

## News *from TCIA and the Tree Care Industry*

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### November 2009

#### Garvin named Interim President & CEO of Tree Care Industry Association

LONDONDERRY, NH – Mark Garvin, chief program officer, has been named interim president and chief executive officer of the Tree Care Industry Association, effective Nov. 7, 2009. Garvin succeeds Cynthia Mills, CAE, CMC, who notified the board of directors Sept. 8 that she would be leaving to take a new position and manage family responsibilities. Her new post will be announced after her arrival in January 2010.

Garvin has served in progressively responsible positions at TCIA since joining the organization in 1996. He was promoted to chief program office in 2008 from vice president of public policy & communications. As CPO, he led the marketing for all TCIA programs, including membership, Accreditation, Certified Treecare Safety Professional (CTSP), Partners Advancing Commercial Treecare (PACT), Voice for Trees PAC, Winter Management Conference and TCI EXPO.



"I know that Mark will provide stable transition to new leadership during his tenure as interim president," said Terrill Collier, TCIA chair. "He has the institutional knowledge from the more than 13 years he's spent at the association. He has managed most of the programs and services of TCIA during his time here." Mills noted that "Mark has been my right hand for the last two years and heavily involved the past few years in moving the Transformation of the Industry forward. He is well prepared for this role. I am delighted to see him recognized by the board for his contributions to TCIA's success."

In a message to the TCIA community, Collier recognized the contribution Mills has made to TCIA during her 10-year tenure. "Our organization achieved growth in membership, financial stability, a strategic plan to transform the industry, increased safety of workers, and established Accreditation for tree care companies under her leadership. We wish Cynthia well in her new calling and understand her family first focus."

Garvin will officially head the organization after the close of TCI EXPO in Baltimore on Saturday, Nov. 7.

"I look forward to working with my colleagues and the membership of TCIA to continue the association's strategic plan," said Garvin. "The association and the industry have weathered the current economic storm well so far, and I anticipate helping guide both back to growth and profitability."

A search committee has been formed to proceed with the next steps in identifying a president and chief executive officer for TCIA.

## **Hoops to help plant one million trees in Mile High City**

Denver CO – Swingle Lawn, Tree & Landscape Care in partnership with the Denver Nuggets, the Mayor's office and the Denver Parks & Recreation Department are all striving to help plant one million trees in the Mile High City by 2025.

Larry Baird, Marketing & Communication Manager at Swingle and James Younger, Account Executive for Corporate Partnerships with Kroenke Sports Enterprises, teamed up to create a cause marketing program appropriately named TREES FOR THREES with the Denver Nuggets to benefit the city's Mile High Million Tree Initiative.

"This is a perfect fit for Swingle and the cause marketing programs that we develop to embrace an environmental and corporate responsibility. At the same time it brings a unique experience to our community's sports fans," said Baird. He hopes TREES FOR THREES will become a Nugget's tradition that will also help the Mayor's office reach their goals to plant one million trees in the Metro area.

Denver Mayor, John Hickenlooper is featured in the pre-game public service announcement that's displayed on the Pepsi Center's Jumbotron at every Nugget's home game. The PSA explains that every time the Denver Nuggets score a 3-pointer during their home games, Swingle will help plant one more tree for The Mile High Million Tree Initiative.

When reached for comment, Mayor Hickenlooper said, "By connecting people with trees, the Mile High Million encourages citizens, businesses and community groups to invest in the future of our urban environment so Denver can be a more inviting place for future generations to live, work and play. We are grateful to Swingle and the Denver Nuggets for helping us promote the City's Million Trees Initiative."



According to Younger of Kroenke Sports Enterprises, "The Pepsi Center could not be happier to have Swingle as a new partner of the Denver Nuggets as 3-pointers definitely create quite the hoopla at the Pepsi Center. Every time the Nuggets make a 3-pointer the fans go crazy, and jump at the chance to get a TREES FOR THREES LOGOED T-shirt from one of the Nugget's Dancers. The fans really seem to love them."

The Denver Nuggets traditionally make eight to ten 3-pointers per game and at 42 home games per season; this could possibly translate into 336 to 420 trees for The Mile High Tree Initiative and for the citizens of the Metro Mile High City. GO NUGGETS!!!!!!

**October 2009**

**J.J. Mauget Co. Partners with Canada-based BioForest Technologies, Inc.**

*Mauget is U.S. Distributor of TreeAzin Systemic Bioinsecticide*

ARCADIA, Calif. (October 29, 2009) – J.J. Mauget Co., the pioneer and leader in micro-infusion tree care, today announced its partnership with BioForest Technologies, Inc., a Canada-based pest management development and consulting company. Mauget is the sole U.S. distributor of BioForest's TreeAzin systemic bioinsecticide product.

TreeAzin is formulated with azadirachtin, a natural extract of the neem tree seed, and is the only tree-injected neem seed product with an Organic Materials Review Institute (OMRI) listing.

"We're very impressed with the efficacy of BioForest's TreeAzin," said Nate Dodds, president of J.J. Mauget Co. "This is a great product that works against tough pests like gypsy moth and emerald ash borer, and we're proud to distribute TreeAzin throughout the U.S."

TreeAzin is an anti-feedant and growth disruptor labeled for use against defoliating insects, budworms and pests like the gypsy moth. Research has also shown that very low doses of TreeAzin inhibit larval development and prevent adult emergence of emerald ash borer, working best when used in advance of infestation.

Though Mauget distributes TreeAzin, the product will retain its BioForest Technologies, Inc. label. The product will initially be available in one-liter bottles for use in liquid reloadable injection systems.

To learn more about TreeAzin, visit the BioForest Technologies, Inc. website at [www.BioForest.ca](http://www.BioForest.ca), or go to [www.Mauget.com](http://www.Mauget.com).

#### **About J.J. Mauget Co.**

J.J. Mauget Co., the pioneer and leader in micro-infusion tree care, offers more than 15 different insecticide, fungicide, micro-nutrient and antibiotic tree-care products, each delivered in a completely enclosed micro-infusion application that works with a tree's natural processes for optimal health. For more information in Mauget products, call 1-800-TREES RX (873-3779), or visit [www.Mauget.com](http://www.Mauget.com).

## **Tree Care Company Growing In Spite of the Economy**

In May of 2007, after 6 years of working for another tree care company, Bryan Moller and his wife Christy decided to open Four Seasons Tree Care, Inc. Later that year they received a \$275,000.00 SBA 7(a) guaranteed loan through Pacific Western Bank to launch their business and provide them with the funds needed to live their dream. In determining the loan amount they took into consideration the industry tendency for cash flow issues, due to late paying customers, and made sure to borrow enough to cover the in between times.

While the economy has caused them to lose some of their clients to price cutting competitors, the Mollers are successfully creating more business for themselves by focusing their money and attention on marketing, developing a website and newsletter, and training employees. Sponsoring events has created visibility for Four Seasons, and joining committees and attending a variety of events provides an opportunity to network with other service providers and potential clients opening new doors of opportunity with management companies, with which they have never worked, thus growing their commercial branch which allows their crew to work extra hours on Saturdays. They find that just meeting people and getting to know them through various events as opposed to marketing by the phone or mail has gotten them quite a bit of work.

Additionally, they recently launched their new website which was a financial investment, but well worth the cost, as they wanted to start off with something that was very professional, creative and set them apart from others in the industry. It has become quite popular and has created a buzz among people they know, check it out at: [www.fourseasonstc.com](http://www.fourseasonstc.com). They have also started a quarterly newsletter called the "TREETise" which allows them to help educate their clients on contemporary tree care issues that they face every day. They currently have a database of over 200 people receiving it quarterly.

Bryan and Christy value their employees and have invested in all of them to be first aid and CPR certified as well as training all their tree trimmers to be aerial rescue certified and ISA (International Society of Arboriculture) certified tree climbers, which is unique in the industry. In June of 2009 they hope to become accredited by the Tree Care Industry Association (TCIA) [www.tcia.org](http://www.tcia.org). TCIA accreditation is an extensive program that ensures that tree care companies uphold the highest levels of tree care, training, operations and employment. Only 2 other companies in San Diego are TCIA accredited.

Four Seasons Tree Care, Inc. has definitely benefited from the Moller's decision to get more involved, volunteer more of their time, invest in their internet presence and make sure that their employees are well trained and rewarded. Bryan and Christy are excited to own their business and are looking forward to continued growth and reaping rewards for their efforts.

## **Leading Michigan Tree Care Company Partners with National Tree Data and Service Provider**

Cary, NC - Doug Malawsky, executive vice president and COO of HMI, has announced that Owen Tree Service has joined HMI's Authorized Member (AM) Network. HMI provides property owners, insurers and others with inspections, replacement cost calculations and a full suite of claims support services for trees and shrubs. HMI has established a national network of arborists and professional tree care companies to support these products and services. Owen will support HMI's programs in a number of Michigan markets.

"We are overjoyed to have Owen Tree Care join our network. Owen will allow HMI to further support its insurance company clientele in the Mid West," said Malawsky. "As the first company to receive TCIA [Tree Care Industry Association] accreditation, Owen Tree Service is a pioneer in the establishment of high standards for professional tree care companies."

"We have seen immediate value in joining HMI's network," said Randy Owen, founder and owner of Owen Tree Service. "As soon as we joined their Network HMI hired us for a consulting assignment for a large insurance company. HMI also positioned us to bid on, and hopefully win, a nice sized job for the same insurer."

Members of HMI's AM Network provide property owners with risk mitigation services, tree repair and replacement services, as needed, and all other services related to tree claims and tree damage recovery. Other services include tree and debris removal, reports to support subrogation actions, and replacement costs for lost trees and shrubs. AM Network members receive work referrals, customized report covers, and discounted pricing on HMI's treeFacts® Reports. In addition, HMI's Asset Inventory Program (AIP), a PDA application for collecting tree inventory, is available exclusively to HMI's AM Network. Read about HMI's AIP in TCI Magazine, Cutting Edge - Products, August 2009 edition.

### **About HMI**

HMI is the only national provider of comprehensive tree and landscaping services that include emergency tree removal services; standardized health inspections and average replacement cost analysis of trees for insurance, accounting and legal purposes; tree preservation services; and customized reports and inventories of landscaping. For more information, please visit HMI's web site at [www.hmiadvantage.com](http://www.hmiadvantage.com) or call (866) 937-6468.

### **About Owen Tree Service**

Owen Tree Service has been serving Michigan since 1985 and was the first company in the nation to be accredited by the Tree Care Industry Association. Owen Tree provides a full range of tree, lawn, and consulting services to residential, commercial, utility, and municipal clients. High standards and quality workmanship has resulted in the company receiving local and national awards for their work. For more information visit Owen Tree's web site at [www.OwenTree.com](http://www.OwenTree.com).

## **Initiative to Release Rating System this November**

Three years of research and work culminates this November 5th, as the Sustainable Sites Initiative will release the first full national rating system for sustainable landscapes as part of the Guidelines and Performance Benchmarks 2009 report. This latest report takes into account feedback from hundreds of individuals and organizations across the country and around the world. In addition, the report release will include a supplemental educational report, titled Making the Case for Sustainable Landscapes, that provides scientific and economic arguments underlying the guidelines, and will highlight several case studies for sustainable practices. Thank you again to all those who participated in the review process!

To create the rating system, Sustainable Sites technical committee members completed a series of weighting exercises to establish a point-based ranking system for 51 credits. The Guidelines and Performance Benchmarks 2009 also includes 15 prerequisites that range from selecting the appropriate site for development, conducting a pre-design site assessment to requiring a site

maintenance plan that ensures long-term sustainability. Credits are assigned a point value and in many cases, offer a range of points providing projects additional flexibility in selecting the level (or benchmark) that is appropriate and achievable for them. The full rating system and report will be available for download online on November 5th.

#### **Pilot Projects to Test First National Rating System**

Upon the release of the Guidelines and Performance Benchmarks 2009, the Sustainable Sites Initiative will also formally open the Call for Pilot Projects. Projects selected for the Pilot Program will be the first to test the rating system and will be included in the Reference Guide, to be released in 2012. The Initiative will accept applications online starting November 5 through February 15, 2010. Any type of designed landscape is eligible to participate, ranging from academic and corporate campuses, parks and recreation areas, transportation corridors to single residences, with a minimum project size of 2,000 square feet. Fees for participating in the pilot project process will run between \$500 to \$5,000 depending on project budget (There may be limited scholarships available based on need). We hope to have between 75 and 150 projects take part in testing the rating system.

For more information on the pilot projects, visit [www.sustainablesites.org/pilot](http://www.sustainablesites.org/pilot).

#### **Learn more about the Sustainable Sites Initiative**

You're invited to learn more about the Sustainable Sites Initiative at these upcoming conferences. Check our website for the most current listing.

- October 29, 2009: Professional Grounds Management Society, Louisville, Kentucky.
- October 29, 2009: Professional Landcare Network (PLANET), Louisville, Kentucky.
- November 12, 2009: U.S. Green Building Council's Greenbuild International Conference & Expo, Phoenix, Arizona (12:30-1:30pm Specialty Update).
- December 1, 2009: Lady Bird Johnson Wildflower Center, Austin, Texas.
- February 3, 2010: Central Virginia Nursery and Landscape Association (CVNLA) Symposium, Richmond, Virginia.
- February 4-6, 2010: 9th Annual New Partners for Smart Growth, Seattle, Washington.
- February 17-19, 2010: Sustainable Horticulture Symposium, Royal Botanic Gardens, Hamilton, Ontario.
- February 23, 2010: Smithsonian, Washington, D.C.

## **September 2009**

### **EAB confirmed in 20 counties in Kentucky**

On Sept. 4, The Animal and Plant Health Inspection Service (APHIS) confirmed the identification of Emerald Ash Borer (EAB), in 20 Counties in Kentucky. These detections resulted from numerous public reports of declining ash trees.

In response to this detection, APHIS is working closely with the State of Kentucky to carry-out regulatory and other response activities. Effective immediately, all interstate movement of EAB-regulated articles from Boone, Bourbon, Campbell, Carroll, Fayette, Franklin, Gallatin, Grant, Harrison, Henry, Jefferson, Jessamine, Kenton, Oldham, Owen, Pendleton, Scott, Shelby, Trimble, and Woodford Counties in Kentucky must be handled in accordance with Federal Orders regarding the pest. Specifically, the interstate movement of EAB-host wood and wood products from these counties is regulated, including firewood of all hardwood species, nursery stock, green lumber, waste, compost, and chips of ash species. Due to a parallel quarantine area established by Kentucky, only these 20 counties will be added as a quarantine area and placed under phytosanitary controls.

Currently, Allegheny, Beaver, Butler, Lawrence, Mercer, Mifflin and Westmoreland Counties in Pennsylvania are area quarantined for EAB, together with the entire States of Ohio, Indiana, and Illinois. The following are also quarantined areas: portions of Michigan's Upper Peninsula and the entirety of Michigan's Lower Peninsula; Prince George's and Charles Counties in Maryland; and Arlington, Fairfax, Fauquier, Loudon, and Prince William Counties, along with the independent Cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park in Virginia; Fayette and Morgan Counties in West Virginia; Wayne County in Missouri; