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Tree work is a fairly easy trade to enter. With a chain saw, a pick-up and desire, almost anyone can be in the tree business. That’s one of the best parts of this industry – the ability to turn hard work into a successful career. Most TCIA members (or their fathers or grandfathers) started out just this way. Through diligent effort, some became professionals.

But the ability to instantly enter a business that is fraught with very real hazards, many of them potentially fatal, is also one of the worst aspects of this industry. In this struggling economy, new tree care companies emerge every day. Established companies in other industries that are finding it harder to make a living mowing lawns or installing gutters are venturing into tree work, often without fully understanding the risks. The result, especially severe in the spring, is a rash of accidents among unqualified or barely qualified tree workers. Electrical hazards are a particular danger to the untrained and unaware.

According to the Centers for Disease Control’s Morbidity and Mortality report, contact with overhead power lines caused 97 fatalities in our industry over a five-year period, and more than one-quarter of those resulted from a hand tool contacting a power line.

TCIA’s arborists and safety specialists study media accounts and OSHA reports of occupational accidents. Our observation is that most fatal accidents involving electricity are due to grossly dangerous and non-compliant conditions that could be influenced dramatically with even minimal awareness training.

In 2010, for example, TCIA gathered information on 89 media accounts of fatal accidents during tree work. Fourteen of those involved electrocution. Only two of the 14 victims were employed by a utility to perform line maintenance, and both were killed by contact with a hidden conductor. Ten of the remaining 12 were tree workers or landscapers or hired day laborers who violated minimum approach distances and made electrical contact through conductive ladders, tools or tree branches.

Taking an extendable aluminum pole saw into a tree without training to recognize electrical hazards is dangerous enough. Doing it in an un-insulated, retired telecom truck is an accident waiting to happen.

News accounts of these fatalities often call them “freak accidents,” even though the consequences of mixing ignorance with electricity are predictable. Published interviews with friends and family members always speak to how hard the deceased worked, how they volunteered in the community, and how they were just trying to make a living for their families.

Undoubtedly, the anguished words of survivors are true. What makes it worse is that these small company owners, or the employees that owners put in harm’s way, didn’t have to die. A small amount of training in basic hazard recognition – electrical hazards and others involved in tree work – could have saved many if not most of these tree workers who were just trying to take home a paycheck.

When I hear about these tragedies, I can’t help but think of a scene from the movie “The Outlaw Josey Wales.” A bounty hunter confronts Clint Eastwood in a saloon and says, “A man’s got to do something for a living these days.”

Clint answers, “Dying ain’t much of a living, boy.”

So it is with too many unprepared, ill-trained tree workers. Should we try to make it harder to enter the profession? Should there be a minimum level of safety knowledge required, so that we’ll have fewer “freak accidents” in the news each week? Should we erect barriers to entry for their own good?

Mark Garvin
Publisher
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Ask 10 people around your office for the definition of “green” tree care and you’ll probably get 10 different answers. Ask 100 of your clients the same questions and you’ll assuredly get 100 different answers. It seems like everyone wants to “go green,” but no one agrees on exactly what this means. Does it mean you can no longer offer certain treatments? Does it mean just replacing your current line-up of treatments with a line-up of “green” treatments? Can green arboriculture be part of the toolbox without sacrificing efficacy and economics? As we’ll see, green tree care can be many different things, including just slight changes to practices you may already be employing. Many arborists want to offer “greener” services because of a personal philosophy; others just want a service package to offer when clients ask. If you have been interested in marketing a green service offering, there are more tools available to arborists now than ever before.

Is there such thing as “Urban IPM”?

American farmers have nearly all gone toward some form of integrated pest management (IPM) practice over the past 20 years or so. IPM uses a combination of monitoring, cultural practices, prevention and treatments to manage the pest populations of their crops. One of the overarching themes of IPM is setting action thresholds, usually based on the economics of a plan implementation. Basically, before any pest control measure is applied, the farmer and an IPM manager determine the injury threshold – the point at which the damage caused by a pest population will become enough of a threat to the crop where it makes more sense to control the pest than allow it continue to do damage. They then set action thresholds lower than this so a management intervention can occur before the damage is economically significant. For deadly, invasive issues such as Dutch elm disease or emerald ash borer, an arborist can employ a similar model for determining the necessity of a management action. It is often less expensive to treat a tree and have it live than allow the tree to die and cut it down.

The arborist’s job can be a little more challenging when the injury thresholds are determined by aesthetics rather than economics. Japanese beetles can seriously affect a tree’s health if populations are significant, however, the vast majority of leaf beetle infestations on deciduous trees are more unsightly than deadly. In these cases, the client’s individual tolerance for damage will set when a management action should intervene.

If the client has a very low threshold for damage and wants every leaf perfect, you may employ a preventive treatment to ensure as little damage as possible. If they have a higher tolerance for damage, you may suggest monitoring the population and not implementing a control strategy until the problem becomes critical enough that it is no longer an appearance issue but a significant health issue.

What does it mean to be “organic,” “natural” or “green”?

When it’s decided that a management action should be taken, there are more options available than ever, but there is also more confusion. Arborists seeking
considered organic, but not all products that bear the OMRI listed logo would be considered organic. There is sometimes confusion between “organic” and “natural,” but the latter had to meet specific criteria as well as have a large enough agricultural market potential for a manufacturer to seek the certification. Another group of registered pesticides fall into a class known as “minimal risk pesticides.” As with other registered pesticides, they are governed by the EPA under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), which is the law that authorizes and enforces the use of pesticides in the United States. Simply put, anything being marketed as a pesticide must comply with rules of FIFRA. Unlike other pesticides, products that qualify for Section 25(b) of FIFRA do not require registration and have shown such low toxicity to humans and other non-target organisms that they do not need to go through the same rigors of testing that other pesticides
do. These are ingredients such as citronella oil, lemongrass, cinnamon oil and others. While products with 25(b) labels are more common at the garden centers for homeowners than at your local distributors for professionals, know that these options are out there.

A biorational approach

Biorational management tools can be even broader in definition than “green alternative.” This can include everything from encouraging predatory insects or parasitoids, planting disease resistant varieties, or even using one application method over another. Systemic tree health treatments, whether soil drenched, soil injected or tree injected, are all considered to be part of a biorational pest management approach.

When compared to the previous industry standard of spraying for every tree health issue, systemic treatments use significantly lower volumes of active ingredient, applied to a much smaller area, and, as the treatment moves up through the tree, only targeted pests are exposed, greatly reducing the effect on the surrounding environment and non-target organisms. Soil applications, applied right at the base of the tree, use a comparatively small volume of active ingredient and, when used as labeled, have a minimal environmental impact, but they should not be used in areas with high water tables. Tree injection, which puts the treatment directly inside the tree, can further reduce the exposure to the environment when soil applications are not an option.

Even spray applications have a place in biorational tree health management if the right treatment is being employed. Popular examples of biorational treatments, such as the use of Bacillus thuringiensis (Bt), can only be applied by spraying. Bt is a bacteria that is widely used primarily in the management of lepidopteran species, such as gypsy moth, as it only will affect larvae of the moth and not other beneficial insects present. Other strains have been developed that control flies, mosquitoes and leaf feeding beetles such as elm leaf beetle. The upside of Bt is, as mentioned, the narrow spectrum of insecticidal activity, while the downsides include a short window of efficacy, expense of the treatments, and the

<table>
<thead>
<tr>
<th>Active Ingredient</th>
<th>Trade Names</th>
<th>OMRI Listed</th>
<th>EPA Signal Word</th>
<th>Application Method</th>
<th>Type of Pesticide</th>
<th>Key Labeled Pests</th>
</tr>
</thead>
<tbody>
<tr>
<td>Azadirachtin</td>
<td>Tree-azin</td>
<td>Yes</td>
<td>Warning</td>
<td>Trunk Injection</td>
<td>Insecticide</td>
<td>Hemlock Wooly Adelgid, caterpillars, Emerald Ash Borer, leafminers, sawflies</td>
</tr>
<tr>
<td>Azadirachtin</td>
<td>Azasol</td>
<td>No</td>
<td>Caution</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Lepidopteran pests, leafminers, scales, aphids, sawflies</td>
</tr>
<tr>
<td>Bacillus</td>
<td>Foray, BoreGone</td>
<td>Yes</td>
<td>Caution</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Caterpillars, leaf beetles</td>
</tr>
<tr>
<td>thuringiensis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chlorantraniliprole</td>
<td>Acelepryn</td>
<td>No</td>
<td>No signal word required by EPA</td>
<td>Spray, soil drench, soil injection</td>
<td>Insecticide</td>
<td>Lepidopteran pests, leafminer, lacebug</td>
</tr>
<tr>
<td>Copper Oxychloride +</td>
<td>Badge X2</td>
<td>Yes</td>
<td>Warning</td>
<td>Spray</td>
<td>Fungicide</td>
<td>Bacterial and fungal diseases</td>
</tr>
<tr>
<td>Copper hydroxide</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Horticultural Oil</td>
<td>Numerous</td>
<td>No</td>
<td>Caution</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Scales, mites, adelgids and other soft bodied insects</td>
</tr>
<tr>
<td>Insecticidal Soap</td>
<td>M-Pede</td>
<td>Yes</td>
<td>Warning</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Mites, scales, caterpillars, adelgids</td>
</tr>
<tr>
<td>Pyrethrins</td>
<td>PyGanic</td>
<td>Yes</td>
<td>Caution</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Broad spectrum</td>
</tr>
<tr>
<td>Spinosad</td>
<td>Entrust</td>
<td>Yes</td>
<td>Caution</td>
<td>Spray</td>
<td>Insecticide</td>
<td>Caterpillars</td>
</tr>
<tr>
<td>Sulfur</td>
<td>Microthiol Dispers</td>
<td>Yes</td>
<td>Caution</td>
<td>Spray</td>
<td>Fungicide</td>
<td>Powdery Mildew, Leaf Spot</td>
</tr>
<tr>
<td>Trichoderma spp.</td>
<td>Root Shield</td>
<td>Pending</td>
<td>Caution</td>
<td>Drench</td>
<td>Fungicide</td>
<td>Root diseases</td>
</tr>
</tbody>
</table>

Green Alternatives Table. Courtesy of Rainbow Treecare Scientific.

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EAB Crosses the Hudson
(Continued from page 9)

year were effective in detecting an infestation that started there last summer.”

The eastern EAB infestation appears to have originated by some other means than the natural spread of the insect, says Siegert.

Officials completed an EAB delimitation survey April 13. A total of 28 total girdled trees were used as trap trees on the east side of the river. Forest health managers rigorously sampled 75 ash trees searching for any additional signs of EAB. They surveyed outward three miles from each of the three infested trap trees looking for additional signs of infestation. No other trees were found to be infested.

They girdled another 100 trees to be used as sentinel trees and population sinks. The APHIS Plant Protection and Quarantine (PPQ) program also contributed about 100 purple panel traps, which New York DEC will additionally deploy in the survey area for detection efforts this summer.

Robert K. Davies, New York State forester, said “DEC is committed to working with our New England partners and the Forest Service to slow the spread of this deadly invasive pest, which can wreak havoc upon communities and forests throughout a region.”

Siegert says EAB eradication would not be their goal, but they would hope to make a much greater impact on the infestation on the east side of the river.

“We stand a very good chance of effectively managing and slowing the progression of ash mortality on the east side of the river,” he says.

The results of the delimitation surveys will allow the agencies involved to make an educated decision as to what size quarantine to put in place.

New England state foresters are now bracing for the arrival of EAB in their forests. The easternmost EAB population is within 25 miles of the Connecticut and Massachusetts state lines.

“We’ve been preparing for a while,” says Chris Martin, Connecticut state forester. “We’ve been closely monitoring the eastward progression. The sentinel trees established by the Forest Service and DEC detected the infestation early. Their efforts are showing promise in slowing the spread.”

