders: An excerpt from TCIA’s newly revised Tailgate Safety training manual

Business of Tree Care: Benefits can be affordable worker magnets
By Mark E. Battersby

Arborist Forum: Tree cavities can be prime mosquito-breeding sites
By Marcia Anderson, Ph.D.

Safety Forum: Classifying hazard awareness
By Daniel Kallai, BCMA, CTSP

From the Field: Always maintain best practices — no cutting corners
By Lynn Dawn Wiseman, CTSP
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Tree Trucks and the Cost of Doing Business
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Preparing for Storm Response: Who Ya’ Gonna Call?
By Tamsin Venn

Taking Your Office to the Field with Smartphones, Tablets and Fablets
By Rob Sample

Why a Pre-Work Safety Check Needs to Include Looking for Wildlife
By Gillian Martin

Oak Wilt: IPM Tactics Can Save Oaks
By Marcia Anderson, Ph.D.

Outlook: Working on your tree care business
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Accreditation Profile: Training and education helps grow Hendrickson Tree Care.
By Janet Aird

Business of Tree Care: Three on three: Three perspectives on estimating, three principles on sales.
By Jeffrey Ling

Safety Forum: Why do operators keep falling from aerial lifts?
By Travis Vickerson, CTSP

Book Review: Applied Tree Biology is a must-read
Reviewed by Steven Pregler

Management Exchange: Worker classification and overtime
By Patrick D. McGuiness

ASTI Supporter Profile: At Townsend, a culture of safety leads the way to ASTI support
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From the Field: Coast to coast: It started with an email
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TCI Equipment Locator: Five Ways to Combat the Imposter Competition
By Eric Petersen

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Multiplying Profits by Splitting Firewood
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Franchising Opens the Door for a New Type of Entrepreneur in the Tree Care Industry
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New Paths to Profitability with Compact Lifts  
*By Rick Howland*

**Insurance Considerations for Contract Climbers**  
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**Outlook: A lesson in patience and accountability**  
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**Washington in Review: Tracking workplace injuries: TCIA adds its voice to comments for OSHA**  
*By Peter Gerstenberger*

**Branch Office – WMC 2019 Preview: You don’t get a second chance to make a first impression online!**  
*By Ford Saeks*

**Accreditation Profile: For Pittman, dual Accreditation facilitates safety and growth**  
*By Janet Aird*

**Business of Tree Care: Generating more sales & profits requires analysis**  
*By Jeffrey Ling*

**Management Exchange: Moments matter: A three-part strategy to effectively leverage your time**  
*By Jill J. Johnson*

**ASTI Update: ASTI awards another $45,000 in grants**

**Book Review: Still Standing, the Beauty of Southern Trees by Gary Mullane**  
*By Don Staruk*

**Safety Forum: Getting the most out of your safety meetings**  
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**Profiles in Arboriculture: From rubgy to tree care, arborist Tony Flay focuses on winning**  
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**Branch Office: (Bilingual) Help wanted!**  
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**Management Exchange – WMC 2019 Preview: Critical thinking: Beware the Rock Phenomenon!**  
*By Kristin Arnold*

**From the Field: A rescue, and getting to the show on time**  
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By David White

Chippers: Trends and Tariffs!
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PPE: Dressed for Success
By David Rattigan

Word from Washington: OSHA targets high-hazard employers
By Peter Gerstenberger

ASTI Update: A review of the Arborist Safety Training Institute program.
By Amy Tetreault

Accreditation Profile: Integrity Tree is with Accreditation for the long haul.
By Janet Aird

CTSP Profile: Teaching the teacher to become a CTSP.
By Patricia Chaudoin

Using Caving and Mountaineering Rescue Techniques to Transport Wood
By Norm Hall

Diagnostics: Assessing Callus and Woundwood in Plant Health Care
By Christopher Luley, Ph.D.

Management Exchange: Why employee engagement is more important than ever.
By Clint Swindall

Profiles in Arboriculture: Green Extraction promotes safety in all areas of tree care.
By Patricia Chaudoin

Branch Office: Efficiency in operations.
By Tad Jacobs, CTSP

Training: Delegating Effectively
An excerpt from TCIA’s Tree Care Academy Crew Leader Training manual

From the Field: A taste of tree work in winter.
By Kenny Groves

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Improving Safety Performance: You Are Not a Trainer, You’re a Coach
By John Ball, Ph.D., CTSP

Principles of Human Behavior
By John Schwelm, CTSP

Building a Culture of Safety Starts with “Why?”
By Kevin Myers, CTSP

Changing Human Behavior through Training
By Tracy Hawks, CTSP, CUSP

Helping Your Tree Care Team Embrace Change
By Mundy Wilson Piper

Lessons from My Son: What a 2-Year-Old Has Taught Me about Managing a Business
By Donald F. Blair, CTSP

