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### REFUND POLICY
A full refund, less shipping charges, will be issued for products returned to us in saleable condition within 30 days*. After 30 days product may be exchanged for items of lesser or equal value. *Videos are non-refundable.

On the cover: Hampton with Clean Cuts Trees, Utah, a new TCIA member company! Find him on Instagram @clean_cuts_trees Photo taken by Zac Linton.

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This publication is designed to provide accurate information in regard to the subject matter covered. It is provided for informational purposes only with the understanding that none of the information contained in this publication is intended to constitute professional advice or an express or implied warranty of any kind. It is the sole responsibility of the user to determine the applicability of any information discussed herein to any particular use. Neither the TCIA nor any of its agents will be responsible for any action taken by any user of this publication in regard to the subject matter covered.

Published by
TREE CARE INDUSTRY ASSOCIATION, INC.
670 N. Commercial Street, Suite 201, Manchester, NH 03101
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Follow us on Social: @treecareindustry @treecareindustryassociation @VoiceofTreeCare
Comes with a manual, test and rewards, including:

- Certificate
- Transcript
- Patch
- Helmet decal

**EMPLOYER CREDENTIALING PROGRAMS**

**EMPLOYEES**: Holding tree care industry credentials will help you show your skill and value to your employer.

**EMPLOYERS**: Lower insurance premiums are offered to companies with low injury rates. Established training programs such as Tree Care Academy ensure this insurance savings. Training programs lower injuries, increase productivity and save money. It’s really that simple. Employees appreciate the investment that you are making in their futures.

This is also a great way to verify that OSHA and ANSI Z133 required training has been performed and helps to identify motivated employees for future promotions.

Administer these courses at your company. Each course teaches and tests for critical skills and core knowledge that tree care employees need in order to work safely and professionally according to industry standards.

Each manual = 1 individual enrollment.

**FOUNDATION**

- TREE CARE APPRENTICE 4
- CHAIN SAW SPECIALIST 4
- CHIPPER OPERATOR SPECIALIST 4
- GROUND OPERATIONS SPECIALIST 5
- TREE CARE SAFETY SPECIALIST 4
- TREE CLIMBER SPECIALIST 5

**INTERMEDIATE**

- AERIAL LIFT SPECIALIST 6
- AERIAL RESCUE TRAINING PROGRAM 6
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- CRANE OPERATIONS SPECIALIST 7
- SRT CLIMBER 8

**ADVANCED**

- CREW LEADER 10
- PLANT HEALTH CARE TECHNICIAN 9
- TREE CARE SPECIALIST 9

Many titles are also in Spanish!
TREE CARE APPRENTICE

This orientation to the tree care industry provides an introduction to the arboricultural profession, a comprehensive list of safety topics important to arborists, injury prevention and basic identification of hazards common to tree care and how to avoid them. Available in Spanish. 1.5 ISA and CTSP CEUs

Retail: $39.99  TCIA Members: $24.99

CHAIN SAW SPECIALIST

This Tree Care Academy training module contains essential information for chain saw operators – both on the ground and in the air. Topics include site and tree inspections, planning the work, determining tree height and lean, starting the saw, safe body positioning, face cuts and notches, the felling plan and more. Available in Spanish. 3.5 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99

CHIPPER OPERATOR SPECIALIST

Covers important techniques for keeping safe while operating and working around chippers. Provides an overview of chipper preparation, setup and positioning, safe operation, maintenance and operating the chipper’s winch. Available in Spanish. 2 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99

TREE CARE SAFETY SPECIALIST

Guides you through the knowledge assessment and self-evaluation necessary to be a safety leader. Learn how to identify hazards, keep yourself and your team safe and coach others to do the same. Available in Spanish. 1.5 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99
GROUNDS OPERATIONS SPECIALIST

Covers essential safety topics, including getting to the work site, planning and preparation and working safely and efficiently. It provides basic information about chain saws and chipper safety, struck-by prevention, safe tree felling and how to assist climbers. Available in Spanish.

2.25 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99

TREE CLIMBER SPECIALIST

Covers climbing fundamentals, planning and executing climbing operations, basic climbing systems/techniques and introduction to rigging for removal. Important topics covered include preventing falls and electrocution, climber safety and knot school. Available in Spanish.

5.5 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99
AERIAL LIFT SPECIALIST
This training program provides a comprehensive overview of aerial lift safety, inspection, preparation and operation. Topics covered include general guidelines for the worksite; safe work practices; additional training for Qualified Line-Clearance Arborists and aerial rescue; and electrical and environmental hazards. Available in Spanish. 3 ISA and CTSP CEUs.

Retail: $54.99  TCIA Members: $34.99

AERIAL RESCUE TRAINING PROGRAM
An aerial emergency situation could develop at any time when tree care operations are being performed aloft. The most common reason for double fatalities in the tree care industry is failed rescue attempts. Provides an introduction to tree care industry aerial-rescue concepts, including possible sequences of events leading to an aerial emergency, regulatory requirements of safety standards and precautions. Working with EMS in real-world situations is also covered. Available in Spanish. 4 ISA and CTSP CEUs.

Retail: $54.99  TCIA Members: $34.99

AERIAL RESCUE TRAINING PROGRAM Video
By Dr. John Ball, TCIA staff, industry safety experts and professional emergency-response personnel. Includes case studies and aerial-rescue scenarios following the ANSI Z133 aerial-rescue protocol. Highlights aerial-rescue concepts, emergency preparedness and working with EMS effectively. Includes manual and program enrollment in Aerial Rescue Training. Available in Spanish. Video formats are Flash Drive or Digital Access.