“This is a battle worth fighting. The ash tree resources in New England are tremendous. The cost to state and local governments of removing dead and dying ash trees is phenomenal,” says Martin. “The longer we can hold it off and slow it down, the more time we have to possibly develop some means to control the EAB population.”

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TREE CARE INDUSTRY – JUNE 2012
necessity of spray application.

Other effective biorational treatments that can be spray-applied include spinosad, a naturally occurring insecticide produced via fermentation of the soil bacteria *Saccharopolyspora spinosa* and horticultural oil.

It may seem strange that the broadcast spray of a petroleum byproduct is considered a “green” treatment option, but its application has consistently shown to have a minimal environmental presence. Horticultural oil is a refined petroleum product similar to baby oil that, when sprayed on insects, causes death via suffocation by clogging up an insect’s breathing holes, known as spiracles. This means horticultural oil has nearly zero toxic effect on non-insects, a very low likelihood of resistance development, and can effectively manage difficult pests such as scale insects. Down sides are that it can affect non-target insects and does not have any preventive abilities, but it can be a useful tool for the green option-seeking arborist.

**True IPM**

Part of an effective IPM plan is preventive.

True IPM

Part of an effective IPM plan is prevent-

ing the problem to begin with so that a pes-
ticide is not needed. Insects and diseases
tend to affect weakened individuals, so keep-
ing trees healthy and happy with proper
watering, mulching, fertilizing and site
selection can go a long way toward reduc-
ing the use and impact of pesticides in the

urban forest. Knowing the lifecycle of the
pest and employing proper timing for man-
gagement is one of cornerstones of effective
IPM, so know your pests, your treatment
options, and your timing to be the most
effective pest manager possible.

For the arborist looking to employ the
greenest management plan possible, it is
more than just subbing out one pesticide
for another. It is about knowing the biology
of the pest, the tree, the toolbox of treatment options available and, perhaps
most importantly, the needs and concerns
of the tree’s owner. Knowing all of these
can help turn green tree care into the green
arborists are looking for in their wallets.

Brandon M. Gallagher Watson is an ISA
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By Tony Tresselt, CTSP

In this article, we will first take a look at basic rigging set ups. We will explore how these mesh with either single line or doubled line climbing systems. We will discover how rigging on a pole is much like felling and why escape routes are desirable. Last, but not least, we will discuss some basic rescue scenarios and how climbers can remain proactive in terms of aerial emergency.

Rigging

In its most basic form, spar pole rigging requires a block, sling and a lowering line in the tree with the climber. Making these fit with the climbing system is vital for safe operation. For attaching the block to the tree, I like one of two knots. The Stillson, or cow hitch, forms a basket-like hitch that will hold heavy loads, but untie with little effort. However, it uses a good bit of sling length. A timber hitch is a good alternative that allows block connection to larger stems because it does not require as much rope to tie as the cow hitch. However, if you cannot tie the timber hitch with the required five to seven rope tucks, get a longer sling! Both knots hold well and cinch the stem under load, but are easily untied when unloaded.

Regardless of the knot, an arborist block should be used for spar pole rigging. Blocks are differentiated from pulleys by the presence of a bushing and pin to attach the sling, heavy side plates, and durable construction. Many pulleys may have the same ratings as blocks, but are not designed for the abuse and shock loading that occurs as the load drifts through space before being slowed by the rigging system.

Be sure that your sling is tight and the block is as close to the stem as you can make it. A block that hangs low from the sling will increase the distance the piece can fall before the rigging line can act on it. Limiting this distance of fall is one way to limit shock loading in the rigging system.

Be sure the sling is rated high enough and complements the rating of the block. Remember that the rigging point, in a static situation, will see twice the weight of the piece. Throw in the distance of fall, rigging line and sling stretch, and the rate of deceleration and you’ll find that the force generated at the block can be significantly greater than the weight of the piece.

Use a rigging line appropriate for the amount of room you have to let the piece run, length of rope in the system and average weight of the pieces to be lowered. In general, the rigging line should be the weakest link in your rigging system and the weight of loads should be calculated from that rating.
Aerial felling

We can compare spar pole rigging to ground based felling operations. In both we must account for front, back and/or side lean. We must determine an appropriate face cut as well as back cut. Then we must establish an escape route. When we get to the escape route, the game changes a bit. In ground felling situations, the cutter can simply move away from the cut into a safer position. When aloft, this is usually not possible nor desirable, since the only way to go is down, the same direction as the piece you just cut!

When on a pole, the escape route becomes necessary only for emergencies and positioning for the next cut. Nonetheless, it is still a vital aspect. For aerial felling, the climbing system is the escape route. Aligning a climbing system to allow for escape requires forethought and planning.

Tying in with rigging

Once your rigging (slings, block and lowering line) is in place, you need to integrate your climbing system into the mix. Whether you are using a single or doubled line system, the integration is much the same. Both single and doubled systems have advantages and disadvantages. It is up to the climber to choose a system that is functional and familiar. Remember, the spar is the final piece of the removal. It often comes at the end of a long day. Consistency and familiarity breed efficiency and safety. The time to try out a hot new system is low and slow, not nearing the end of a difficult removal.

As stated in the ANSI standards, climbers should always have two points of tie-in when cutting aloft. One of these is required to be a functional climbing system. When spar pole rigging, we have two basic choices for tie-in placement, above the rigging and below. Setting your climbing system above the rigging lessens the chance of your systems becoming entangled or compromised by the rigging itself. However, it leaves open the possibility of the system coming off over the top of the spar.

Setting your climbing system below the rigging reduces the chance of the system bouncing up and off. It also places the system further from the saw cut. However, it moves life support and work positioning apparatus closer to the rigging, can inhibit upright body positioning and can be forced down the spar if the rigging fails and begins to slide.

So what is the solution? By employing the cinching techniques we discussed in the first part of this series (“Spar Pole Rigging: Mitigating the Hazards,” TCI April 2012), some of the likelihood of the system becoming disengaged from the spar is reduced. By positioning moving parts of the system above the block and static parts below, we can manage possible pinch by the rigging system.

For instance, imagine you are using a pulley saver or something similar as a tie-in point and you place it below the rigging. If the block pinches the pulley saver, your climbing system will still function. If your lanyard is above, it is out of the pinch zone and can be moved or released regardless of the block position.

There are many variations and situations possible. Is the scenario I described above the “right” one? I do not know. What I do know is that with planning, forethought and proper technique, climbers can develop systems that allow for safety and efficiency when rigging on a spar. Can we foresee all circumstances? Certainly not. However, we can plan and prepare. We can work responsibly, develop systems that maintain two points of attachment, have a functioning escape route, and work effectively and efficiently.

Aerial rescue

Perhaps the best way to deal with aerial emergencies is to avoid them. With planning and proper application of a climbing system, integrating it with the rigging plan, climbers can maintain good body positioning, which enhances saw use and safety.

However, the unexpected does occur. While many injuries can be avoided by employing good technique, it may be necessary to assist a climber aloft on a pole. Having an intact climbing system installed and the ability to lower the climber all the way to the ground is half the battle.

When injured, a climber on spikes may...
need to be lifted up to disengage the gaffs and/or the lanyard system. Doubled rope systems are easily configured to impart lift given enough room. Single line systems can also be configured to lift, but may require extra equipment and technique.

What is important is that climbers use a system familiar to themselves and their ground crews. The best system is useless if the only person who knows how it functions is injured or unconscious. Practice possible rescue scenarios with the equipment that will realistically be used and/or available. As always, go low and slow until technique is refined.

Conclusion

Suffice to say that spar pole rigging is a demanding, hazardous task. Forces on the tree, climber and equipment can be great. Many systems are available for use and the number is increasing. Employing a safe system that allows speedy escape if necessary and efficient repositioning and body position under normal circumstances is the main point. Plan your system to avoid the hazards as they arise and be consistent in application. Familiarity breeds efficiency and that reduces fatigue and increases safety.

Practice aerial rescue avoidance and possible emergency scenarios. Understand the forces involved and what you can do to mitigate them in both climbing and rigging. By merging the two safely, you will complete the job on time and in good health and spirits.

Tony Tresselt, CTSP, is director of safety and training for Arborist Enterprises, Inc., in Lancaster, Pennsylvania. He discusses this same subject in more detail in a webinar available on demand from TCIA at www.tcia.org/webinars/.

As always, go low and slow until technique is refined.
Greg Daniels to retire as Bartlett Tree president

After a notable 45-year career in arboriculture, Greg Daniels will retire as president and chief operating officer of Bartlett Tree Experts on December 31, 2012.

Daniels joined Bartlett in 1975 as a local manager and held roles of increasing responsibility until being named president in 1999. During his tenure with the company, he has been involved in more than 20 acquisitions, 31 office openings and the establishment of new locations in the U.S. and abroad. He is, and will remain, a member of the Bartlett board of directors and trustee of the Bartlett Tree Foundation, which provides mentoring and financial support for future arborists.

In 2011, Daniels received the TCIA Award of Merit, the highest honor bestowed by the association to an individual who has positively impacted the practice of arboriculture. His years of volunteer service to industry organizations including TCIA, ISA and the National Arborist Foundation are just one example of his pivotal role in advancing the field of arboriculture.

“Greg has been a true visionary for Bartlett Tree Experts, building the company’s character with his leadership,” said Robert Bartlett Jr., chairman and CEO. “I remember when I first met him. He wanted more than a job. He wanted a challenge. I’m pretty sure we’ve been able to deliver that challenge over the years – and Greg has more than lived up to it. I look forward to working with him in a new capacity in the years to come.”

Bartlett is conducting an internal search process and will name a new president in the coming months. The selected candidate will start January 1, 2013, under the mentorship of Daniels, who will continue to be actively involved in the company.

Man Lift appoints new VP of sales and marketing

Man Lift Mfg. Co. has appointed Timothy Henrich to the position of vice president of sales and marketing.

A former U.S. Marine, Henrich brings to Man Lift 15 plus years of industry experience and a successful track record in sales and new business development.

“Man Lift currently has a good foundation that we can build upon and I am confident we will continue to introduce innovative products for the lift and access markets,” says Henrich.

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Rayco's all new RG1645S self-propelled stump cutter takes the popular RG1645 platform to the next level of performance with a heavier cutter wheel and improved cutting torque. A swing-out operator control station allows for maximum visibility of the cutting action while keeping the operator shielded from chips and debris, and swings in line with the machine to pass through gates. Wider tires improve floatation and traction and removal of the outer dual wheels allows passage through 36-inch gates. The RG1645S is powered by a Kubota 44hp turbo diesel engine that meets tier 4 interim emissions.

Vermeer SC602 stump cutter

Vermeer’s new SC602 stump cutter features a Caterpillar C2.2T Tier 4i (stage IIIB) diesel engine that produces 60 hp (44.7 kW) and 142 ft-lb (192.5 Nm) of torque to power through the toughest stump-cutting jobs. A 12-gallon (45.4 L) capacity fuel tank helps reduce fuel refills in the field. The patented AutoSweep system monitors engine speed and automatically adjusts the cutter wheel sweep rate to maximize productivity and reduce premature wear. A direct driveline powers the cutter wheel, eliminating the need for belt-drive maintenance. The drive system gearboxes are connected by a driveshaft with U-joints, eliminating side loads and prolonging seal and motor-component life. The cutter wheel can achieve cutting heights of 24 inches (61 cm) above ground and 19 inches (48.3 cm) below grade.