The Power of Story in Training
By Anthony Tresselt, CTSP

Safety that People Talk About
By Brandon M. Gallagher Watson

The Performance Paradox
By Daniel Kallai, CTSP

Is Altec’s New Boom-Mounted Grapple Saw an Industry Game-Changer?
By Rick Howland

Outlook: Training is the issue in this issue.
By Mark Garvin

Washington in Review”: OSHA bans body belts and lanyards in lifts.
By Peter Gerstenberger, CTSP

ASTI Supporter Profile: Leading by example is behind Arborist Enterprises’ ASTI support.
By Patricia Chaudoin

Accreditation Profile: Professionalism, Accreditation give Ping’s an edge on competition.
By Janet Aird

TCIA 2016 Accident Survey Results: What are the best predictors of a safe company?
By John Ball and Gemechis Djira

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El nuevo Programa de Especialista de Motosierra de TCIA enseña habilidades básicas y avanzadas.

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His puny tree won’t stay puny for long.
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Versatility Defines New Age of the Chipper
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Outlook
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The December ice storm in the Northeast was an opportunity to see how well our our industry responds in times of need.

Washington in Review
Crane safety is a hot topic in legislative and regulatory circles – again.

The Business of Safety
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Why training, tools and trimming should not be trimmed out of the budget.

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Are you fighting to be average. Follow these seven steps to keep from ever being labeled “average” again.
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A few theories as to why so many trees are dying in North Jersey.

PACT: West Coast Shoe celebrates its 90th anniversary.

From the Field
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Yes, rope gets slippery in snow and ice, but don’t wrap it around your wrist!

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Just as at the start, TCIA members need each other now more than ever.

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OSHA clarifies the employer duty to provide personal protective equipment and train each employee with a final rule.

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Making the business case for safety and health.

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Chipper Accidents Are More Common Than Reported
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Davey Tree Experts becomes the largest TCIA-accredited company.

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There is strength in picking great partners.

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Designating your safety leaders.

Washington in Review
Understanding Department of Transportation (DOT) audits.

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By William J. Lynott
Protecting your most valuable assets by hanging on to every customer you have.

Green News & Ideas: Architect’s Green Tree House

From the Field
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Pruning the Survivor Tree in Oklahoma City.

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By Cynthia Mills  
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By Michael Lamontagne  
Chain saw accidents are not rare – and sometimes hit close to home.

TCIA Accreditation  
By Rebecca Fater  
Maier Forest & Tree used the TCIA Accreditation process to improve every detail of its business.

Business of Tree Care  
TCIA has partnered with ArborMAX to bring a more affordable workers’ compensation insurance program to the industry.

TREE Fund update  

From the Field  
By Richard Hefley  
In an effort to be green – and save green – one man turns his (wife’s) Toyota Scion into a brush truck?

**MAY 2009**  
Finding Markets for Recycling Green Waste  
By Rick Howland

Reduce Your Risk of Death from Electricity  
By Barbara Mulhern

Working to Restore the American Chestnut  
By Sara Fitzsimmons

Tough Economy, Greater Environmental Awareness Are Changing Who Is Willing to Spray – and How They Do It  
By Rebecca Fater

Mushroom Farming: Another Use for Wood Chips  
By Jim Clark

Outlook  
By Cynthia Mills  
We need to create the space and take time to make purposeful decisions.
Washington in Review
TCIA is hard at work for the tree care industry – in Washington, D.C., and elsewhere.

Management Exchange
By Mark E. Battersby
Both man-made events and natural events can drastically affect a business where it hurts – its pocketbook. Would your business survive?

CTLA Forum
By the Council of Tree and Landscape Appraisers members
Responding to concerns, the CTLA summarizes the scope of what guidance the Tenth Edition of the Guide for Plant Appraisal will include.

TCIA Accreditation
By Rebecca Fater
Accreditation helps Oklahoma’s English Tree Service, Inc. build and protect its business.

Reader Forum
By Dan Cisson
Have you checked your liability insurance lately? Here’s one man who wished he had ...

From the Field
By Brian J. Colter
Sometimes it’s hard to find good help – even to just hold the rope.

**JUNE 2009**
Emerald Ash Borer: Insecticide Options for Protecting Ash Trees and Their Effectiveness
By R. Chris Williamson, Ph.D., and Fredric Miller, Ph.D.

Safe Work Practices When Using Cranes to Remove Trees
By Norm Hall

Getting a Grip on Your Business – With the Right Attachment
By Rick Howland

Developing a Safety Culture
By Anthony Tresselt, CTSP

Outlook
By Cynthia Mills
OK. The economy is bad. But lick your wounds and get going – there is work to do if you want to keep your business moving forward.