Required viewing for the Electrical Hazard Awareness Program.

Retail: $129.99  TCIA Members: $85
The use of compact lifts for tree work can be highly productive, or highly problematic depending on the training of the new operator. The purpose of this program is to describe how to mitigate hazards and problems associated with lift use. Enrollees in this training will be guided toward making the best decisions when it comes to hazards that may be encountered during lift use. Inspections, loading, towing, emergency preparedness and correct operations on level and uneven ground are some of the featured topics. 2.5 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99

This program is for ALL crew members working in crane operations. Each person assigned with specific tasks on a crane crew works their way through this manual to give everyone a fairly detailed understanding of how a crane crew should interact. Qualify in the competency areas you know - not all crane operators will need to be competent in climbing and not all ground operators will need to be qualified as a crane operator. 4.5 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99
SRT CLIMBER
This manual covers the basics of SRT work positioning, including equipment selection and compatibility, anchor types, tie-in-point selection, SRT climbing configurations, redirects and repositioning in the tree. A detailed chapter on angles and forces instructs on how to plan a work climb using the tree's natural strength to help support the SRT climbing system. 2.25 ISA and CTSP CEUs

Retail: $54.99  TCIA Members: $34.99

SRT CLIMBER Video
Takes each segment of SRT climbing operations and breaks them down into easy-to-follow procedures. Demonstrates actions from knot and hitch tying on basal anchors to traversing through the tree while estimating forces on branches. Combines the SRT Climber and SRT Best Practices into more than an hour of visual aids for training and is paired with the SRT Climber training manual. Video formats are Flash Drive or Digital Access.

Retail: $129.99  TCIA Members: $85
PLANT HEALTH CARE TECHNICIAN

This valuable field resource for plant health care technicians and trainees covers fertilization, soil management, biotic and abiotic diagnosis, IPM concepts and pest identification and controls. Builds on concepts presented in Tree Care Specialist, and includes: 13 Bs, 5.75 Bp, 2.5 Bm ISA and 2.25 CTSP CEUs

- Advanced soil management
- Diagnosis and monitoring
- Tree fertilization and nutrition applications
- Pesticide selection and application
- Integrated pest management, bio-controls and organic tree care
- Large reference section with charts of diseases by tree host, control recommendations and tree-part symptoms

Retail: $149.99  TCIA Members: $94.99

TREE CARE SPECIALIST

The beginning of your arboricultural advanced career begins here! Tree biology and wound response, soil characteristics and chemistry and essential pruning methods are among the tree-related, bio-functionality topics. Other topics include installing lightning protection, cabling and bracing and tree transplanting. Also available in Spanish. 13.25 ISA CEUs

Retail: $124.99  TCIA Members: $79.99
TCIA has completely redesigned the Tree Care Academy (TCA) Crew Leader Program!

The TCA Crew Leader manual is a comprehensive, employer-based training program that results in a certificate of completion.

Crew Leader is specific to training and assessing the knowledge and skills that are important in effective leadership of a tree care crew. Skills covered include quality control, maintaining crew morale, motivating workers, delegating, resolving conflicts, communicating with clients, evaluating performance, and training, as well as safety and production.

Includes A300 specification-writing guidelines, flowcharts, sample checklists and forms and reports. It is also a prerequisite for enrolling in the new Crew Leader Qualification certificate program. 6.25 ISA and CTSP CEUs. Also available in Spanish!

Retail: $124.99  
TCIA Members: $79.99
QUALIFICATION PROGRAM

Then we added a Crew Leader Qualification Certificate workshop.

JOIN us for one of the many Crew Leader Qualification workshops held throughout the United States.

These interactive, one-day workshops build on the concepts introduced in the Crew Leader manual. The workshop will help you become the best crew leader you can be, using dynamic group activities and many opportunities to network and learn from other crew leaders and instructors. The qualification certificate is earned via a proctored test taken at the end of the day. 7.5 ISA and CTSP CEUs Workshop pricing is $295 TCIA members, $395 non-members.

Buy your Crew Leader manual and complete the tests so you can attend a workshop in these metro areas*:

- Jan. 8 - East Windsor, NJ
- Jan. 9 - Mequon, WI
- Jan. 16 - Littleton, MA
- Jan. 23 - Minnetonka, MN
- Jan. 28 - Arcadia, CA
- Jan. 30 - Vacaville, CA

Summer workshops to be determined. Check tcia.org for updates.

TCIA-member companies get great discounts on Tree Care Academy manuals and TCIA-sponsored workshops, and also receive The Reporter, The TreeWorker and TCI Magazine as a membership benefit, making Crew Leader training easy and affordable.

*Dates and locations subject to change
Electricity is a serious, widespread hazard to arborists. In fact, electricity causes about 15 percent of all fatalities in the tree care industry, making it one of the leading causes of worker fatalities. Since even a street lamp circuit or phone line can be energized with enough voltage to kill, workers don’t have to touch a wire to be electrocuted – about half of all electrical-related fatalities are the result of indirect contact.

All arborists should be trained to recognize and avoid these electrical hazards. TCIA’s Electrical Hazards Awareness Program is a great way to keep workers safe, ensure OSHA compliance and document training.

OSHA SAFETY REQUIREMENTS
EHAP, used alongside documented, on-the-job skills training, helps you meet the OSHA 1910.269 safety standard. Employers must demonstrate, through documented, on-the-job-training and verification, that these employees have the skills necessary to perform line-clearance job tasks safely.

ANSI SAFETY REQUIREMENTS
EHAP training meets the ANSI Z133 training requirement stating that all employees be trained to recognize electrical hazards.

STORM CLEANUP
EHAP is often required by the U.S. Army Corps of Engineers to qualify for storm-related clean-ups.

PROGRAM INCLUDES:
• An EHAP training manual with tests and verification forms
• A copy of ANSI Z133 safety standards
• Test correction of each chapter test, including up to three retakes
• Maintenance of your transcript in the TCIA database
• On-demand notification of transcript status via our toll-free number

Upon completion of the program, the employee will receive a wallet card, helmet decal and certificate of completion! The certificate is valid for one year and renewals must be completed annually.

ELECTRICAL HAZARDS & TREES Video
Dr. John Ball, TCIA staff, industry safety experts and professional emergency response personnel filmed an updated version of TCIA’s popular Electrical Hazards & Trees Video. The video demonstrates the proper safety precautions arborists should be using according to OSHA 1910.269 and ANSI Z133 standards. Required viewing to complete TCIA’s EHAP program, the video will also help workers learn to recognize and avoid electrical hazards. Video format comes as Digital Access. .5 ISA and CTSP CEUs Also available in Spanish.

Retail: $90 TCIA Members: $60

NOTE: In order to complete EHAP training, viewing of the Electrical Hazards & Trees and Aerial Rescue Training Program videos (page 6) are required.
EHAP TRAINING PROGRAM

Provides:
• Training to recognize electrical hazards
• ANSI required safety training for arboricultural operations
• Easy-to-use documentation for OSHA-required electrical-hazards training
• A structure for employer certification of line clearance arborists and tree workers who work near energized lines on residential properties
• Includes EHAP Training Manual and the ANSI Z133 Safety Standard.

7.5 ISA and CTSP CEUs Also available in Spanish.

Retail: $135  TCIA Members: $85

EHAP ANNUAL RENEWAL TRAINING MANUALS

Annual renewal of EHAP is required following initial program completion. 5.25 ISA and CTSP CEUs Also available in Spanish.

Retail: $35 each  TCIA Members: $25 each

RENEWAL ONE
RENEWAL TWO
RENEWAL THREE
RENEWAL FOUR
RENEWAL FIVE

TO ORDER: 800.733.2622  TCIA.ORG/SHOP
Order each part to be certain your work meets industry standards. Also use them as a guide for writing work specifications to help you and your crew understand, specify and communicate the procedures, methods and scope of work to be performed.

Sold separately. Retail: $20 each
TCIA Members: $15 each

Call for quantity discounts.

STANDARD PRACTICES FOR TREE, SHRUB AND OTHER WOODY PLANT MANAGEMENT

Adhering to the American National Standards for tree care helps make you an expert in the eyes of clients and authorities, such as your local municipality. ANSI standards are recognized as the final authority in the United States civil court system.

PART 1: PRUNING

PART 2: SOIL MANAGEMENT (Fertilization)

PART 3: SUPPLEMENTAL SUPPORT SYSTEMS

PART 4: LIGHTNING PROTECTION SYSTEMS

PART 5: MANAGEMENT OF TREES AND SHRUBS DURING SITE PLANNING, SITE DEVELOPMENT, AND CONSTRUCTION

PART 6: PLANTING & TRANSPLANTING

PART 7: INTEGRATED VEGETATION MANAGEMENT (IVM)

PART 8: ROOT MANAGEMENT

PART 9: TREE RISK ASSESSMENT

PART 10: INTEGRATED PEST MANAGEMENT (IPM)

ANSI Z133 SAFETY

Retail: $20
TCIA Members: $15
ISA BEST MANAGEMENT PRACTICES

These companions to the ANSI A300 standards provide practical “how-to” guidance when implementing the A300 standards. Each BMP should be used with its respective ANSI A300 counterpart.

Sold separately. Retail: $14.95 each  TCIA Members: $11.95 each

TREE PRUNING
UTILITY PRUNING OF TREES
TREE & SHRUB FERTILIZATION
TREE SUPPORT SYSTEMS
CABLING, BRACING, GUYING AND PROPPING
TREE LIGHTNING PROTECTION SYSTEMS
MANAGING TREES DURING CONSTRUCTION
TREE PLANTING
INTEGRATED PEST MANAGEMENT
TREE INVENTORIES
ROOT MANAGEMENT
TREE INJECTION
SOIL MANAGEMENT FOR URBAN TREES

Comprehensive safety standard written by arborists for the arboriculture profession. Applies to employers and employees engaged in arboricultural operations. Although compliance with this standard is voluntary, Z133 carries the force of law in many instances in the U.S. Available in Spanish.
Retail: $20  TCIA Members: $15

TREE RISK ASSESSMENT

Retail: $22.95 each  TCIA Members: $17.95 each
BEST PRACTICES for CRANE USE in ARBORICULTURE 4th edition

This comprehensive manual from TCIA combines technical knowledge and industry standards for crane use in tree care and demonstrates important methods for safe crane/tree operations.

- Combines technical information from professional crane operators and arborists who use cranes
- Includes newly expanded chapters that illustrate fundamental principles of crane selection, set-up and operation in tree removals
- Covers important “how-tos” beyond basic tree/crane industry standards
- Includes a 72-tree species, pull-out green log weight chart for easy reference

Retail: $85  TCIA Members: $55

GREEN LOG WEIGHT CHART

Retail: $7
TCIA Members: $5

BEST PRACTICES for RIGGING in ARBORICULTURE

Describes and illustrates how to perform certain rigging methods with easy-to-follow steps. Sample lists of acceptable rigging equipment will assist qualified arborists with their equipment choices for individual tree removal sites. Softcover, 92 pgs. Also available in Spanish.

Retail: $85  TCIA Members: $55
BEST PRACTICES for SRT in ARBORICULTURE

Stationary Rope Technique for tree climbers is a simple method of tree access and work positioning that can greatly increase productivity. Softcover, 120 pgs.

Includes:
- Basic and specialized equipment
- Basal and canopy anchor systems
- Climber configurations
- Working the tree
- SRT for the ground operator
- Directory of rope and equipment suppliers

Retail: $85  TCIA Members: $55

BEST PRACTICES for STUMP GRINDER OPERATIONS in ARBORICULTURE

An inexperienced person running a heavy, expensive machine – usually alone – will quickly find there is much more to safe stump-grinding operations than simply unloading it and starting it up. This guidebook is the missing link between safe, productive stump grinding and lost time/revenue due to property damage or injuries. Contains essential information about stump-grinding operations that untrained personnel might not consider: grinding operations on a slope, traveling or moving the grinder over snow or mud, the care of grinder teeth, preventing injuries, preventing property damage, grinding near underground utilities, etc.

Retail: $85  TCIA Members: $55

BEST PRACTICES for SAFETY in ARBORICULTURE

This captivating manual is basically an illustrated guide to the ANSI Z133 safety requirements standard with additional action steps to mitigate risk. Trainers can pair this manual with the Tailgate Safety Training Program and/or other industry references as a way to freshen daily/weekly crew training sessions.

Retail: $85  TCIA Members: $55
TAILGATE SAFETY PROGRAM

Updated and expanded, this convenient, on-the-job safety program delivers maximum benefit in minimal time. Flexible, comprehensive and cost effective, the manual is supported by quizzes, online support through the Tailgate Users’ Group and additional resources. Fills OSHA requirement for employer-provided, documented safety training. Finally, trainers and trainees get credit for using Tailgate – ISA certified arborists 29.5 CEUs, and CTSPs who conduct training using Tailgate earn up to 75 CEUs! Also available in Spanish.

Retail: $165  TCIA Members: $105

Tailgate Safety is a perfect companion to the Illness & Injury Prevention Program!

Attention CTSPs – earn CEUs by using these programs!

ANSI Z133 SAFETY REQUIREMENTS

Comprehensive safety standard written by arborists for the arboriculture profession. Applies to employers and employees engaged in arboricultural operations. Although compliance with this standard is voluntary, Z133 carries the force of law in many instances in the U.S. Also available in Spanish.

Retail: $20  TCIA Members: $15

Check out the “Best Practices for Safety in Arboriculture” manual on page 17, as an illustrated companion guide to the Z133!
ILLNESS & INJURY PREVENTION PROGRAM

The TCIA Illness & Injury Prevention Program is now available as a downloadable and fillable pdf!

This new digital format allows you to incorporate important policies and checklists into your existing safety/compliance program, or to help you develop a new and more comprehensive program based on industry standards and regulatory guidance.

Some important features of having a written safety program

- Helps to ensure employee accountability
- Documents compliance when OSHA shows up

Included are:

- Easy to download forms including both English and Spanish
- Comprehensive safety-program checklist and detailed instruction
- State-specific online resources
- Boilerplate company policy and procedure language with customizable forms

New! - Digital Edition
Retail: $115  TCIA Members: $75

ARBORIST FIRST RESPONDER FIELD GUIDE

This compilation of TCI Magazine articles was written by Dr. John Ball, CTSP, and Meghan Johnson, supplemented with first-aid information critical to an arborist's knowledge.

Dr. Ball is South Dakota State University’s plant science professor and campus arborist, but also an instructor for Emergency Medical Technician (EMT) and Prehospital Trauma Life Support. Meghan Johnson was a SDSU graduate student in the Physician Assistant program.

Retail: $44.95  TCIA Members: $29.95
SAFETY PRODUCTS

POCKET GUIDES Set of 6
These affordable field guides put needed information at your employees’ fingertips. Loaded with pictures and charts, they are great on-the-job reference tools. Use as a companion to the ANSI Z133 standard. Buy the set and save! Also available in Spanish.

Retail: $18 (set)
TCIA Members: $13.50 (set)
Also sold separately.
Retail: $4 each TCIA Members: $3 each
IDENTIFYING HAZARD TREES
PREVENTING STRUCK-BY’S
SAFE TREE FELLING
PREVENTING ELECTROCUTION
PREVENTING FALLS
PPE SELECTION, USE & CARE

HAZARD TREE QUICK CHECK DECALS
These durable decals show field workers how to detect common tree defects. Place on the sun visors of your company vehicles or on clipboards. 8.5”w x 5”h Also available in Spanish.
Retail: $3 TCIA Members: $2
PASSING AN OSHA INSPECTION

OSHA can inspect your operations at any time and for a variety of reasons. Revised in 2016, this guide will help prepare you to face an inspection with confidence. Topics include planning, the inspection, important time frames, required and recommended postings and records, frequently cited standards in tree care and OSHA compliance assistance. Booklet, 28 pgs.