HMI treeShield Warranty

“Don’t worry, we’ll take care of everything and there will be no charge.” Wouldn’t it be nice to deliver that message to one of your regular customers after a storm has damaged their trees – and still be paid in full for your work? That’s the idea behind HMI’s new treeShield® Service Warranty. A tree care company’s services are designed to help protect clients’ trees against damage from severe weather. If, despite the tree care company’s efforts, damage occurs, treeShield covers HMI’s authorized members’ (AMs) costs to provide tree/debris removal, hazardous tree/limb removal, restorative pruning, and cabling. AMs can purchase an insurance policy designed to reimburse them in full for all work completed under the warranty. Available exclusively through members of HMI’s AM Network, treeShield demonstrates a tree care company’s commitment to its clients, according to HMI, and establishes a new level of service in the industry.

Cutting Edge - Products

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Colorbiotics CM200 portable coloring unit

Colorbiotics new CM200 single-pump colorant injection system is a portable cart configuration designed for convenience, efficiency and quality. Equipped with peristaltic pump and ½-hp motor, the CM200 easily attaches to any grinder, trommel screen or other processing equipment. Easy to transport and set up, it is a cost-effective way for mulch producers to expand into color-enhanced mulch. The 120-V AC water/colorant manifold includes a flow meter and check and control valves that ensure a consistent and accurate flow of water is introduced to the colorant. The precision variable frequency drive delivers the exact amount of colorant as specified via a digital control panel. The CM200 is available with an optional remote control as well as a portable generator for use when electricity is unavailable.

Rayco RG1645S self-drive stump cutter

Rayco’s all new RG1645S self-propelled stump cutter takes the popular RG1645 platform to the next level of performance with a heavier cutter wheel and improved cutting torque. A swing-out operator control station allows for maximum visibility of the cutting action while keeping the operator shielded from chips and debris, and swings in line with the machine to pass through gates. Wider tires improve floatation and traction and removal of the outer dual wheels allows passage through 36-inch gates. The RG1645S is powered by a Kubota 44hp turbo diesel engine that meets tier 4 interim emissions.

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August 29, 2012
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TCIA EHAP grant targeted topic training funds provided by grant SH-22312-11-60-F-33 from the Occupational Safety and Health Administration, U.S. Department of Labor. Total grant award: $165,000. This workshop provided with 100 percent federal funds.

* A nominal fee is charged for lunch.

For additional workshops listings and details for each workshop, or to register, call 1-800-733-2622, or visit http://www.tcia.org/training/ehap.htm.
Recently, a U.S. District Court judge in Minnesota entered a consent judgment against Hawkins Tree and Landscaping Inc. and its husband-and-wife owners, individually. The judgment orders payment of back wages and liquidated damages of $478,000 to 57 current and former employees of the company for violations of the Fair Labor Standards Act. The company also agreed to pay $22,000 in civil penalties.

The judgment resolves a lawsuit that was filed by DOL (Solis v. Hawkins Tree and Landscaping Inc.) in 2010 after an investigation revealed that the company had failed to pay workers time-and-a-half for hours worked over 40 hours in a week. The company also failed to provide adequate records of hours worked and misclassified workers as independent contractors.

Under the judgment, the court found that the workers were employees of Hawkins and not independent contractors. The judgment also enjoins the company and its owners from any future FLSA violations – which means there will be a harsher penalty should there be another violation.

The DOL Wage and Hour division claims that misclassification of employees as independent contractors is an alarming trend, particularly in industries that often employ, “…low-wage, vulnerable workers.” The Labor Department is committed to leveling the playing field for employers that play by the rules.

Under the FLSA, an employment relationship must be distinguished from a strictly contractual one. An employee – as distinguished from a person who is engaged in a business of his or her own – is one who, as a matter of economic reality, is dependent on the business that he or she serves.

The FLSA requires that covered employees be paid at least the federal minimum wage of $7.25 for all hours worked, plus time and one-half their regular rates, including commissions, bonuses and incentive pay, for hours worked beyond 40 per week. Additionally, employers must maintain accurate time and payroll records.

For more information about the FLSA, call the Wage and Hour Division’s toll-free helpline at 866-4US-WAGE (487-9243). Information is also available at http://www.dol.gov/whd/.
Will Mini Lifts put an End to Climbing?

By Rick Howland

Is the end of climbing near for the tree care professional? Not altogether. Because of the uniqueness and complexities of every tree job, there will always be some need for expert climbing. But the rapid growth and increasing popularity of small or mini aerial lifts already has reduced climbing by up to 90 percent or more for some companies, according to some manufacturers and users of this equipment.

Pardon the play on words here, but sales of mini lifts are booming. Prices are getting very competitive, and lifts are more ruggedly engineered with more power and better controls for the tree care pro. They are no longer re-purposed atrium lifts. Moreover, arborists are finding that the return on investment can be extremely rapid if the business owner uses them as a strategic part of the business.

The reasons/arguments for the growing popularity of the mini are many. The major ones, though, are that they provide greater safety, efficiency, productivity and, as you will see, they provide a strategic advantage for long-term profitability. And there are sizes and configurations to meet any tree care need.

Mike Hrycak of Tracked Lifts, Inc., exclusive continental U.S. importer and supplier of Omme tracked multi-terrain man lifts and trailer-mounted aerial lifts, is also a seasoned and still-active arborist.

Despite the explosion in sales and use of mini lifts, Hrycak says, “Climbing should never be phased out. Every professional should have proficiency in climbing trees regardless of using aerial equipment or not. Climbing should not become a forgotten art. However, mini lift machines are becoming an extremely valuable tool to make the life of a tree care pro easier, not to mention their dramatic increase in productivity and safety.”

“From experience in the tree company I still own and operate daily, I can say on average, our tree care pros who work in the trees now do only about three to four hours of climbing a month. But we still call them climbers. We have used lifts to replace climbing by 90 to 95 percent,” Hrycak reports.

“There always will be cases where even the best machine is not efficient. That’s usually on small, complicated trees and those are handled better by a climber. Even those occasions are getting rarer thanks to the mini lift,” he adds.

Because of the dramatic improvement in working efficiency, mini lifts change one’s business model, for the good, virtually immediately. Hrycak says he knows from experience that with mini lifts, “Year-round operation becomes possible even in
the coldest of climates, especially in the Northeast (where his arbor care business is located), which receives some very violent weather.”

In the aftermath of storms such as last year’s surprise Halloween snow and ice storm, which crippled parts of the Northeast for more than a week – and which is still in cleanup mode in some places, “mini lifts have proved to be more efficient and safe,” he notes, than traditional methods. “Connecticut and Massachusetts are still dealing with that October ice storm. A lot of that was and still is isolated broken limbs scattered in trees. Climbing is an expedition. Mini lifts cut down time to recover an isolated broken limb,” he says.

He states matter-of-factly that “The concept of a mini for use in tree care has gained ground as a veritable tool. It is no longer for special residential work, no longer a sideline. It represents the leading edge for the industry.”

He continues, “We have minis that offer working heights not attainable by conventional tracked aerial lifts, in excess of 120 feet. For tree care, though, we find that the ultimate lift right now is about a 90-foot working height with a more than 50-foot side reach.” The OMME 2750RXJ is an articulated hybrid lift with a 90-foot maximum working height and 52-foot maximum side reach. It can be run either by its 18.8 horsepower Kubota diesel engine or 24-volt battery system. A battery-only powered unit is also available.

Another class of lift, also popular for any geographic region, he says, would be considered an ultra-compact lift with a 60-foot working height and the capability of getting through a 32-inch gate. “The reason I see this subclass of mini lift gaining a lot of popularity is because it represents an entry level with a lower purchase price of about 45 percent that of a bigger machine. Even so, a machine like that can cover about 95 percent of tree work in any geographic area,” Hrycak maintains.

An example of how a technology can transform an industry and vice versa would be that of Man Lift Mfg. Co. New President Phil Sprio says that until rather recently, Man Lift Mfg. (formerly known as Man & Material Lift Engineering, and MLE), makers of specialty lifts for industries as wide ranging as aerospace and material handling, had spent most of its time educating arborists about the efficacy of using mini lifts in their business. Then came a dramatic shift as questions changed from, “Why should I buy a mini lift, to what’s the difference between brands.” Though subtle, according to Sprio, this represents tacit acceptance of mini lifts industry wide.

Forestry Equipment of Virginia (FEVA) uses only the TEREX LT40 lift on its “mini-arborist” product. “It’s proven record of safety, dependability and durability give it a very low cost of ownership,” says FEVA’s Bob Bray.
Roughly simultaneously, Man Lift was assessing the specific needs of tree care users and has developed a unit, the A73TDi, aimed directly at this business. He stresses that the lift is not one developed for other uses and adapted or re-purposed for tree care.

“This is a lift with a 79-foot working height,” Sprio says, “and, importantly, each is insulated. This articulated lift runs on tracks and is capable of passing through a 36-inch-wide gate or door,” he adds.

When shopping for a lift, Sprio says there are three things to investigate. “Safety is first,” he maintains. “Then, Man Lift promotes reliability and service. Our lifts are made in the U.S. (Milwaukee), so there are no issues with sourcing parts or service support.”

Cost for an A73TDi is just over $170,000. While that sounds expensive, Sprio reports that one arborist recently ordered a custom 100-footer to meet the needs of his business (utility line clearing), and another who purchased his first standard unit a year ago ordered a second, largely because the return on investment was so fast.

In Sprio’s opinion, those businesses with a mini lift have the edge in their markets for several reasons. “First, climbing is a young man’s business. With a mini lift, the owner can stay active and more profitable indefinitely. Additionally, he can use his experience as a climber and investment in equipment to run crews that are safer and far more efficient.”

Terex Utilities is partnering with Forestry Equipment of Virginia (FEVA, national distributor for the Terex XT line of tree trimming lifts, typically associated as insulated 55 to 75-foot truck-mounts) to develop proprietary wheeled and tracked lifts with a working height of 45 feet.

Bob Dray, FEVA sales and marketing manager, says, “We call them mini-arborists. They are not-over-center lifts and each provides continuous 360-degree rotation. These LT units (officially called the Backyard Lift LT40 – H-100 Series), are being developed specifically for backyard work and for users who want to avoid climbing as much as possible. Both are insulated.”

Dray says the new machines will be available mid-summer. “I cannot say they will replace 90 percent of climbing, but much of it. The objective was to drive costs down. If costs are high folks will climb; if

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cost (for a backyard lift) comes down … they will use a lift more often.”

He says, “We want the arborists to be able to justify the additional cost for this piece. This is why FEVA went into the carrier development, so we can lower the overall cost of manufacturing to offer a price-competitive, safe, durable machine. (The lift was initially introduced using another carrier.) We, of course, only use the Terex LT40 lift. It’s proven record of safety, dependability and durability give it a very low cost of ownership,” he maintains.

“These are designed to fit through a 36-inch-wide gate, and tracks will expand, going wide for safety and maneuverability once clear of the gate. One of our advantages is proportional hydraulic valving, which delivers more consistent and better fluid movement to the drive system to reduce destroying turf.”

Look for features such as independent driven track system, (tracks are retractable to 35 inches), two-speed throttle for precise maneuverability, 360-degree continuous rotation of the lift, independent bucket rotation, programmable controls with wireless walk-behind controls, proportional control for track and outrigger allowing for feathering and gradual smooth turning, emergency let down power control in the bucket, locking outrigger valves and insulated lower and upper booms.

The tracked unit and trailer are engineered to remain under the 10,000-pound limit so they can be moved without a Class A license, he notes. Price is to be determined. The wheeled unit is still in development, according to Dray.

New to the market by sole U.S./Canadian distributor All Access Equipment of Beverly, Massachusetts, is a heavy duty crawler-type lift from Italy, the CMC Crawler Lift, with working height models of 50, 60 and 78 feet.

According to Lenny Polonski, company president, “We brought in for North America what I call a ‘ruggedized’ lift. It’s what I think the tree care industry needs. This is the next generation of minis,” he maintains, “needed to take abuse day in and day out. I say it is ‘ruggedized’ because it can work harder and faster. These lifts are built with crane-sized components that are more durable than standard lifts and faster to operate.”