Community Service
Massachusetts arborists donate a day at historic Minute Man Park.

TCIA Accreditation
By Rebecca Fater
They Might Be Monkeys! swings to Accreditation.
If people can only motivate themselves, then business owners and leaders have to create an
environment where individuals “self-motivate.”

Will OSHA reinvent itself in the Obama administration? How serious is OSHA about
enforcement, and what will all this mean to the industry?

Tree care pros should explain clues to tree weakness and decay so that tree huggers, clients and
others understand the reason for taking action.

After turning down a trunk removal because it was full of cement, the same cavity work from the
’50s resurfaces in a family photo album.

Are Trees Long Lived?
By Kevin T. Smith, Ph.D.

Sharp Eyes, Training Help Spot EAB Infestation in Minnesota
By Glenn E. Rosenholm

CTSP Program Celebrates Three Years Improving Safety in Tree Care
By Rebecca Fater

Assessing and Treating Flood Damaged Trees
By Darcy Maulsby

Stop and think carefully why and how you are reacting in your business decisions, particularly
now.

The Americans with Disabilities Restoration Act, passed in June 2008 and effective in January
2009, may mean big changes for employers.

Remaining vigilant to prevent fraudulent claims can help keep down the cost of workers’
compensation insurance.

At TCIA-accredited Family Tree Care in Guilford, Conn., educating clients about their trees is
just as important as pruning or fertilizing.

Management Exchange
By Thomas R. Krause, Ph.D.; Donald R. Groover, CIH, CSP; Sarah K. Smith and Theodore Apking, Ph.D.
Reduced demand, tightened credit and uncertain growth – how do you maintain the integrity of safety efforts in this changed environment?

Safety Corner
By TCIA staff
Protecting workers from the effects of heat.

Business On the Side
Some pointers on stump grinding for those just starting out, or those thinking of doing so.

Branch Office
By Griffin Davis and Matt Bechtel
Where are you in a Google search? Your rank can impact your revenue and new customer growth.

From the Field
By Doug Tucker
Think, be careful and learn from mistakes – yours and those of others.

AUGUST 2009
Soil Life and Carbon – How Tree Care Can Help Combat Global Warming
By Mike Amaranthus, Ph.D., and Larry Simpson

Consulting: Expert Witnessing Isn’t for the Timid
By Don Dale

Industry Celebrates 5 Years of Best Business Practices
By Rebecca Fater

The Plight of the Quaking Aspen – Big Trouble in Big Sky Country
By Sylvia McNeill

Outlook
By Cynthia Mills
Signs indicate that the economic woes may be lessening and that the light at the end of the tunnel may be growing nearer for our industry.

Washington in Review
By Peter Gerstenberger
TCIA wants your feedback on proposed legislation to increase protections for whistleblowers, penalties for certain violators, and more.

CTSP Forum
By Jason Eaton
You can’t overdo it when it comes to safety.

Business on the Side
By John Allin
Snow Business – Bid vs. Proposal: Stop whining about being “outbid.” To bid a project just to get work is a fast track to the poorhouse.

Management Exchange
By Andy LaVelle
In today’s market, retaining commercial clients and their revenue stream necessitates increased focus.

From the Field
By Marie Hawkins
A doctor learns that trees can make terrible patients.

SEPTEMBER 2009
Soil Decompaction and Amendment for Urban Trees
By Christina E. Wells, Kelby L. Fite and E. Thomas Smiley

Emissions Standards: Here We Go Again
By David Rattigan

Demystifying Disc and Drum Chippers
By Rick Howland

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

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

Washington in Review
Employers may see new OSHA standards, increased and focused enforcement and higher fines under the Obama Administration.

TCIA Accreditation
By Rebecca Fater
Accreditation and workers’ comp make for smooth sailing for San Diego Tree Care.

Branch Office
By Cliff Robbins, Ph.D.
Even in this economy, you can position your business for greater success if you know what to do and when to do it.

Consulting Corner
By Lew Bloch
Unfortunately in the real world, the answer to the question of how much a tree is worth may depend on who wants to know.

From the Field
By Phil Norris
We’ve all had jobs that we underestimated. It sort of goes with the territory, right?

TCIEL
Federal Motor Carrier Safety Regulations
By Danny Raines

TCI EXPO 2009 Exhibitor Listing

OCTOBER 2009
Trends in Tree Worker Accidents
By John Ball

Terry Tree Service Treats Safety as a Profit Center
By Rebecca Fater

Firewood Market Cooling Slightly
By Rick Howland

Choosing the Right Snow Equipment for Maximum Productivity
By John Allin

Outlook
By Cynthia Mills
How we plan for, manage, experience and react to change are a measure of our maturity as individuals and industry leaders.

Business of Tree Care
By Don Zimar
Beware sources of bias when assessing tree risk.

Branch Office
By Itamar Chalif
With proper planning, financing woes can be avoided or minimized.

Business of Tree Care
By Guy Gruenberg
Job costing integrates with both sales and expense budgets that help predict overall profitability, and it does so much more.

HR Corner
By Veronica Leonard
Hispanics and Latinos: Who are they, and where do they come from?

Management Exchange
By Mark Green
Today, the notion of confidentiality hardly exists, but businesses still need ways to handle confidential information.

Washington in Review
Feds revise guidance on FMCSRs to mobile cranes, so truck-mounted cranes will now be considered commercial motor vehicles.

TCIA Accreditation
By Rebecca Fater
Accreditation helps keep the Haupt Tree Company the best it can be.

Tree Fund Awards Grant and Scholarship Funds

From the Denise Foery
Marketing a tree care business takes a creative turn in Vermont.

**NOVEMBER 2009**
The Single-Handled Dual Ascender: A Concept Device
By Jim “The Tree Machine” Clark

New Invention Simplifies Alignment When Cabling
By Don Dale

“Spider” Lifts Continue a Rapid Evolution
By Rick Howland

Beetle and Fungus Threaten Black Walnut
University of California-Davis

Tree Diagnostics: It’s not CSI
By John Ball

Outlook
By Cynthia Mills
We are fortunate to have the opportunity to make a living doing what we love.

Washington in Review
OSHA proposes comprehensive changes to the Hazard Communication Standard found in 29 CFR 1910.1200, for chemicals handling.

Management Exchange
By Steve McClatchy
Leadership is not on our “to do” lists every day, but it should be.

Business of Tree Care
By William J. Lynott
Business insurance: How much is too much? Or not enough?

Safety
By Danny L. Raines
Safety audits should be viewed as beneficial and an affirmation of safe work practices being utilized by employees.

CTSP Forum
By Paul Mautz, CTSP
Equipment training and preventive maintenance is an essential key to the survival of any business.

Branch Office
By Mary McVicker
Ten ways small businesses can optimize marketing dollars.

Arborist Forum
By Colin Milde
We can do something about tree stressors. Try to get the reader to think like a tree.

PACT News
WESCO unveils new boots at TCI EXPO.

From the Field
By Brian Colter
The bald-faced hornet (Dolichovespula maculate) is friend, not foe.

DECEMBER 2009
Ice Storms: Forecasting the Threat from Freezing Rain
By Ed Brotak, Ph.D.

Mercier’s Grows with Utility and Railway Maintenance
By Rick Howland

Aerial Rescue Workshop Should Cover Everyday Scenarios
By John Ball, Ph.D., CTSP

Outlook
By Cynthia Mills
After nearly 11 years at the helm, Cynthia Mills bids farewell to TCIA

Washington in Review
Give Yourself the Gift of Safety & Compliance Best Practices.

By Stephen A. Courchaine
Have you ever wondered how many workers it would take to pluck all the leaves from a tree?

Management Exchange
By Jeffrey Scott
Is your company a destination company?

Invasive Pests
Researcher seeks to save eastern hemlock with predatory beetle.
Branch Office
By Mary McVicker
Transparency, or open-book management, can have short and long-term benefits.

From the Field
By Daniel Hess
Bucking up! There’s more than one way to fell a tree.

**JANUARY 2008**
GPS Tracking Is a Management Tool
By Don Dale

Nature of Tree Care III: Planting Shigo’s Tree
By Jack Phillips

Chipper Maintenance and When to Replace/Upgrade
By Rick Howland

Mauget Celebrates 50 Years of Treating Trees
By Rebecca Fater

Living with EAB: Could Biological Enemies Slow It Down?
By Pat Kerr

Outlook: By Cynthia Mills
Despite many successes, one shadow still hangs over the proverbial head of this industry.

Management Exchange
By Margot Morrell
Learn business lessons from Ernest Shackleton at WMC in Aruba.

TCI EXPO 2007
A wrap-up in words and pictures.

From the Field
By Marie Hawkins
Sometimes you should just say “No.”

**FEBRUARY 2008**
Fertilizer Options in the Landscape
By Roger C. Funk

Marketing Tree Care the ANSI Way
By Guy Meilleur

How Specialty Equipment Can Pay Off for ROW Work
By Rick Howland
Overcoats for Trees: Protecting Against Salt Damage
By Dr. Glynn Percival

Kansas is Tree Country … Who Knew?
By Don Dale

Profiles in Arboriculture
By Rebecca Fater
Aloha, again, to Oahu’s Indian banyan tree.

Outlook
By Cynthia Mills
Creating a professional environment – and passing that forward.

Member Forum
By Robert Tews
The appropriate way to use a top-handled chain saw in a tree.

Management Exchange
By Mary McVicker
In this tight – and tightening – economy, profits can seem elusive. Keeping your business profitable is more important than ever.

Washington in Review
TCIA is seeking comment by March 25 how a proposed rule from DOT affecting CDL drivers will impact your company.

From the Field
By Darlene Nichols
Finding an alternative to the chain saw sometimes means being creative.

MARCH 2008
Aerial Rescue Training: An Ounce of Prevention Could Be Worth … Someone’s Life
By Keith Pancake

Are Chain Saws Using Less Fuel and Burning Cleaner?
By Ivan de Petrovsky

Chipper Use and Safety in Arboriculture: Understanding and Managing Risk
By Tim Walsh, CTSP

Versatility is Key with New Skid Steers and Loaders
By Rick Howland

Reader’s Forum
By Cass Turnbull
The last word on topping? A Washington state judge orders the topping of more than 100 alders and bigleaf maples, some cut in half or more.

Profiles in Arboriculture
By Rebecca Fater
One tall tale: The (true) story of Vancouver’s highest tree.

Management Exchange
By Ben Read
Attorneys prefer practices based on confederation, a mutuality of interest. Might the ‘law firm’ model of small business work in tree care?

Business of Tree Care
By John O’Shea
Dig this! Air excavation tools expose new marketing opportunities.

Branch Office
By William J. Lynott
Eight ways to bulletproof your bottom line and plug costly profit leaks.

Washington in Review
President expands benefits of the Family and Medical Leave Act (FMLA) to assist members of the Armed Forces and their families.

Consulting
By Lew Bloch
Taking a look at the differing cost methods of plant appraisal.

Branch Office
By Mark Battersby
Tax deadlines are flexible; postponing filing or changing already reported transactions is permitted and may have advantages.

From Field
By Ellyn Shea
Winter (Early Spring) Tool Spa

**APRIL 2008**
Push Is On for Certification of Crane Operators
By David Rattigan

A Blueprint for Eliminating Ergonomic Injuries
By Rebecca Fater

The Anatomy of An Accident
By John Ball

Pest Inventory Software Could Stop ‘Terrorist’ Invasions
By Don Dale

Aerial Lifts: Buckets Are Still a Boomin’ Business
By Rick Howland

Mechanical Barriers: What Is Their Place in 21st Century Pest Control?
By Becke Davis
Training
Two arborist training firms collaborate on a plan to set new standards for industry training, and for training the trainers.

Washington in Review
OSHA eyes businesses with high injury statistics.

Safety
By Thomas Mather, Ph.D
Ticks Suck! Spring and summer are tick season. Take steps to avoid tick-born diseases such as Lyme disease, babesiosis and Rocky Mountain spotted fever.

Consulting Corner
By Timothy R. Toland, RLA
Exploring the relationship between the tree appraisal process and real estate market value.

TCIA Accreditation is The Natural Way in Colorado.

From the Field
By Rob Muller
We’ve all had a first day on the job.

**TCIEL APRIL 2008**
Lease vs. Purchase Decisions
By Mary McVicker

What Great Managers Do to Improve Retention
By Greg Smith

Water Excavation Tools Aid
Transplanting and Weed Eradication
By Pat Kerr

Computing:
Backing Up Isn’t Hard to Do
By Reid Goldsborough

**MAY 2008**
Growing Trees Near Sidewalks
By E. Thomas Smiley, Ph.D.

Creating a Safety Culture: Two Tree Care Companies Are Setting a Good Example for Others
By David Rattigan

Follow the Money: From Tree Care to Mulch Magnate
By Rick Howland

New Tools Aid Fight vs. EAB
By Pat Kerr
The Greening of Pesticide Spray Equipment
By Don Staruk

Washington in Review
A federal proposal to revise training standards for entry-level CDL drivers could place an expensive program on the backs of employers.

Branch Office
By Mary McVicker
Health insurance benefits have been problematic for small business employers and employees for years.

Arborist Innovations
By Don Dale
If you have a particular tree care philosophy, you’d better have vehicles to match it. That’s Randy Finch’s theory for buying/building customized trucks.

From the Field
By Marie Hawkins
Poisin ivy, bees, a hovering client – OK, but a herd of cows!

JUNE 2008
Do You Carry Enough Liability Insurance?
By David Rattigan

Crane Use in Arboriculture:
Risk, Justification, Skills & Compliance
By Tim Walsh, CTSP

Dr. Death and the Case of Butternut Canker
By Pat Kerr

Arborist Electrical Work: Providing Lightning Protection
By Guy Meilleur

Grapples Remove Labor Costs As Well As Debris
By Rick Howland

Giving Back
Massachusetts Arborists Association’s 29th annual Arbor Day volunteer project at the historic Codman Estate in Lincoln, Mass.