Retail: $7.99 TCIA Members: $4.99

DRIVER’S DAILY VEHICLE INSPECTION REPORTS

It’s never been easier to comply with Federal Motor Carrier Safety Regulations. Revised in 2016, TCIA’s Driver’s Daily Vehicle Inspection Reports make daily recording and processing of post-trip inspections a snap. Each book contains 50, 2-ply carbonless forms office copies are perforated for easy removal and filing. Available in English-only or Bilingual: English/Spanish. If you are ordering more than 100, call for quantity discounts.

English-only Retail: $4.75 TCIA Members: $3.50
Bilingual Retail: $5.75 TCIA Members: $4.50

GUIDE FOR PLANT APPRAISAL

By Council of Tree and Landscape Appraisers

This comprehensive field guide provides the professional plant appraiser with protocols useful for valuation of plant casualties, insurance purposes, real estate transactions, plant condemnation actions and tree inventories. Along with the cost approach, the 10th edition, second printing improves discussion of both market and income approaches, including the strengths and weaknesses of each plant-appraisal method. Softcover, 143 pgs.

Retail: $175 TCIA Members: $125

TO ORDER: 800.733.2622 ♦ TCIA.ORG/SHOP
While supplies last...

Books

RELEVANT TITLES FOR YOUR TREE CARE BUSINESS

TREE LAW CASES IN THE USA
By Lew Bloch
A fascinating look at tree cases past and present. An excellent resource for consulting arborists, lawyers and insurance professionals. Includes cases that involve a number of legal areas, including trespassing, boundary trees, views, real estate, negligence and more. Softcover, 138 pgs. Limited quantities in stock.

Retail: $59.95  TCIA Members: $44.95

2nd Edition

GROWING & STAFFING YOUR BUSINESS
By Howard L. Eckel
“Everyone hires people. The trick is to keep them,” says Eckel in the foreward of this book. In this practical guide, Eckel applies 40 years of first-hand experience addressing the solution to staffing problems. This book helps build an understanding of how to generate sales to level out industry peaks and valleys, allowing your business to handle growth effectively, and offers insights on hiring and managing people. Softcover, 119 pgs.

Retail: $24  TCIA Members: $19
DIRR’S ENCYCLOPEDIA OF TREES & SHRUBS
By Michael Dirr

Fully updated with hundreds of new plants and cultivars, this comprehensive, full-color visual reference catalogs thousands of woody plants. A master in his field, Dirr recommends those plants that are most reliable and hardy for most landscapes. Included is a detailed guide to support plant selection based on specific characteristics and purposes such as color, winter interest, shade tolerance, etc. This guide is a critical addition to any library. Hardcover, 952 pgs. Limited quantities in stock.

Retail: $82  TCIA Members: $70

MANUAL OF WOODY LANDSCAPE PLANTS
By Michael Dirr

Referred to as “A Horticulture Bible.” Features expanded descriptions of former entries, more than 2,000 new species and cultivars, trademark names and patent numbers, as well as all species, subspecies and variety names verified using the GRIN taxonomic data base (germplasm resources information network) and other sources. Hardcover, 1,325 pgs. Limited quantities in stock.

Retail: $105  TCIA Members: $89

PESTS OF LANDSCAPE TREES & SHRUBS
By Statewide Integrated Pest Management Program, University of California, Division of Agriculture and Natural Resources.

Information on how to use IPM methods, landscape designs that prevent pests, pest-resistant varieties and other tips that help avoid pest problems. Contains color photos, illustrations and easy-to-use tree and shrub pest tables. Softcover, 502 pgs. Limited quantities in stock.

Retail: $49  TCIA Members: $39
CHAINSAW SAFETY & CUTTING TECHNIQUES
Chain saws are one of the most useful, and dangerous, tools a tree worker can use. This fully illustrated manual is designed with a strong focus on personal safety, risk assessment and accident prevention. Topics covered include tree-felling risk management, emergency planning, safety apparel and equipment, safe chain saw operations, small-tree cutting, systematic felling plans, limbing and bucking, and chain saw maintenance. Authored by Duane Neustaeter, it was originally created as the course curriculum and handout for one-day chain saw instructional workshops offered by Arboriculture Canada Training & Education Ltd. and North American Training Solutions. 3 ISA and CTSP CEUs
Retail: $54.99  TCIA Members: $34.99

THE TREE CLIMBER’S COMPANION
Written by Jeff Jepson. Illustrated by Bryan Kotwica.
This is a compact, field-sized reference and safety manual for climbers. Expanded edition includes: “Tools of the Trade,” revised climbing system (PREP), “Tying In” procedure, climbing with climbing spurs, and more! Softcover, 104 pgs. Also available in Spanish.
Retail: $22  TCIA Members: $17

TO FELL A TREE
Written by Jeff Jepson. Illustrated by Bryan Kotwica.
Loaded with practical information essential to the safety and success of any tree felling and woodcutting operation, whether it’s in the forest or the backyard. With step-by-step methods and more than 200 illustrations, topics include preparations before the work begins, felling a tree using a three-step procedure, felling difficult trees, and limbing and bucking the tree. Softcover, 168 pgs. Limited quantities in stock.
Retail: $22  TCIA Members: $17

KNOTS AT WORK
Written by Jeff Jepson. Illustrated by Bryan Kotwica.
“In a profession as potentially dangerous as this, only knots that are correctly tied and aptly applied every time will do. Anything less is likely to lead to a short career.” A field guide for the modern arborist, Knots at Work covers knot construction (tying knots) and knot application (using knots) for more than 50 arborist knots. Lavishly illustrated with easy-to-read text, this compact-sized book features a unique cross-referencing format that encourages use in the field – exactly where it’s needed most. Softcover, 168 pgs.
Retail: $16.95  TCIA Members: $13.95
PEST MANAGEMENT IN THE LANDSCAPE
By Christopher J. Luley, Ph.D. and A.D. Ali, Ph.D.
Designed to help green industry professionals, plant health care technicians and homeowners understand pest management in trees and shrubs of residential landscapes. Readers will be able to easily discover the causes and symptoms of problems and how to approach diagnosis and management.
Softcover, 82 pgs.
Limited quantities in stock.
Retail: $34.95 TCIA Members: $27.95

EVALUATING TREE DEFECTS: A FIELD GUIDE
By Ed Hayes
This compact field guide is a great reference for all tree care professionals involved with tree risk assessments. Includes 58 color photos and 43 illustrations. Expanded sections include evaluating root decay, leaning trees and root problems, weak branch unions, basic tree biomechanics, tropical trees, arborist safety issues, and more. Softcover, 30 pgs. Limited quantities in stock.
Retail: $39 TCIA Members: $29

WOOD DECAY FUNGI
By Christopher J. Luley, Ph.D.
Use this book to easily identify common decay fungi that threaten the structural stability of urban trees. This comprehensive guide uses high-resolution images and descriptions to help with the identification of decay fungi. Also includes information on: identifying features, habitat, fruiting time, fruiting surface, type of decay and more. Softcover, 61 pgs. Limited quantities in stock.
Retail: $34.95 TCIA Members: $29.95
MANAGING INSECTS AND MITES ON WOODY PLANTS: AN IPM APPROACH
3rd Edition By John A. Davidson, Ph.D. and Michael J. Raupp, Ph.D.

The definitive source for managing insects and mites on woody plants. Quickly identify and research more than 145 different pests. Also guides you through the process of developing and implementing an integrated pest management (IPM) program, including:

- principles and components of IPM
- elements involved in developing a program for landscape IPM
- creation of a landscape site-evaluation guide
- agents of biological control and pesticide use
- lifecycles of predatory insects
- guidelines for managing populations of naturally occurring predators and parasites

246 color photos, Wiro-bound, 174 pgs.

Retail: $44.95
TCIA Members: $29.95

THE BODY LANGUAGE OF TREES
By C. Mattheck, K. Bethge and K. Weber

While this book is referred to as the encyclopedia of visual tree assessment (VTA), it is a solid source of information on tree mechanics and tree growth loads. The unique approach taken by the author is his presentation of thinking tools rather than intricate formulas and calculations to make for better, deeper understanding of the subject. A treasure trove of valuable tree-assessment techniques! Hardcover, 548 pgs. Limited quantities in stock.

Retail: $159 TCIA Members: $134
TREES OF EASTERN NORTH AMERICA

By Gil Nelson, Christopher Earle and Richard Spellenberg
Illustrated by David More

Comprehensive, well-illustrated and easy-to-use field guide covers 825 species found in eastern USA and Canada, from the Great Plains to the Atlantic, plus tropical, sub-tropical and arctic species. Tree identification with size, shape, growth habit, leaf, fruit, flower habitat and details. Softcover, 720 pgs. Limited quantities in stock.

Retail: $32.95  TCIA Members: $24.95

TREES OF WESTERN NORTH AMERICA

By Gil Nelson, Christopher Earle and Richard Spellenberg
Illustrated by David More

Comprehensive, well-illustrated and easy-to-use field guide covers 630 species found in western USA and Canada, from the Great Plains to the Pacific. Clear descriptions for tree identification with size, shape, growth habit, bark, leaf, fruit, flower habitat and range details along with up-to-date taxonomy. Softcover, 560 pgs. Limited quantities in stock.

Retail: $32.95  TCIA Members: $24.95

TREE BIOLOGY NOTEBOOK

By Richard Murray

Explains everything about trees with a holistic approach to tree ecology, with many contemporary references and illustrations. Softcover, 265 pgs. Limited quantities in stock.

Retail: $28  TCIA Members: $23

TO ORDER: 800.733.2622  TCIA.ORG/SHOP
URBAN TREE HEALTH

By Jerry Bond

Based on the author's extensive field work and research, this is a detailed exploration of the particular needs of urban forestry found across the country. Full-color guide provides a practical and precise estimation method comprised of four simple steps, accompanied by clarifying illustrations and photos. Softcover, wire-bound, 107 pgs. Limited quantities in stock.

Retail: $31.95  TCIA Members: $26.95

ABIOTIC DISORDERS OF LANDSCAPE PLANTS: A DIAGNOSTIC GUIDE

By Costello, Perry, Matheny, Henry and Geisel, University of California, Division of Agriculture and Natural Resources.

Contains a wealth of information to help diagnose disorders caused by environmental, physiological or other non-biological factors. Learn how to rule out plant traits that resemble abiotic disorders, as well as diagnose injury symptoms from over 20 different abiotic agents, including extreme weather, chemicals, pH, water deficit and more. Softcover, 242 pgs. Limited quantities in stock.

Retail: $49  TCIA Members: $39
Safety culture just got real.

THE CTSP PROCESS

1 **ENROLL** Download and complete the CTSP Enrollment Application from tcia.org/CTSP and return to TCIA. Or, call TCIA at 800.733.2622

2 **PREPARE** Once enrolled, you will receive the CTSP Study Guide with Critical Thinking Exercises. Designed to build your skills and knowledge of Safety Management, these must be completed and submitted to TCIA.

3 **PARTICIPATE** Attend the Advanced Safety/Behavioral Workshop, which will cover teaching safety concepts, plus help candidates develop a coaching style based on their own company’s needs. Multiple workshops are held throughout the year and in locations nationwide.

4 **CERTIFY** After completing the workshop, you take the CTSP exam the following morning.

WHY CTSP?

A CTSP does more than simply educate a team in safe work practices. As a safety “coach,” a CTSP works to develop and nurture a safe work environment in key areas:

- Leadership
- Hazard Identification
- Incident Control and Prevention
- Adult Learning

This program provides you with a well-rounded education in safety concepts, plus the tools to effectively communicate these ideas on the jobsite.

*The ideal CTSP shares attributes of a coach:*

- Good communication skills
- Strong instructional skills
- Model behavior that leads to a safer environment

**2020 WORKSHOPS:**

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feb. 4-5</td>
<td>East Windsor, NJ</td>
</tr>
<tr>
<td>Feb. 18-19</td>
<td>Marietta, GA</td>
</tr>
<tr>
<td>Mar. 24-25</td>
<td>Chicago, IL</td>
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<tr>
<td>Mar. 31-Apr. 1</td>
<td>Westminster, MD</td>
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<tr>
<td>Apr. 7-8</td>
<td>Windsor, CT</td>
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<tr>
<td>Apr. 22-23</td>
<td>Arcadia, CA</td>
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<tr>
<td>Jul. 14-15</td>
<td>Arcadia, CA</td>
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<tr>
<td>Aug. 4-5</td>
<td>Littleton, MA</td>
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<tr>
<td>Aug. 19-20</td>
<td>Vacaville, CA</td>
</tr>
</tbody>
</table>

2017 Columbus, Ohio CTSP Workshop attendees.
The Arborist Safety Training Institute (ASTI) provides grants to help fund half- or full-day tree care safety training workshops that can be presented locally and at a reasonable cost to participants.

By applying for a grant to host a workshop, you can bring quality training to working arborists who will take their safety seriously, help minimize deaths and injuries and promote overall workforce safety that is critical for the tree care industry.

Submit your grant applications by the following deadlines:
• March 1, 2020 (Workshops held Aug. 1, 2020 - Jan. 31, 2021)
• August 15, 2020 (Workshops held Feb. 1, 2021 – July 31, 2021)

Learn more and apply online at tcia.org/asti
Questions? Contact asti@tcia.org or (603) 314-5380

Funds for these grants are donated by individuals, tree care companies and equipment and service providers from around the country.

ASTI donors are making an investment in the future of safety throughout the tree care industry.
Arboriculture is a hazardous profession, so it’s only natural that **SAFETY TRAINING** is one of our biggest priorities here at TCIA.

*TCIA hosts a number of workshops across the country and throughout the year, including:*

- Certified Treecare Safety Professional (CTSP)
- Electrical Hazards Awareness Program (EHAP)
- Tree Care Academy (TCA) Aerial Lift Specialist
- TCA Aerial Rescue
- TCA Chain Saw Specialist
- TCA Chipper Operator Specialist
- TCA Tree Climber Specialist

*And more are being developed and added all the time!*

Your TCIA Member Engagement Coordinators can help you navigate the exciting world of workshops!

**Questions?**
Go to tcia.org

**HOW TO HOST A WORKSHOP**
Interested in hosting your own workshop? Here are some options:

1. **TCIA Sponsored Workshops** TCIA handles all requirements for this workshop including the location, instructor, materials, pricing, marketing and registration.

2. **Host Organization Sponsored Workshops** If you sponsor a TCIA program workshop (with a TCIA-approved instructor and our educational materials), your organization handles most of the requirements (including location, instructor, materials, marketing and registration), but TCIA provides some support. Additionally, you can set the registration price for the workshop.

3. **Arborist Safety Training Workshops** The Arborist Safety Training Institute provides grants to fund part- or full-day safety training workshops. Tree care companies are encouraged to apply for grants to fund training in their area. *To learn more and apply for a grant, visit tcia.org/asti.*

Whether you want to run the workshop yourself or let TCIA run it for you, these workshops will train employees and boost morale while documenting OSHA required training, not to mention improve safety within the tree care industry!

**VISIT TCIA.ORG/TRAINING FOR A COMPLETE LIST OF UPCOMING TCIA WORKSHOPS**

800.733.2622  |  TCIA.ORG/TRAINING  |  INFO@TCIA.ORG
THE STRENGTH OF YOUR BUSINESS DEPENDS ON THE FOUNDATION OF YOUR COMPANY.
As a business-growth program, Accreditation gives you the tools to strengthen your business that helps to ensure a successful future.

THE ACCREDITATION PROCESS WILL HELP YOU:
• Increase profits and reduce costs
• Improve safety and limit losses
• Evaluate your company against the industry

On average, a TCIA accredited company earns approximately 30% more gross revenue per production employee than a non-accredited TCIA member company.

Accreditation program statistics

ACCREDITATION BEGINS RIGHT AWAY
After enrolling, you can access the “Accreditation Community” on tcia.org that includes an interactive checklist. This contains key elements to help evaluate your company against industry standards and best business practices that help your company improve performance and safety.

Other useful items include:
• TCIA’s Illness & Injury Prevention Program Guide
• Compliance resources
• Award-winning Business Management Guides

Contact TCIA for your FREE assessment to see how TCIA Accreditation can strengthen YOUR business!