Polonski continues by saying that, “Most lifts today feature electric over hydraulic controls. Our Crawler Lifts also use automotive-style electronics that are more rugged, so they are more resistant to vibration and are more durable than the older generation of lifts, which were designed for light duty only,” he argues.

“We recommend the Crawler 78 model for tree care. It is really more of a 79-foot working height machine,” he says. “The tracks are 50 percent longer and 200 percent more powerful than competitive models,” he maintains, yet “they are 34 inches wide so they can go through the garden gate.” (Polonski explains that the crawler undercarriage is retractable to get through that gate.) “Otherwise, the standard track is fully open at 52 inches,” he says.

Powered by Kubota engines, the crawlers have been on the market since 2010 and start at about $139,900, according to Polonski. A 105-foot model, price estimated at about $197,000, is expected this summer. All are articulated and telescoping. The crawlers are not insulated, but the baskets are fiberglass.

“This is where the industry is going… automated and mechanized to work faster and safer,” Polonski concludes.

Smiley Lifting Solutions, doing business as Spyder Crane Sales, is the North American distributor for UNIC Cranes and SPYDERCRANE Mini Crawlers. (Although often and incorrectly used as a generic term, the “Spyder” name is a protected brand name.)

According to George Schalk, sales manager, his company provides five models of the mini-crawler: URW295, URW376, URW546, URW547 and URW706. The lift capacities range from 6,450 to 13,330 pounds and will reach from 29 to 83 feet, he says.

He says, “The Spydercane is designed to fit through gates for working in confined areas such as courtyards, backyards, roof tops and a variety of indoor and outdoor spaces. They are all equipped with wireless radio remote controls and overload systems and can also be fitted with a work basket. Custom attachments also can be created by Smiley.” In fact, Schalk says the company encourages new ideas.

As Schalk sees it, “What this machine does is take place of a 70-ton crane. With large cranes, operators have to reach up and
over have a house. I have seen a lot of accidents where a house was cut in half (when the load shifted). With a Spydercrane, you can take the machine into a backyard and set it up by the tree,” he says.

“In addition to working as a crane, the Spyder is also used as a personnel lift when fitted with an optional basket. A standard feature, the radio remote is used from the basket,” Schalk says.

“The result is a two-in-one piece of machinery,” he adds. “The maximum work reach on the small unit is about 29 feet, but the larger 547 and 706 will go to 60 feet.” He adds that the basket can be swapped back over to the crane and large pieces can be safely removed without tearing up nearby landscaping.

Jon Hedlund, vice president and sales manager for NiftyLift, says, “In tree care our business is growing about 20 percent a year. We’ve been involved in the TCI EXPO for about 10 years with a large booth, and some of the old timers may have scoffed at us, but their sons (in the business) and younger workers do not want to climb. They find the lift is so much more efficient, and insurance is less, too.”

Another reason for the lift’s popularity, according to Hedlund, is that “where the concrete ends, so does the capability of a bucket truck.” He adds that with a standard 12,000-pound trailer, a user can haul one of his 70-foot lifts to the jobsite. Though a mini-lift is initially a bit more money than a truck-and-bucket setup, Hedlund reports, the lift also can get into backyards and woods, virtually any terrain. “In some cases the mini aerial lift is supplanting the bucket truck; in others, a tree care professional will buy a lift versus a second truck. They spend more for the lift but get greater efficiency and versatility,” he says.

“What makes NiftyLift different from others is that operationally ours are hydraulic-over-electric, meaning there are not a lot of electronics involved. They are much like the familiar proportional controls found in a bucket truck. This also means that a user is always in control of every boom function and can go as slow or fast as he wants. You cannot do that with others where a computer is in charge. Additionally, the hydraulic-over-electric costs less to purchase than competitive electronic-controlled lifts, and maintenance also is less in the long run. With others, you need an electronics technician to run and maintain them. NiftyLift is easy to troubleshoot and fix in the field,” he concludes.

According to Hedlund, there are two popular NiftyLift models for the tree care industry, a tracked one with a 40-foot working height, and the most popular, the SD64, an all-wheel-drive and all-wheel-steer lift with a 70-foot working height. “One of the best features that makes the SD64 so popular is the nearly 41-foot side
reach at 20 feet in the air,” Hedlund says. One reason for that popularity, as Hedlund explains it, is that a worker can put the chassis away from the tree and not worry about limbs falling on it.

Scott Reynolds, president of Teupen USA, Inc., says, “Safety is absolutely paramount, especially when you look at storm damage such as we experienced in the northeast last year. It is difficult sending a climber into a storm-damaged tree when you’re not sure what will break when and where. It’s much better and safer to approach jobs like this with a lift device that is independent of the tree’s structure.”

Continuing, he says, “What we hear from the industry is that aerial lifts give owners the ability to extend the working contributions of the most experienced, usually most senior tree guy. For myself, passing the 40-year mark, I am not willing to take risks nor to prove myself, especially with a family. I want to protect my body and longevity. A lift puts guys who are most knowledgeable and experienced into the canopy to do work and inspections and stay engaged in the business. That’s a major benefit to the owner,” Reynolds notes.

“A compact tracked lift like Teupen provides the ability to get a lift where you cannot get with a bucket truck, and it also limits damage to landscaping, pools and tool decks in residential applications,” he adds.

“Teupen recently introduced in the U.S. market the LEO15GT Plus, which is a total re-do of the prior LEO15. The new unit now has an independently working jib that delivers an extra 5-foot reach over the prior model. Now, users get more than 50 feet in maximum height and 26 feet lateral reach at a height of 18 feet,” according to Reynolds.

He adds that the LEO15GT employs a standard Kubota diesel engine and an auxiliary electric motor. “That means you can use the diesel engine to get the lift to the jobsite, then run on electric power, or operate in a courtyard or indoor atrium, even pick up extra work like hanging Christmas lighting.”

Reynolds concludes by saying, “We have plans to introduce two new machines next year that will expand the product line and appeal to the tree care guys. These will be in the 50- to 90-foot range, which seems to be to be a sweet spot for tree care industry.”

So, there’s no need to be left hanging, or climbing, or worrying about capital investments paying off. The mini-lift is transforming the tree care business for good.
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Back in 1974, Joe Kramer and his wife, Jan, founded Kramer Tree Specialists in West Chicago, Illinois.

“I was working for a tree care company,” Joe says. “I knew I liked the work, but I felt it could be done differently and better.” The business became a family enterprise when their sons joined. Todd is the director of field operations and Jeff the director of sales. Jan provides oversight for customer service.

Joe, the president, along with Rick Thomas, director of operations, and various department managers, establish company policies, procedures and the direction the company will take.

In 2009, Kramer Tree Specialists became accredited and in 2011 the Kramers added Tim Ayers as manager of safety and human performance. “It’s still a family business,” says Ayers. “But now that we’re positioning managers, we’re also setting systems in place that will help sustain our mission.”

The company’s work is divided almost equally among residential, municipal and commercial clients. With more than 60 employees in the field, their services run the gamut, from planting and transplanting to pruning, cabling bracing, tree monitoring programs and complete removals.

“We have a reputation for very technical removals,” Joe says. They’re often done with limited access, both manually and with cranes. At times, Kramer Tree Specialists is called in to subcontract for line-clearance-focused companies to handle more technical removals.

Says Ayers, “We’re very proud of our tree climbing capabilities. It’s a very important aspect of our company. And with these technical removals, Todd leads the way. His climbing skills are at a very high level. Both Todd and Jeff have competed in tree climbing competitions for 25 years.”

Todd is often an instructor at TCI EXPO and for the Illinois Arborist Association in climbing techniques, rigging and aerial rescue. He also gives the company’s crews on-the-job training in addition to their formal training.

The company’s Plant Health Care programs are based on promoting tree vitality and vigor through proper diagnosis of problems, recommendation of control measures – which may include biological controls, modification of cultural practices, and selection of tree species based on site conditions. All of these elements are administrated through a Certified Arborist who is assigned as a client’s primary contact.

Todd also does tree decay analysis with an IML resistograph as one method of providing clients with a hazard evaluation of their tree. The instrument produces a bar graph that measures the amount of decay in a tree.

“We have always taken the position that we’d rather be leaders in the industry than followers,” Joe says. “We’ve always strived to make sure we’ve followed through on that.”

The company began its wood recycling program years ago, and close to 12 percent of their gross sales is mulch. They also recycle tree debris, brush and branches for municipalities, picking it up and then grinding it into mulch at either the client’s facility or their own.

This is a family business in more ways than one. Of the company’s 60-plus employees in the field, more than 20 have been with the company for longer than 15 years. “We still have the first two employees we hired, back in 1978,” Joe says. Eighteen employees are ISA-Certified Arborists and one employee, Harold Hoover, is a Board Certified Master Arborist. Todd, Ayers and Jason Diehl are all CTSPs.

Twelve years ago the company began hiring mechanics to work in-house on its heavy equipment and trucks, says Todd. They employ nine mechanics, working on two shifts. This ensures that the vehicles are running safely and allows the trucks and equipment used during the day to be maintained and repaired that evening for the next day’s work.
The company was first accredited in 2009, and was reaccredited early in 2012. “We think TCIA’s an excellent organization, and Accreditation is an excellent credential,” Joe says. “It gives a potential client a reason to be looking at us favorably, and we’re a better company post-Accreditation.”

Their business plan is now much more thorough, well-thought out and complete, and they’ve made many improvements to their safety program, some of them beyond the Accreditation auditor’s recommendations.

Says Ayers, “The leadership team is engaged and wants improvements in place.”

They’re going back to basics on safety. They’re putting their employees through a defensive driving course called the Smith System, which, according to the system’s website (www.smith-system.com), helps drivers analyze current habits and provides tips on how to make improvements.

For the company’s higher risk jobs, they develop a Safe Work Plan with their employees and subcontractors that details the risks and how they will handle them. They take time on the jobsite to review the plan before they begin work.

“It helps increase safety awareness on the whole project and our customers have the assurance that we’ve considered all the risks,” says Ayers.

Todd and Ayers spend a great deal of their time in the field, which helps the crews implement change, Ayers says. They’re also developing lesson plans, for example, stump grinder training, and have the employees sign off on them when they’ve completed the training. They track each incident that happens in the field, no matter how small, and find out how it happened so they can implement change, if needed, to make sure it doesn’t happen again.

“We enjoy an excellent reputation for being a quality company,” Joe says. “As time passes, we welcome more growth. We’ll be careful that it’s the kind of growth we want. It’s always better that growth be planned rather than random, and to have people, management and safety training already in place. They all have to complement each other.”

This spring, the City of Chicago began to require that tree care companies working for the city be accredited. They take time on the jobsite to review the plan before they begin work.

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This spring, the City of Chicago began to require that tree care companies working for the city be accredited. One reason, says Joe, is that the former Mayor Daley was very interested in trees. Another reason, says Paul Filary, Kramer Tree sales & marketing manager, is that there was already a strong movement in Chicago and the surrounding suburbs toward landscape restoration, design and maintenance, and there was much more willingness to get on board than there is in other cities.

Broader acceptance of the benefits of using accredited companies is growing, says Joe. “You see it in the specs. They prefer an accredited company but they don’t yet make it mandatory. I see the day – and it shouldn’t be far off – when it’s required. And that would be a good thing.”
Insuring Crane Operation Exposures

By Rick Weden

With the arrival of the newly revised Z-133 standard, due to be released later this year, and all the attention that it has drawn toward safe and proper crane operations, this as a good time to shed some light on how a tree care company’s insurance program addresses this high risk exposure. This also may be a good time for tree care companies to review their own insurance coverage and, among other things, verify that it properly insures crane operations. Even if you do not own or operate cranes, you may still have an exposure in the event that you subcontract these services, as in so doing you can assume liability.