Washington in Review
OSHA agrees to rule-making for tree care.

TREE Fund
By Jim Zwack
Do breakthroughs just happen or are they created?

Management Exchange
By William J. Lynott
The day that you hired your first employee was the day that you took on an entirely new set of responsibilities and risks.

Profiles in Arboriculture
By Rebecca Fater
Preservation Tree Services preserves a little local history by removing a Texas cottonwood.

From the Field
By Paul Wolfe
Now that the pest management season is again in full swing, here are some “truisms” regarding the spray business.

**JULY 2008**
Fighting Hemlock Woolly Adelgid:
One Man’s Plight to Save the Eastern Hemlock
By Élan Young

Who is Responsible for Safety?
By Carl Potter

Stumping for Stump Grinders, and Electing Options
By Rick Howland

Effective Nutrient Management for Trees
By Ronald Kujawski, Ph.D.

Undocumented Liability: Alien Workers/Drivers Could Leave Your Business Exposed
By David Rattigan

Safety Forum
By Zack French
The heat is on: Tips for handling various forms of heat stress.

Profiles in Arboriculture
By Rebecca Fater
Erwin Tree Care is working to extend the already long life of Indiana’s burr oak.

Washington in Review
One would hope never to have to deal with an OSHA citation; but be prepared for that eventuality with these affirmative defenses.

Management Exchange
By Mary McVicker
Take action to help your business in grappling with the economy.

From the Field
By Ari Zimmerman
There is a way for kids to avoid working summer “vacation” for dad.

**AUGUST 2008**
Storied Golf Course Trees
Drought Brings Challenges for Trees and Arborists
By Rebecca Fater

Brush Cutters Taking a New Path
By Rick Howland

Maintaining George Washington’s Historic Trees
By Anne Galer

Describing and Defending Tree Value
By Guy Meilleur

Business of Tree Care
By Brian Hanson
Plant health care programs improve a company’s presence and visibility on client properties, and should boost revenues if worked properly.

Green Business
By Bob Underwood
Caretakers of all things green, we are often considered to be in the forefront of the “Green” movement. But there are many shades of green.

TREE Fund
By Rob Fanno
Just as they do with helping trees grow, those who make “planned gifts” to a charity of their choice are also creating a legacy.

Washington in Review
TCIA intercedes to gain relief from OSHA crane violation.

From the Field
By Elmer Pyke
Cats in trees are profit and PR opportunities.

SEPTEMBER 2008
Influence of Pruning on Wind Effects in Trees
By Ed Gilman

Chipping Away at Chipper Safety
By Rick Howland

Operating Aerial Lifts Safely: Strap In, Stay Focused, Stay Safe
By David Rattigan

Ficus Whitefly: New Pest in Florida Is Here to Stay
By Catharine Mannion, Ph.D.

TREE Fund
By Tom Prosser
Modern arboriculture practices have their roots in research.

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

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

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

Tree Care Crossword Puzzle

TCIA Accreditation
Bartlett Tree Experts achieves TCIA Accreditation for its U.S. facilities.

From the Field
By Patrick Darius
Forget making lemons into lemonade. How about turning elms into cutting boards and furniture?

TCI Equipment Locator supplement:
Hybrid Bucket Trucks Generate Big Savings
By Susan L. Hodges

OCTOBER 2008
Precision Tree Felling, Safety and Best Saw-Handling Practices
By Ken Palmer

ALB Raises Its Ugly Head and Horns in Massachusetts
By Rebecca Fater

Spinning Firewood into Gold
By Rick Howland

New Rope Construction
By Keith Pancake

English walnut is Germany’s Tree of the Year.
By Ted Shoemaker

Here are three big ideas that will change the way you market and grow your business.
By Jeffrey Scott

Washington in Review
OSHA proposal clarifies that each employee not provided PPE or related training may be considered a separate violation for penalty purposes.
Vermeer celebrates its 60th anniversary.

At times you’re called on to speak about your business – with potential creditors, major customers and other times as well. What do you say?
By Mary McVicker

From the Field: Tree trimming and politics don’t mix.
By Jim Oldiges

**NOVEMBER 2008**

Moonlighting at Monticello
By Don Blair

Mini Lifts Give Maxi Lift to Your Business
By Rick Howland

Investigating Loads and Forces Climbers Put on Trees
By Ted Shoemaker

The Wisdom of Trees: Growth, Defense and Care
By Jack Phillips

Training is Critical to Reduce Traumatic Injuries, Deaths
By Barbara Mulhern

Washington in Review
Your commitment is needed to get arborist standard approved.

Business of Tree Care
By Mark Battersby
Take advantage of the tax rules for year-end equipment acquisitions.

TREE Fund
By David McMaster
Students help with NYC historic tree cloning project.

Profiles in Arboriculture
By David Lusk
Diagnosing the risk assessment of a champion black walnut.

PACT Profile
Bandit Industries celebrates 25 years in business.

Branch Office
By Itamar Chalif
Running a business without capital is like growing trees without water.

Management Exchange
By Scott Jamieson
Safety leadership must extend beyond the workplace.

Reader Forum: Seeing more through a stranger’s view of a tree.
By John P. Deahl

Is it time to upgrade or replace your PC?
By Reid Goldsborough

From the Field
By Marie Hawkins
Giving someone specific directions doesn’t always mean they will be followed.

DECEMBER 2008
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

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.

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

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.

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

TCIA 2008 Articles Listing

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

2007
JANUARY 2007
Trees, and the Quest for Perfection
By Rod Whitlow

Chipper Winches vs. Grapples: Both Save Time & Labor
By Rick Howland

Erosion Regulation Erodes Nerves in Georgia
By David Rattigan

Motivate Your Workforce Like the NFL
By Bill Butterworth

Basic Tools for Simplifying Your Business
By Michael McKinley

From the Field: Tree Theme Bikes!
By Chuck Collins

FEBRUARY 2007
Down, But Not Out – Marketing Waste Wood
By Janet Aird

Big Toys: What’s Hot in ROW Clearing Equipment?
By Rick Howland

Using Structural Soil in the Urban Environment
By Nina Bassuk

The Soil Food Web: Common Denominator in the Landscape
By Dr. Elaine Ingham

Accreditation Profile: Hamm’s ArborCare

Managing Your Cash Flow
By Mary McVicker

Proper Leadership Can Create a “Culture of Safety”
By Joe Engberg

If You are Addicted to Certain Behaviors, Make Them Work for You
By Tony Smith

Cry for the Music Tree – Saving the African Ebony
By Denis Gathanju
TREE Fund: Picnicking on a Trampoline at 60 Feet

From the Field: True Stories from the School of Hard Knocks!
By Doc Ricketts

MARCH 2007
The Latest in Oak Wilt Management
By David N. Appel

Maryland OSHA Initiative Pushes Training Over Punishment
By David Rattigan

Compact and Mini Loaders Pack a Lot of Muscle
By Rick Howland

Crane Best Practices in Tree Removal: Hoisting a Qualified Arborist
By Mark Adams

Higher Education Can Help Us All Climb Higher
By Guy Meilleur

Arboriculture, Urban Forestry and Forestry Degree Programs in U.S. Colleges & Universities

Draft of the Revised ANSI A300 Pruning Standard

From the Field: If You Are Injured, Could Your Business Survive?
By Charles Pfingsten

APRIL 2007
Taking Your Safety Program from Good to Great
By Joe Engberg

How to Pick a High-Quality Climbing Rope
By David Rattigan

Going UP! Next Stop – Aerial Lift Efficiency and Profitability
By Rick Howland

Beware the Hidden Dangers of Palms
By Rich Magargal

Invasive Insects & the Tree Care Industry
By Anand B. Persad, Ph.D.

Accreditation Profile: Arborguard’s Eco-Cars

Advice for Young Arborists Choosing a Direction or Focus
By Howard Eckel

Battle of the Beech: Defending Your Decisions and Your Reputation
By David Schwartz
From the Field: Observations from a Woman in the Field
By Lynn Dawn Wiseman

**Spring TCI Equipment Locator (Supplement)**
What Creditors Want to See When Buying Equipment
By Janet Aird

Using Your Bank More Effectively: Beyond the Checking Account
By Mary McVicker

**MAY 2007**
How Green Is Tree Waste Recycling?
By David Rattigan

Controlling Workers’ Comp Costs
By Dane Buell, CTSP

Lack of Resources Slows APHIS Programs on Invasive Insects
By Sarah Magee

The Significance of Conks on Urban Trees
By Dr. Christopher J. Luley

Brewing Up Compost Tea Party? Include the Sprayer in Your Recipe
By Rick Howland

When Tree Care and Common Sense Collide
By David Schwartz

Palm Safety Part 2: Accessing Tops of Palms from Outside the Fronds
By Rich Magargal

Premises Liability: Trees Can Become a Legal Liability
By Peter S. Beering and Judson R. Scott

Accreditation Profile: The Care of Trees

From the Field: Urban Sprawl – Encroachment Is in Eye of the Beholder
By Joel Issert

**JUNE 2007**
Battling Bolts from the Blue
By Guy Meilleur

Redefining the Chipper’s Role in Tree Care
By Rick Howland

Ergonomic Injuries – Is There a Trend Here?
By Joshua T. McClanahan
Good Roots, Healthy Tree – Bartlett Celebrates 100 Years
By Janet Aird

Safety is About Changing Behavior, Not Just Tools and Techniques
By John Ball

Relieve the Pressure – Don’t Let Business Stress Ruin Your Life
By William J. Lynott

From the Field: Ignorance Is Not Bliss – Challenge Courses and Hazardous Trees
By Vic Foerster

**JULY 2007**
Root Pruning: Severing Subterranean Stranglers
By Guy Meilleur

Are Natural Gas Leaks Killing Municipal Trees?
By David Rattigan

To Cable or Not to Cable – That Is the Question
By H. Dennis P. Ryan

Building a Safety Culture: A Proactive Approach
By Vic Bernardini and Alice Carter

The “Cutting Edge” of Stump Grinder Technology
By Rick Howland

Make Mother Nature’s Hit Squad Part of Your Team
By Michael Raupp

Happy Anniversary! Accreditation Is Three Years Old and Growing Strong

Climbing Competitions Can Be Fun and Benefit Employers
By Keith Pancake

Arbor Talk Radio Is On the Air
By Janet Aird

From the Field: Life of a Tree Provides Perspective
By Rod Whitlow

**AUGUST 2007**
Cleaning Up After Powerful Storm Starts Long Before First Forecast
By Rick Howland

Team Approach to Avoiding, Mitigating Construction Damage to Trees
By Nelda Matheny

Taming the Tiger – Wildfire Prevention and Mitigation
By Tracy Powell
Boarding the Biodiesel Boom Band Wagon
By Tracy Powell

Defeating the Scourge of Hemlock – Hemlock Woolly Adelgid
By Michael Raupp

Wear Chain Saw Chaps and Other PPE in Hot Weather
By Tchukki Andersen

A Good Hedge Should Be a Foil for the Plants It Surrounds
By John O’Shea

Any Business Can Be Vulnerable to Employee Fraud
By Mary McVicker

From the Field: Arborist Helps VFW, American Legion Realize Mutual Dream
By Barry Drazkowski

SEPTEMBER 2007
Preventing Spread of EAB and Other Invasives
By Rick Howland

Native Forests & the Urban Landscape: Don’t Treat Your Soil Like Dirt
By Mike Amaranthus, Ph.D.

A New German Benchmark for Tree Crown Support
By Andreas Detter

Tree Planting: Plant an Oak, the U.S. National Tree
By Lakshmi Sridharan, Ph.D.

National Response Action Team: Climbing to the Top of His Field
By Janet Aird

The Consultation: When Is a Free Estimate Just Free Advice?
By Craig Smith

Excerpts from Revised Tree Law Cases in the USA By Lew Bloch

Pay-Per-Click Advertising Can Increase Your Business from the Web
By Brian Kraff and Griffin Davis

At 50, Morbark Celebrates the Past While Looking to the Future
By Janet Aird

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The ultimate consumer resource center is just a quick click from home.

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The Alternative Elm Story: Injection with Propiconazole
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Using a Tree Growth Regulator to Reduce Growth, Enhance Health and Build Business
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Biofertilizers Bring Soil Back to Life
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TCIA’s Associate members are the backbone of the association.

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Utility service vehicle operators gain exemption from hours-of-service regulations.

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Ergonomically friendly tools and equipment can reduce injuries – and company expenses – for arborists and landscapers.

The Arborist’s Profession
An excerpt from The Cornell Guide for Planting and Maintaining Trees and Shrubs

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You can learn a lot from the mistakes of others.

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TCIA Accreditation opens the door for consulting arborists or anyone looking to expand their consulting business.

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Financial pressure on cooperative extension programs may curb the free partnerships that some arborists have come to depend on.

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Tom Golon, new chairman of the TCIA’s Board of Directors, turned a degree in automotive engineering into a career in tree care.

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Skid steer loaders and grapples must be used with care for safe operation.

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Resuming Work in Katrina’s Aftermath  
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Maryland’s new Tree Expert Licence law has shined a light on a growing chasm between the stereotypical professional arboriculture firm and a growing underground tree care trade.

Community Action  
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Submit better bids if you want to get more work!

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Trees and bees just go together.

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The Growing Business of Tree and Plant Appraisal  
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Lessons Learned from Accident Research  
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With the right players on your team, you will have the majority of what you need for a championship of operation.

TCI EXPO Exhibitor Listing  
Here’s your first look at who will be exhibiting what equipment and services at TCI EXPO in Baltimore in November.

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Stay on top of those I-9 forms to keep the Immigration and Customs Enforcement at bay.

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Companies that respond to higher fuel prices quickly with a positive approach, stressing value of services, will ultimately come out ahead.

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Strive for success by letting yourself and others shine.

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OSHA is soliciting public comment concerning employer paperwork requirements specified in its standards on PPE for General Industry.

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