800.733.2622 ♦ EMAIL ACCREDITATION@TCIA.ORG
MAKING THE MOST OF YOUR TCIA MEMBERSHIP

Making the most of your TCIA membership includes becoming involved with the ideas and people in your industry. Here are two great ways to do this...

Business Mentor Network
Seeking advice, sharing knowledge and providing personalized feedback helps us become better tree care professionals, and raises the bar for the industry.
Whether you’re looking to teach or learn, TCIA will match you with a mentor/mentee with similar business goals. Topics include business development, sales and marketing, human resources, finance and everything in between!

If you have any questions or would like to join TCIA’s Business Mentor Network or Peer-to-Peer Group, contact membership@tcia.org.

Savings4Members
TCIA has partnered with Savings4Members to offer members access to more than 20 cost savings programs, so you can do what you do best – grow your business!
Visit mys4m.com/tcia to get started.

Show your TCIA member pride!
TCIA member hat
Quality 100% cotton hat.
Color and styles may vary.
1-9 Qty. $14.95 ea.
10+ Qty. $9.95 ea.

Business Mentor Network
Peer-to-Peer Group
TCIA has the only peer-to-peer group dedicated to the tree care industry.
This group is a facilitated, self-governing, strategic gathering of company leaders who are willing to share their backgrounds, skills and industry experiences to develop strategies, solutions and best practices for personal, professional or business development.
Discussions are confidential and each member is required to sign a non-disclosure agreement.

Our mission is to advance tree care businesses
We applaud your core values and work hard to keep you comfortable while you live them.

Order your favorite Arborwear with TCIA logos or your own company logos and get exclusive TCIA member discounts!

TO ORDER: 800.733.2622  TCIA.ORG
TREE CARE INDUSTRY ASSOCIATION

YOUR ROAD MAP TO A SUCCESSFUL TREE CARE BUSINESS

BUSINESS
ACCREDITATION
ONLINE RESOURCES
TCI EXPO & OTHER EVENTS

EXPERTS
MENTOR PROGRAM
INDUSTRY PARTNERS
TCIA STAFF

SAFETY
CERTIFIED TREE CARE
SAFETY PROFESSIONAL
TRAINING MANUALS
WORKSHOPS

JOIN TODAY!
$299
First-time/first year only

TCIA.ORG | 800.733.2622 | membership@tcia.org

THE ROUTE TO BUSINESS GROWTH BEGINS HERE!
Joining is easy as 1, 2, 3!

1. FILL OUT THIS TREE CARE COMPANY MEMBERSHIP APPLICATION

Company Owner: [ ] Mr.  [ ] Ms.  [ ] Mrs.______________________________

Company Name: _______________________________________________________

Street Address: _________________________________________________________ PO Box: _____________________

City: __________________ State: _____ Zip: ______ Phone: __________________________

Website: __________________________ Email: ___________________________

2. TELL US MORE ABOUT YOUR COMPANY  This information is required.

Business Start Date: _____ / ____/ _____  # Employees: ______ Spanish Speaking % ______  # Branches: ______  [ ] Woman Owned

Equipment (check all that apply):  [ ] Lift Trucks  [ ] Forestry body Trucks  [ ] Spray Rigs  [ ] Chippers  [ ] Cranes

Primary Business (must add up to 100%):  Residential: _____ %  Commercial _____ %  Utility _____ %  Municipal _____ %

Approximate Gross Annual Tree Care Sales:  [ ] <$100K  [ ] $100K - 200K  [ ] $200K - 500K
[ ] $500K - $750K  [ ] $750K - $1M  [ ] $1M - $5M  [ ] $5M - $20M  [ ] $20M+

Future annual renewal dues will be based on approximate gross annual tree care sales.

3. YOUR MEMBERSHIP WILL NOT BE APPROVED WITHOUT RECEIPT OF THESE ITEMS ALONG WITH YOUR APPLICATION

[ ] General Liability Insurance Certificate (required for ALL tree care company members)

[ ] Workers’ Compensation Insurance Certificate (only if it is required in your state for the number of employees in your company or if confirmation of exemption from coverage)

Please have your agent name TCIA as the certificate holder and email to membership@tcia.org.

mail to the address below or fax to 603-314-5385

Tree Care Industry Association Attn: Membership Department
670 N. Commercial Street, Suite 201, Manchester, NH 03101

PAYMENT INFORMATION

[ ] Check enclosed  [ ] VISA/MASTERCARD/AMEX/DISCOVER

Credit card no. __________________________ Exp. Date _____ / _____ / ______

Name on Card __________________________ Signature _______________________

TOTAL AMOUNT DUE FOR THE FIRST YEAR IS ONLY

$299

Full 12-month membership. Available to first-time member companies only.

Dues Payments are tax deductible as ordinary and necessary business expenses. Complying with tax law, TCIA estimates that 95% of your dues payment is deductible as a business expense. (5% is not deductible due to TCIA’s direct lobbying activities on behalf of its members).

IF YOU HAVE ANY QUESTIONS, CONTACT THE MEMBERSHIP DEPARTMENT:

EMAIL: MEMBERSHIP@TCIA.ORG  PHONE: 800-733-2622  WEB: TCIA.ORG  FAX: (603) 314-5385

NOTE: TCIA cannot accept payment information by email. Email transmission is not always secure and therefore credit card information is not adequately protected. Do not send any credit card information to TCIA by email. Instead, call, mail or fax us. TCIA shall have no liability for any losses related to credit card information included in email.