Crane work poses significant liability exposures. When crane accidents occur they can be catastrophic, with potential for severe injury or death, and sizeable financial loss. Add to this that the often graphic visual nature of crane accidents has a tendency to attract the attention of local news media, possibly resulting in one’s tree care company getting some publicity they would rather avoid. It is, therefore, extremely important that along with taking every precaution available to avoid accidents, you make sure that your last line of defense, your insurance program, is properly covering this exposure.

While many insurance risks are addressed through the purchase of one specific insurance policy, crane risks may require three or more different insurance policies to provide the best available insurance protection. The Business Auto Policy, General Liability Policy, Contractors Equipment Policy, and in some cases a Riggers Liability Policy may all be required. What follows is a basic review of each of these policies, some of the exposures they address, and some background on their coverage. Also highlighted are some areas where buyers should take extra care when evaluating coverage. Due to the potential complexity involved, along with the variety of insurers offering insurance products catering to tree care operations, it is advisable to carefully review your company’s policies, and do so with an insurance professional who understands the risks and exposures inherent in tree care operations.

Business Auto Policy

Most cranes used in tree care work are truck mounted, meaning the actual crane assembly is permanently attached and made part of a vehicle, usually a heavy truck capable of supporting the weight of both truck and crane portions. Since these “autos” are designed to be operated on public roads, they generally fall under various state vehicle registration and financial responsibility laws and as such are legally considered “autos” by state regulatory and insurance definition. This allows them to be insured on a Business Auto Policy, and it is this policy that often becomes the general source of liability and physical damage insurance required for truck-mounted cranes.

The manner in which the coverage terms of many Business Auto Policies address crane operations is interesting, as they do so by making an exception to a coverage exclusion. Many Business Auto Policies contain a coverage exclusion for liability caused by “movement of property by mechanical device,” yet the policy then goes on to make an exception to this exclusion by allowing coverage if “the device is attached to the covered auto.” Since truck-mounted cranes are vehicles with permanently attached crane assemblies, they meet the exception and therefore have liability coverage under most Business Auto Policy forms.

When insuring cranes on the Business Auto Policy, be sure to make your insurer aware that the vehicle you are asking them to insure is, in fact, a crane. Some insurers are not comfortable with crane exposures, and in some cases the vehicle information that one normally provides to an insurer to add a vehicle to an auto policy may not specifically identify it as a crane. The insurer should be made aware of the total weight and value of the truck-crane assembly.

The Business Auto Policy also allows the insured to purchase physical damage insurance for the crane itself. “Buyer beware,” however, as Business Auto Policies generally offer this coverage on a depreciated or “actual cash value” basis. This means that in the event of loss, the settlement will be calculated based on age, mileage, wear and tear, and other depreciating factors. This may pose a problem if an older crane under a lease or lien agreement suffers a total loss, as the agreement may require you to pay off the balance of the payments to the lessor/lien holder in these situations. As a result one may find
themselves responsible for this balance or “gap,” as the depreciated value terms of the policy may not be sufficient to pay the difference between the crane value at the time of loss and the balance on the lease or lien agreement. One way to close this coverage gap is to purchase “Lease Gap” coverage on the Business Auto Policy if it is available, or perhaps look to the leasing company or lien holder to see if they can offer this as an added benefit.

**Contractor’s Equipment Policy**

This is the policy form that many tree companies use to insure much of their equipment including chippers, grinders, skid-steers, etc. In some cases cranes can also be insured on this policy form. The policy enables one to insure individual pieces of equipment, each with its own separate predetermined value.

For example, when dealing with truck-mounted cranes, the ArborMAX insurance program allows one to essentially “split out” the value of the crane assembly from the Business Auto Policy and add it separately to the Contractor’s Equipment Policy. Furthermore, the ArborMAX Contractor’s Equipment Policy offers replacement cost coverage on any equipment that is five years old or less. This can, for a period of time anyway, alleviate the depreciation problem as noted above on the Business Auto Policy.

The coverage on contractor’s equipment policies can vary from one insurer to another so be aware that some policies may contain certain exclusions or problematic equipment definitions that may exclude coverage for cranes. Some policies may exclude coverage for boom parts, or for damage to cranes resulting from certain overturn incidents, for example when an operator exceeds the crane’s specified lift capabilities. It can be problematic when an equipment policy defines truck-mounted cranes as “autos,” thereby disqualifying them from Contractor’s Equipment Policy coverage by taking the position that the crane should be insured on the Business Auto Policy.

It is also highly advisable that one use the services of one agent to help them manage all policies. This allows the agent the ability to properly coordinate coverage from one policy to another, thereby avoiding gaps in coverage, which can occur when one has separate providers handling different policies. It’s worth saying again that insurance products and coverage can differ from one insurer to another, so coverage should be arranged carefully with attention to these and other details.

**General Liability Policy**

What about cranes that do not fit the truck-mounted description? When addressing the liability exposures associated with non-truck-mounted cranes and other lifts, one should look to the General Liability Policy for coverage. The General Liability coverage, if arranged properly, will include liability protection from incidents involving “mobile equipment.” This is equipment that does not fit the insurance definition as “autos” as discussed earlier, as it is not designed to be operated on public roads. One must exercise care as the “mobile equipment” definition under the General Liability Policy has undergone a number of changes in recent years and therefore coverage in this respect may vary from one policy to another. This is another prime example of the importance of working with an insurance professional who understands tree care operations and is aware of the proper insurance coverage needed.

**Riggers Liability**

Let’s talk about how we insure the actual property (usually property owned by others) that we are hoisting and moving with a crane, or better referred to as the property we are “picking.” The fact is that most polices that one normally has: General Liability, Auto, etc., make it a point to exclude coverage for property while it is in lift status with a crane. Since crane operators can find themselves handling property of significant value, this can pose a significant exposure. The problem is solved by including Rigger’s Liability Coverage, which insures the crane operator’s liability for damage to property they are picking.

Crane operators who work on large construction projects where picks involve the handling of high value property, such as costly building components and other objects, consider this coverage mandatory due to the high values that they are handling. Most tree care professionals are of the opinion that they have little to no exposure in this area, as the value of the property that they pick is usually negligible. However, tree care companies who subcontract their crane services out to other companies, such as construction companies, or other potentially high value lifts should exercise caution, as they may find themselves picking property of extremely high value, thereby triggering the need for this coverage.

It is also worth mentioning that when tree care professionals hold their crane services out to projects deemed outside the normal scope of tree care, they may fall under different OSHA safety standards and licensing requirements. With the focus of this article being on insurance, questions regarding safety standards and licensing should be directed to TCIA staff or others with experience in this area.

In closing, let’s remember that tree care, in its overall scope of services, is a highly specialized industry that, at its best, employs highly skilled and trained staff working at all levels to insure a safe and efficient work environment and rendering a quality product or service to their valued customers. We all know the risks and dangers that are created when those who do not possess these skills involve themselves in tree work. Much time is spent educating customers as to the importance of choosing a qualified tree care professional regardless of the size and scope of tree work one might be considering.

Tree care professionals should make similar considerations when evaluating their insurance providers, and look only to those who have expertise in this specialized area. These individuals understand the exposures that you have and know the right questions to ask, enabling them to provide appropriate coverage for your company and at a reasonable cost.

Rick Weden is a senior account executive and practice leader of the Tree Care Insurance Division at Corcoran & Havlin Insurance Group, a TCIA associate member company located in Wellesley, Massachusetts. He has lectured on insurance topics as part of the Business Boot Camp at TCIA EXPO and at the School of Arboricultural Sciences at University of Massachusetts-Amherst, and is a member of Massachusetts Arborists Association.
By Kimberly Nieves-Sosa

With an increasing use of cranes in the tree industry, it is important for climbers to have a good knowledge of a crane’s limits and capabilities when removing a tree. That is why in March, instructors and students gathered again for the Penn-Del ISA Crane School. This is the second year the class has been held.

This year there was a focus on communication between the climber and the operator. Radio headsets were available and hand signals when using the crane were reviewed. Situational awareness was also a focus. Instructors called attention to climber positioning in the tree, saw tip while cutting, exit route from the tree in case of emergency, tie-in point to access the next pick, and effects of rigging on movement of the piece as it is picked.

Twenty students attended the course, held March 15-17 at St. Charles Seminary in Wynnewood, Pennsylvania, and representatives from some of the sponsors of the course were on hand as well.

Nine instructors volunteered their time, and were on hand both in the tree and on the ground to explain and answer questions. They included Pete Nieves-Sosa (owner/operator, two-year TCIA member The Crane Man, Inc., Chalfont, Pa.), Mike Livingston (21-year TCIA member Shreiner Tree Care, King of Prussia, Pa.), Mike Teti, CTSP (25-year TCIA member Giroud Tree and Lawn, Huntingdon Valley, Pa.), Gareth Peoples (owner/climber, new TCIA member Treemendous Tree Care, Inc., Wilmington, Delaware), Fraser Lay (owner/climber, new TCIA member The Tree Man, Perkiomenville, Pa.), Gene McMillen (Shreiner Tree Care and Penn-Del ISA president), Tony Tresselt, CTSP (TCIA accredited and 21-year TCIA member Arborist Enterprises, Lancaster, Pa.), Jim Roach, CTSP (25-year TCIA member John B. Ward and Co., King of Prussia, Pa.), and Rob Thigpen (seven-year TCIA member Shechtman Tree Care, LLC, Wyndmoor, Pa.)

“The purpose of this class is to educate climbers, ground crews, and even salespeople on the safest way to utilize the crane on a tree removal. I would definitely like to see more of these classes popping up,” says crane operator Pete Nieves-Sosa. “There are still a lot of climbers out there who are unaware of cranes’ capabilities and have had a lack of opportunities to work with cranes. Courses like this can help open those doors for them and their companies, giving them the ability to possibly do jobs they may have had to turn down before.”

“It’s about safety,” adds Peoples, “we really want to educate those in the industry.”

The first half day of the three-day course was spent reviewing safety, different types of slings available, options for rigging a pick, and doing gear inspections. The rest of the time was spent in the trees.

David Heckman Jr., climber and safety coordinator at Joshua Tree in Stockertown, Pa., says he attended the class, “not just to further my education in the tree care industry, but expanding my knowledge of how to do crane removals by using new equipment (such as the tenex slings for multiple rigging points) and also getting tips on better body positioning while making the cuts, and communication with the crane operator. I’d recommend this class for anyone in the tree care industry, whether they are ground men, a crew leader or even a sales rep. The more you know and learn, the
safer and easier the job will be in the long run."

“I would recommended it to anyone who does crane work all the time, or if they are a beginner,” adds climber Keith Kanzler.

All instructors made a point of taking the students through the pick, both in the tree and on the ground. Two different groups this year worked with two cranes and students were circulated between the groups. This made it very effective for giving the students a broad range of information, because all of the instructors have something of their own to offer, as well as getting the students extra time in the tree.

“Climbers sharing techniques with other climbers,” is part of the reason instructor Jim Roach takes part in the course. “No one ever taught me,” says Roach. “I had to learn on my own, so I feel somewhat passionate about that.”

In addition to helping climbers expand their abilities in the tree, this course allows competing companies to work together for a common goal. These courses develop opportunity for charity work, in this case for the St. Charles Seminary, thereby helping non-profits and communities in need while providing a level of hands-on training that is desperately needed in the industry. Organizers are already considering locations for next year.

Sponsors helped keep the cost down to students by giving donations and loaning equipment for the course. Bandit Industries, the official chipper sponsor for the course, had two 1890 chippers as well as stump grinders on site. Modern Equipment brought out a New Holland skid steer. Duradeck provided the course with enough mats to get the trucks into the job site. Liftex donated straps, and American Arborist was on site to supply students with any gear they may have needed. The Seminary was also able to provide students and instructors with lunches for all three days of the course.

Additional sponsors included: Penn-Del ISA, TCIA, The Crane Man, Inc., The Tree Man, Treemendous Tree Care, John B. Ward and Co., Giroud Tree and Lawn, Shreiner Tree Care, Arborist Enterprises, Shechtman Tree Care, Manitowoc, SherrillTree, Stephenson Equipment, Northeast Stihl and Nelson Wire Rope Corp.

The course offered 22.5 ISA CEU’s and 22 CTSP credits. Additional photos from the course can be found online at www.facebook.com/TheCraneManInc.

Kimberly Nieves-Sosa is chairperson of the PennDel ISA Crane School Committee and director of operations for The Crane Man, Inc., a second-year TCIA member company located in Chalfont, Pennsylvania.
Climber crushed by cut load
A man hired to take down a tree in the backyard of a Manchester, New Hampshire, home was killed April 3, 2012, when the tree apparently shifted unexpectedly.
Ronald LaValliere, 59, of Goffstown, N.H., was attached to the tree with a harness 30 feet above ground. He was removing limbs with a chain saw. While taking down one of the limbs, the tree shifted and a large segment of the tree fell, pulling his chest harness and pinning him against the tree and causing his death, apparently by asphyxiation, according to the New Hampshire Union Leader report.
LaValliere was an independent contractor hired by the homeowner. Another person was helping at the base of the tree. The Fire Department called in another tree service to help get the man’s body down from the tree.

Homeowner killed by felled tree
David Kane, 67, was killed April 5, 2012, after being struck by a cut tree outside his Williams Township, Pennsylvania, home. Kane was cutting down a tree in the woods behind the house when the tree fell. He died of multiple blunt-force trauma, according to The Express-Times report.

Homeowner killed by cut tree
A homeowner was killed April 7, 2012, in Somerset, Pennsylvania, after being struck by a tree he cut down. Richard N. Toci, 62, suffered blunt force trauma, according to the Pittsburgh Tribune-Review.
The tree apparently kicked back and fell on top of him. He was discovered by a family member a short time after the accident, according to CBS affiliate KDKA in Pittsburgh.
Submitted by Doug Bozich, owner of Doug Bozich Tree Service in Verona, Pa.

Man severs arm trimming tree
A man severed his arm April 7, 2012, while trimming a tree in Lake Worth, Florida. The man was trimming a tree with a chain saw when the incident occurred. He was rushed by paramedics to the Delray Medical Center. An update on the man’s condition was not immediately available, according to The Miami Herald.

Boy, 6, killed helping dad with chipper
A 6-year-old boy died in a wood chipper accident April 10, 2012, in Salem, Connecticut, while helping his father on a landscaping job during school vacation week. Jeffrey Bourgeois was putting a branch into the chipper when it pulled him into the machine after his father turned his back for a moment.
Jeffrey had gone to work with his father and two older siblings. The boy’s father runs a landscaping business and was doing a job when the accident happened. Jeffrey was pronounced dead at the scene.
State police have launched an investigation into the accident but it is not criminal, according to a www.cbsnews.com report.

Man seriously injured cutting tree
A man cutting trees April 11, 2012, in Leominster, Massachusetts, suffered serious injuries when a tree apparently kicked back at him, hitting him in the head and upper chest area and causing severe trauma to the face and upper chest. The 45-year-old man, who was working at ground level when the tree hit him, was taken to UMass Memorial Medical Center in Worcester. It was unclear whether the victim was a paid contractor or a friend of the homeowner, according to the Sentinel & Enterprise report.

Tree worker electrocuted
A tree-trimmer was electrocuted April 12, 2012, in Fort Meyers, Florida, while working from the ladder bucket of his company’s truck. Power outages around the scene were reported for about 30 minutes, according to a WINK-TV/www.news-press.com report.

Homeowner killed by cut tree
A homeowner died April 14, 2012, from injuries he suffered when a tree fell on him in Haddam, Connecticut. Investigators say...
the victim was cutting trees in his backyard when the accident occurred. A medical helicopter transported the man to a city hospital where he later died, according to a www.nbcconnecticut.com report.

Man trapped, injured by cut tree
A man was trapped in his pickup truck and seriously injured by a cut tree April 14, 2012, in Springfield, Massachusetts.
A private contractor was bringing down an old oak tree when the tree kicked back the wrong way and fell on top of the pickup truck, trapping the man. Firefighters extricated the man from the vehicle using the Jaws of Life. The man was taken to Baystate Medical Center and was in serious condition, according to The Republican.

Man cuts throat on chain saw
A York County, Pennsylvania, man suffered a throat injury but escaped serious injury April 18, 2012, when he fell on a running chain saw in Lebanon County.
Kevin B. Murphy, 49, of Manchester, Pa., a tree care company employee, was cutting trees and brush along the highway. He was about 20 feet up a steep embankment when he slipped and landed on the running chain saw. He was treated at Hershey Medical Center and released, according to The York Dispatch.

Man injured by cut tree
A Sharpsville, Pennsylvania, man was critically injured April 19, 2012, after a tree that was being cut down fell on him. William R. Hughey III, 34, was taken by medical helicopter from the scene to UPMC Pittsburgh for his injuries. He was listed in critical condition the next day, according to the WYTV Channel 33, in Youngstown, Ohio, report.

Bucket operator dies in fall
A man cutting tree limbs in Westminster, South Carolina, died April 20, 2012, after he fell about 10 feet to the ground from an aerial lift. Bobby Clontz, 50, was getting ready to lower the bucket he used to help him cut the limbs when the trailer it was attached to collapsed. The basket hit a piece of equipment nearby, knocking Clontz to the ground. He died at the hospital about an hour later, according to the Aiken Standard.

Man electrocuted trimming on ladder
A 32-year-old Lemont, Illinois, man was electrocuted April 20, 2012, while trimming a tree at his home. The man was on a ladder trimming a tree when the ladder made contact with an overhead high-voltage wire, according to the Chicago Sun-Times report.

Man killed by falling limb
A man cutting trees April 23, 2012, in Pulaski, Wisconsin, was struck and killed by a falling limb. Rodney M. Keever, 64, of Muscoda, was working on private land with other people at the time of the accident, according to WISC-TV/Channel3000.com. He died at the scene, according to a Journal Sentinel report.

Man injured by cut branch
A man cutting down a tree on private property was in critical condition after a

(Continued on page 53)
The ANSI A300 Committee has completed the updates, changes and additional details for the revision to improve the Part 5 standard, Management of Trees and Shrubs During Site Planning, Site Development, and Construction, nicknamed “Construction Management.” The document is not “THE SPECIFICATIONS” for performing work during construction and development. The Standard sets the parameters for developing our own specifications for each property and construction or development project. A300 standards are not one-size-fits-all.

The initial version of Part 5 (2005) had a great outline and covered five steps in the construction process. The phases included Planning, Design, Pre-construction, Construction, and Post-construction. Critique of the initial standard included that it seemed too brief and didn’t provide enough detail or guidelines. The Part 5 revision continues the ANSI A300 focus on clarifying objectives for writing the specifications for performing the work. (Again, the standards themselves are not intended to be used as specifications.) A key revision in Part 5 adds another common area where trees are impacted – during the landscape phase of a project. This was not emphasized in the first version, and Part 5 now contains this sixth step.

Appropriate tree protection needs to continue when the landscape installation crews arrive. Often, the construction protection is removed after the majority of hardscape and building construction is completed. The landscape contractors move in to add the finishing touches, too often with little specified tree protection guidance. Landscape construction is now a step where tree protection is to be included for that phase of the project work. Specifications should cite the appropriate tree protection to be in place during the landscape installation.

The other revisions fit into the existing steps of the standard, and better clarify and offer guidance for how the specifications for construction management and development are to be written. The planning phase starts with a site resource evaluation before the site design is prepared. The trees on the site should be surveyed and identified so the site designer is aware of the tree resources on the site. For sustainable development, the trees most viable for preserving – and those in poor condition – are identified to make the best decisions on site space usage for designing the placement of structures, roads and parking. Viable tree canopy is considered a resource on the site.

The design phase includes the development of the tree management report in order to identify those trees to be conserved. Tree conservation guidelines include: trees to be retained, tree (and root) protection zones, tree protection zone barriers, tree protection plans, soil erosion controls, soil compaction controls, staging and storage areas, existing and proposed utilities and other on-site construction activities. Many projects have different phases of work with different pages of plans, including demolition, grading and construction. Each of these phases may have a different permit process, and different impacts on trees. The design phase states that grading and demolition plans shall include tree protection plans for avoiding damage and protecting trees to be retained.

The pre-construction phase includes verifying that all tree protection is in place before the construction, demolition or grading begins. The construction phase includes verifying that all tree protection...
remains in place during construction activities. The new Landscape phase includes that appropriate tree protection is specified and followed while the landscaping is being installed. The post-construction phase includes the monitoring and adds the development of a long-term maintenance plan, including irrigation. Long-term maintenance plans should also include final spacing of trees and shrubs, plant thinning, pruning and irrigation modification to provide the future maintenance caretakers with the guidance and budget needs to maintain the integrity of the landscape design over time.

The actual tree protection activities are better specified in the revision. A Tree Protection Zone (TPZ) shall be delineated around all trees to be protected. Please note that the specification writer needs to clearly delineate the foliar crown and root area to be included in the TPZ. There is not a separation of foliar crown and roots in the TPZ. The intent is to protect the individual trees and show the crown area, root area, trunk and branch protections for each tree or group of trees. The barrier materials are more clearly listed and explained. A distance range from the trunk for the TPZ has been included – 6 to 18 times the trunk diameter (dbh), depending on species tolerance to root loss, tree age and health. For example, a 20 inch dbh tree (51 centimeters) would have a TPZ range of 10 to 30 feet (3.1 to 9.3 meters). The shape of the TPZ can be adjusted to meet the needs of the site.

The revision discusses grade changes, distances to keep from the trunk when pruning roots, interactions with utilities and pavement, and an improved annex to explain and provide further guidance for managing trees during construction and development. The annex includes a suitability rating for conservation; a flow chart to follow the steps described in the standard; scope of the tree management report; and methods to minimize damage to the roots.

In summary, the Part 5 revision was developed to allow the person specifying the work to more clearly set guidelines based on scientific data, and offers guidance for the design team to create a reasonable design, making sound decisions about trees. The Part 5 revision enhances the scope of the standard to write better specifications. The ANSI A300 standards are typically coordinated with best management practices, local conditions, and the arborists’ expertise to develop the optimum specifications for each project.

Educating our design partners – engineers, landscape architects, architects and planners – along with our project construction partners – equipment operators, construction superintendents and foremen, and landscapers – on the existence and scope of the ANSI A300 tree management

(Continued on page 43)
Former Army Ranger Lucas Carr has been doing tree work for more than 15 years in Norwell, Massachusetts, where his tree business, Pathfinder Tree Service, LLC, is now located. And he has been reaching out to help those around him for almost as long.

That is how he got to know Matt Brown. In January 2010, the then 16-year-old Norwood High School hockey player crashed into the boards and broke his third and fourth cervical vertebrae, which left him paralyzed from the chest down.

Carr had met the family nearly 15 years ago when taking down a tree in Matt’s grandparents’ yard. As fellow ice hockey players – Carr played throughout New England in leagues and now plays in a men’s hockey league in Hingham – Matt and Carr had a bond for the fast-paced, rough sport.

Carr reconnected and asked Matt to partner with him in the Boston Marathon this past April, as a fundraiser for the Boston Bruins Foundation. Carr would push Matt in a special racing wheelchair the entire 26.2 miles. They had a warm-up in the Hyannis Marathon in February, and when Boston came in April they were ready. This year’s race was particularly brutal, with temperatures reaching 90 degrees. Miraculously, the pair broke the four-hour mark and finished in 3 hours, 56 minutes.

“He really loved every second of it,” says Carr referring to how Matt held up in the blistering heat, although he started to hurt at the end of the 26.2-mile challenge.

“Somebody like Matt, with everything he’s been through, that boosted his ego to another level, and he really loved the crowd.”

But the staff sergeant, who served five years in Iraq and other countries, is partnering with Brown beyond the pavement, and into the trees.

“Matt is a really a great kid, and he loves watching us do the tree work. He goes to the jobs with his hard hat and directs us around. He’s really interested by it.”

When Carr returned from combat duty, he started Pathfinder in December 2009. He was no newcomer. He had started tree work in the summer of 1994, and his own company, LCC (Lucas Carr Company), in 1996. Pathfinder Tree Service is named for the U.S. Army Pathfinder School that Carr attended in Fort Benning, Georgia. Paratroopers train to be dropped into foreign territory and set up and operate drop zones. It is not for the faint hearted.

Carr is a decorated soldier with an impressive record in the military, including squad leader, team leader, four army commendation letters, and three army achievement medals. But he’s most proud of his Ranger Tab, which signifies completion of the U.S. Army’s special Ranger School.

“When I left, I pretty much parted ways with my tree care business and told all my clients what I was doing, and the sacrifice involved. They were understanding. Once they found I was back in business, it was second nature. It was like we never left each other.”

Carr’s business covers everything from plant health care to ornamental pruning, large tree removal, stump grinding, high-end tree pruning, and cabling. Besides regular clients, he works with several municipalities, including Norwood,
Because of his Army career, Carr likes to employ returning vets. He helps them to adjust to civilian life again: a new frame of mind, a new structure, and understanding daily duties outside the military. He also appreciates the Army’s sense of tight-knit community, something that resonates in the tree care industry and in hockey.

“They at least understand the dedication to service. I start them out with all the expert knowledge they’ll need and the training. I’m in the process of setting them up for EHAP (Electrical Hazards Awareness Program), CTSP (Certified Treecare Safety Professional) and ISA (International Society of Arboriculture) certification.”

He is also a booster for returning vets. He threw out the opening pitch for the Red Sox game at Boston’s Fenway Park May 3, 2011, a day designated at the ball field to honor the military and to mark the one year anniversary of Osama Bin Laden’s death, gaining him a nod from “Big Papi” David Ortiz.

How does tree work compare to his tours in Iraq?

“Outsmarting limbs is definitely harder than dodging bullets. That’s the truth. In war, you’re the one who is placing yourself in danger. You’re volunteering for something you know is going to happen. In tree work, at any given time you don’t know if the middle of the trunk is rotten, a piece of deadwood will break off, or the limb you cut is going to go the right way. You put a rifle in someone’s hand, you know you’re going to be shot. When you put a chain saw in someone’s hand, you don’t know if they know what they’re doing.”

Are customers more difficult to deal with than the Taliban?

“It depends on what you’re negotiating. The Taliban is a little more direct. A customer is not going to tell you that they’re getting a lot of different quotes.”

But Carr is realistic about what he sees as the current challenges in the tree care industry.

“With tree work, there are a lot of people operating without proper insurance and proper knowledge. That’s what discourages people like us. Some people just know tree removal, and a very small number know tree removal, pruning, and all phases of tree care without any second guessing.”

Carr fears that volume contractors will drive the cost of production down for people like himself. Cranes have revolutionized modern day arboriculture, where high class ornamental pruning, full-structure pruning of mature trees, and solid, quality work ethics are often forgotten.

“The modern arborist is skipping the...
steps we had to go through to get to the top,” says Carr. That means the newbies weren’t even allowed to touch a chain saw until they knew what they were doing; then (they were allowed) use of a chain saw in steps with experience, on the ground, climbing, bucket truck, and hanging off a crane.

The old school tutelage is what shaped the art of being an arborist, he says regretfully.

“That’s why I tip my hat to people like (accredited TCIA member) Rolf Briggs at Tree Specialists in Holliston, Mass., when it comes to production tree removal or tree removal with cranes. Or look at John Marquis at (TCIA member) Marquis Tree Service in Burlington. These guys are the ones who are trying to make it right for everybody, and they’re easy to get along with. Having those guys in the industry is like having a buddy that you went to war with. As time goes forward, we’ll continue to grow with each other.”

John Marquis concurs. He refers to the fly-by-night companies in tree care: “As there are more regulations, there are so many more companies not playing by the rules,” he notes.

Peter Wild of TCIA member Boston Tree Preservation in Woburn, Mass., is another professional Carr admires and works with.

“In this area of the country, the tree care companies have always worked together,” says Wild. “The urban forest is collapsing at such a rapid rate, there are not enough companies in tree care to service the demand. We don’t really see our competitors as competition, we seem them as an ability to diversify the services we can offer our customers by working together. We are primarily a plant health company. Lucas’ company is large tree removals, but we all have customer bases that request different services from us.

“We will hire each other’s company. By working together it’s actually the new model in this fast paced world that we live in. It used to be the Yellow Pages or word of mouth. Now you can promote your business by having relationships with other companies, like a greener, recycling concept. You’re building your business with this new type of marketing and branding.”

Carr has taken advantage of TCIA’s resources. He first became a member of TCIA back in the 1998 ice storm crisis.

“Honestly, they’re pretty much the face of what the tree care industry is trying to improve, in and out, throughout the whole country. They put the ideas into perspective, in the case of the monthly (TCI) magazine, correspondent courses, and more importantly the knowledge they give out. If you’re looking to start a business, that is where you need to start.”

He adds, “A lot of clients are forgetting that they need to let the experts who prune their trees do their work. A lot of clients aren’t educated as much as they were 15 years ago, and I think that’s something we need to bring back.”

Carr is now raising money for Brownie Points, a program that benefits people with spinal cord injuries, including athletes like Matt Brown, returning vets, and tree care workers.

Next, possibly, for Carr and Matt Brown is the Jamestown Marathon in Rhode Island, followed by the “triple crown” with marathons in Chicago, New York City and Philadelphia. The sky’s the limit, says Carr.

“We run marathons together, and we both played hockey, and for me tree work and marathons are what life is after hockey and the military. It’s a great camaraderie. We enjoy every second of it.”
industry standards is an important outreach step to increase the protection and management of trees associated with development and construction.

Utilizing the ANSI A300 Standard will put our design partners and construction partners involved with a project literally on the same page, speaking the same A300 Tree Care Standard language. Utilizing the A300 standard and setting this common ground, more trees that may have otherwise fallen, victims of progress and development, can successfully be conserved and managed.

Excerpts from Part 5

The following are excerpts with some notes about how to best use the standard for writing specifications:

Objectives

53.1 Objectives for managing and conserving trees and shrubs on a construction or development site shall be established.

Each development conservation situation will have its own more specific objective for the property. The more complete the objective statement, the more clearly the specifications can be written. For example, the arborist will survey all appropriate trees on the site to identify worthwhile trees to be retained on the property to provide canopy, screens, storm water interception, and meet a community’s tree preservation guidelines. The tree protection plan and post construction care are to be included in the project plans and specifications for all phases of the project.

Planning and Resource Evaluation

53.3.3 The site survey should locate the trees on the site plan or map.

53.3.4 Trees that are candidates for retention and incorporation into the site design should be identified.

This helps the owner or designer understand the resource evaluation and which trees to consider in the design. It may also be a benefit when calculating mitigation fees.

Design and Tree Management Report

53.4.1 A tree management report/plan shall be developed for trees to be conserved on the site.

53.4.2 The tree management report/plan should include an evaluation of impacts on trees and shrubs from proposed site development and construction (See Annex A).

Provide the information for what needs to be done to conserve appropriate or certain trees on the site.

Tree Conservation Guidelines

53.4.6 Grading and demolition plans shall denote all trees to be retained and removed.

53.4.7 Grading and demolition plans shall include tree protection plans for working around trees to be retained.

53.4.8 Tree protection measures shall be in place before any grading or demolition work begins.

Previously, grading and demolition were not identified to have the tree conservation plans.

Post Construction

53.8.2 A remedial and long-term maintenance plan should be specified for both existing and new landscaping to specify the level of care to be provided and to guide maintenance over the life of the project.

53.8.4 Post-construction treatments and monitoring shall be specified according to factors such as the extent of construction activities, tree protection plan, and compliance with the tree protection plan; and considering that most tree damage becomes visible in future years after construction.

A long term maintenance plan is typically a missing resource for developed properties. When existing or new landscape elements are “handed over” to the new owners, there is rarely an owner’s manual for care. The spacing and density is left to the maintenance personnel, with no guidance on what the landscape is supposed to look like at maturity.

54.7 A tree protection zone (TPZ) shall be delineated around all trees to be protected during a project

54.7.1 The area and dimensions of the TPZ should be calculated on the basis of species tolerance, age, and health, root structure, rooting depth and soil conditions.

54.7.1.1 Arborists should specify a distance of 6 to 18 times the trunk diameter (DBH) depending on species tolerance to root loss, tree age and health.

The revision does not separate a tree protection zone from a root protection zone. The total tree protection specifications delineate the protection practices and area around the roots, branches, trunk and soil area. The method of fencing will be listed as the means to provide the protection. For activities that may take place in the TPZ, the specifications should delineate what practices are acceptable, and how access is going to occur.

1 The American National Standards Institute (ANSI) A300 Tree Management Standards consist of 8 Parts with three more under development. Each Part is written as a consensus industry standard to cover all aspects of tree care operations for that Part. The documents are intended to cover most tree care practices. Some practices in the standard document may be contrary to the goals of a particular project as the standard covers a broad range of work practices. It is unreasonable to expect a contractor to perform strictly to the ANSI A300 standard without more detailed specifications that are written in accordance with the standard. We cannot simply say, “Perform to ANSI A300 Standards.” The specifications include an objective and the methods and specific activities to achieve the objective.

Gordon Mann is a consulting arborist and urban forester, and general manager with Mann Made Resources, Consulting Arborists in Auburn, California. He represents the Society of Municipal Arborists on the ANSI A300 Committee.
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Part-Time Regional Outreach Coordinators

TCIA’s newly created outreach coordinator positions will concentrate on creating groups of tree care business owners who meet and interact regularly (face-to-face and online) and facilitating increased participation in TCIA programs via regional workshops that address both owner and employee needs (EHAP, CTSP, etc). Regional coordinators will live and work in their assigned regions to organize member gatherings (breakfasts, after hour’s gatherings, etc) where current members interact prospective members are invited to see what they are missing. Coordinators will work to strengthen the visibility of professional tree care through consumer awareness opportunities at events, via social media, and traditional press. Target areas for coordinators are Chicagoland base for upper Midwest area, Southern California base for West coast area and Atlanta to Charlotte corridor base for the Southeast area. Other locations will be considered depending on strength of the candidate, local industry, location, and TCIA strategic plans. To read the complete job description, requirements and application details, visit www.jobs.tcia.org. Resume and cover letter to: Bob Rouse, Rouse@tcia.org.

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We’re one of the few direct lenders in the industry. We’ve been devoted to the tree and landscape industries for decades. We work with hundreds of tree care companies in the U.S., with the end users, dealers and major manufacturers.

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We also offer seasonal programs, and can structure the loan for slow periods. Deferred payment loans let you buy the machinery in the winter when prices are low, but not start making payments until the spring when the season starts. We can get those deals done, which is a huge advantage to us.

The most common loan is three to five years for small capital purchases under $150,000, and six to eight years for larger purchases. It’s easy to get into the trap of long-term payments because the payment is small. The key is to get debt free. That’s where everyone got into trouble in 2008-2009, during the downturn. It would have been nice for them to have bitten the bullet and gone debt free.

Tree care industry companies use Liberty Financial Group because we’re easy to deal with. Local and national banks aren’t committed to small business finance, and their process for credit approval can take a month, where we can approve it in a couple of days. That delay means thousands of dollars in lost business. For small business that is a season breaker.

The president of Liberty Financial, G. Thomas Madonna, started the company as Omni Leasing in 1986. It was a finance company for tree and landscape companies locally in Pennsylvania and New Jersey, selling mostly chippers and grinders, the small ticket stuff. That market had room for growth, and banks were difficult to deal with. We use external banks as well, but we aren’t married to one bank.

What is your newest product for financing?

We change our products depending on the season. About 15 years ago it was all leasing, 10 years ago commercial financing. Now that is what we mostly do. That is the advantage of being a direct lender. We’re flexible.
What is your take on the market right now?

Tree care, lawn care, maintenance, road construction, hauling all are pretty steady. People have been buying new and used equipment consistently since last fall. I hope it continues. Customers are buying things that they probably should have bought sooner, but held off. People are now faced with upgrading and dealing with the idea that business is pretty steady.

Most common sales are in chippers, grinders and bucket trucks, but in better times people will buy bigger ticket items. Or you might see an increase of sales in tub grinders because of interest in mulching.

What image does your company look to portray?

A company that supports an essential industry in this country.

What is greatest challenge your business is currently facing?

Being able to provide enough business during the busy season. More and more companies need to rely on us when they need us. In spring and late fall, we need to make sure we have the resources to meet the customers’ expectations. We may get three or four calls in one afternoon, because business is happening today or tomorrow.

Does your company use Social Media for marketing?

We rely on traditional media, the Internet, emails, print media, such as the tree care publications, and our website and vendor websites. Some of the folks here are on LinkedIn and Facebook, but not as a company policy.

If we interviewed your customers, what would they say?

Hopefully they would say they like the way we do business.

Why does your company support TCIA as the industry’s trade association?

We feel TCIA is the tree industry’s trade association. TCIA does a good job, through good times and bad. They support the industry through different programs and policies. I’ve been in other industries, and I’ve seen trade shows come and go, but TCIA has done a good job consistently through the years.

What TCIA programs is your company involved with?

TCIA Associate Member since 2000, Partners Advancing Commercial Treecare (PACT) Seed Partner, TCI Magazine advertiser, TCI EXPO exhibitor, Speaker and announcer at EXPO, and supporter of the Voice For Trees political action committee auction at Winter Management Conference.

Closing comments?

The great recession was a shake up for everybody. Some companies experienced a 15-20 percent reduction in demand, but we avoided that. Because we have a good idea of what our customers look like, we didn’t see a dramatic increase in defaults. We saw the credit crunch, but we didn’t disappear. We’ve always been there. The vendors, no matter how good or bad business is, they can always call Liberty. They say, “Call Tom at Liberty. They’re still here.”
We regret to report...

For 50 years, Frank Knight cared for an old elm in Yarmouth, Maine, affectionately dubbed “Herbie” by the locals, keeping it going through several bouts with Dutch elm disease and numerous other challenges before the 110-foot-tall, 215-year-old tree had to be taken down two years ago (See the From the Field column, “The Old Man & The Tree,” by Phil Norris, TCI January 2011). Now Knight has succumbed as well, passing away May 14, 2012, at the age of 103.

When Herbie came down, parts of the trunk and limbs went to various artisans to be carved into memorabilia and other items. What nobody told the old tree warden was that arrangements were made with his family to have a casket fabricated from some of that wood, and that is what Knight was to be laid to rest in, a coffin made from the tree he made famous.

Chris Becksvoort, a custom furniture maker in New Gloucester, Maine, created a simple casket with wooden railings at the request of the Knight family, according to an Associated Press account. Rest in peace, Frank.

Great publication!

I am a consulting forester in central Pennsylvania and have been receiving your magazine for sometime and I wanted to commend you on an excellent job. Although I am not an arborist, I find the publication to be very informative and the articles well written; I read every issue cover to cover. As a consulting forester my charge is to be a steward of the land and forest, so many of the subjects you cover also apply to my work. Thank you for an excellent publication.

Galen Baney, consulting forester
Petersburg, Pennsylvania

Questionable pic?

The photo for the story on page 28 (“Spar Pole Rigging – Mitigating the Hazards,”) in the April 2012 issue of TCI, was so dramatic. I’m amazed you let it run and published no responses.

Let’s assume a 26-inch bar on (the climber’s) saw. Location suggests New England and dense old growth hardwood. I’ve blocked some stuff down and studied my (guide to) advanced techniques many times over the years. You can do the math, but the one-time strain on his gear is way out of common sense, not to mention obvious risk of grievous harm to climber and ground in case of failure. That chunk is what, 9 feet long, 16-inch diameter at top, 23 inches at base? He’s clearly cut all the way through any pretense of a hinge, sending that horrible mass into free fall. Nothing in the setting suggests ANY reason for this type of approach.

There’s no shame in admitting, “We didn’t realize there’s a problem,” but you guys are there to help us become safer, more professional dudes. Please explain how this operation fits TCIA’s (or anyone’s) best practices.

I’m not, repeat, NOT, playing “gotcha” games. Our work, our passion, as you note, is among the most dangerous yet awesome-cool on the planet. I’ve studied your publication long before I climbed, during my dues-paying line/grunt days, with keen appreciation for all that can go wrong in the process of getting paid to be a professional. It gets better every month, and I’m responding within an hour of getting and reading May’s issue. I’ll be copying John Ball’s choice advice (“Tree Work Is Not For the Amateur,” TCI May 2012) as a hand-out for new clients, along with other topical choices. Wish you’d make it a glossy trifold I could stock, with even better graphics of cruel outcomes.

Joseph C Grimme, owner
Very Fine Tree Care
Minneapolis, Minnesota

Peter Gerstenberger, TCIA’ s senior advisor for safety, compliance & standards, responds:
As to the Reg Coates picture:
► You were off on location – it’s old England (UK), not New England
► Your other points have validity. The saw bar is bigger than what is needed. The piece coming off – maple maybe? – has to be over a ton. That makes the arresting force on the block and the tree about 12,000 pounds, assuming they didn’t let it run.
► I disagree on the notch and hinge. The camera captures it just after the hinge parted, but it looks like an exemplary open face notch.
Accident Briefs

(Continued from page 37)

Tree limb measuring about 12 inches in diameter fell on him April 24, 2012, in Howell, Michigan.

Firefighters got the branch off him in about 15 minutes, and he was transported to the University of Michigan Medical Center in Ann Arbor, according to the Livingston County Daily Press & Argus.

Tree worker killed in struck-by

A tree service worker was killed by a cut limb April 25, 2012, while working at the Sky Farm nudist club in Bernards Township, New Jersey.

Nicholas Rutikowski, 25, of Frenchtown in Hunterdon County, was killed when a tree limb approximately 4 feet long and weighing about 40 pounds fell from about 70 feet and hit him. He was pronounced dead at the scene from an apparent head injury. Rutikowski, part of a three-member crew working at the site, was wearing all proper safety gear, according to The Bernardsville News report.

Tree worker dies after fall

Robert Michael Prove, 37, of Smithville, Texas, died the week of April 25, 2012, after falling an estimated 35 feet from a tree in a backyard in Smithville.

Prove, who owned T’s Tree Service with his wife, Tabatha Munson, had tied a rope to a cluster of branches and then dropped the other end to his spotter. Witnesses said the limb Prove was on was rising and dropping as he sawed on it. As the cut branches dropped to the ground, the limb he was on broke and he fell, landing on a wooden privacy fence, according to The Smithville Times report. Prove, who was not secured by a harness or rope, broke the fence in the fall and then landed on the ground.

CPR was administered and emergency medical services arrived within minutes and transported Prove to a hospital, where he was pronounced dead a short time later.

Munson had left the job site to get gas and when she returned EMS was on the scene, the report said.

Climber killed by cut tree

A Goffstown, New Hampshire, tree climber died April 28, 2012, in Newbury, N.H., after a portion of the tree he was cutting fell onto him, causing fatal injuries.

Corey Lee Houston, 20, was wearing climbing gear while cutting the top off of a large pine tree on private property. Changing wind condition may have played a role in the mishap, and investigators were looking into the direction of Houston’s cuts into the wood to determine how much of a factor the wind was.

Houston, who owned a lawn and tree service, was wearing proper safety equipment, according to the Concord Monitor.

Send your local accident reports to editor@tcia.org.
Beware Unforeseen Environmental Hazards

By Randall D. Bernstein

One Monday in April 2012 we started our week with a large pruning job in a neighboring community. There were 12 trees to prune, so I sent two crews consisting of four climbers and three ground crew members. The forecast called for clear weather but with high winds throughout the day. Our crews arrived at 8:35 and walked the property with the client, identifying trees to prune and establishing the specifics desired. Around 15 minutes later, all climbers were in their assigned trees to begin pruning.

Between 9 and 9:15 all crew members began forcefully coughing and complaining about sore throats and burning eyes. All climbers aborted their work and descended to the ground as quickly as possible.

At 9:16 a.m., one of our crew leaders called me to report the incident and ask me to relocate them to a different work site. During this phone call, the crew leader was coughing forcefully and complaining of his throat burning and his eyes being irritated. I instructed him to leave the work site immediately, and the leaders decided to return to our office for further analysis and first-aid treatment. When our crews reached the office all of them had red, irritated eyes, raspy voices and/or burning throats. Two climbers had upset stomachs along with the other symptoms. The most seriously affected was a crew leader, who was sent to the emergency room.

That crew leader had all of the aforementioned symptoms, but also has asthma, which was causing his breathing to be even more labored to the point where full or deep breaths were not possible without initiating a coughing fit. He was treated quickly by the ER staff and began to feel better within two hours of his arrival at the hospital. Though he was feeling better, the attending ER doctor kept him overnight for observation as is protocol for inhalation victims (such as smoke, chemicals, and assorted noxious gases).

I called our client to let her know that I was coming to her property to identify the hazard that injured our crews and to assure her that we would return to complete the work when it was safe to do so. The client explained very apologetically that when she saw three of our crew doubled over in the backyard she realized what may have happened.

Next to our client’s property is a car and truck dealership with a large collision repair center abutting our client’s backyard. There are three separate paint booths in this building with an individual emissions stack for each. We suspect that at approximately 9 a.m., or minutes after opening for the day, emissions were released from these stacks, poisoning our crews.

The crew leader who spent the night in the hospital had been at the very rear of the property, 90-100 feet from the stacks, which are mounted about 25 feet above ground level. We believe the high winds carried fumes toward the property, with the crew leader being most heavily exposed.

It turned out our client had this problem occur before, had reported it to the EPA Pollution Control Unit, and had been in contact with the general manager of the dealership. Our client even had the general manager’s cell phone number because of the previous incidents.

As far as we know, the dealership has not been fined, penalized or instructed to make changes to the emissions equipment in any way, as they were apparently found “compliant.” Our client has been the only neighbor to register a complaint related to this matter. The dealership did not accept responsibility in any way for what happened to our crew, but was very cooperative in faxing all of their Material Safety Data Sheets (MSDS) that applied to the chemicals they use in the paint and body shop.

Our crew leader was released the next day and I am grateful to say that all of our crew members have recovered from their injuries (of any degree), and are healthy and back to work. This incident will be discussed and studied at our weekly safety meetings so we can better prepare, with precise action plans, to handle anticipated or unforeseen environmental hazards that could jeopardize the safety and well-being of our crews.

Randall D. Bernstein is owner of Arbormasters, Inc., a 24-year TCIA-member company located in Owings Mills, Maryland.
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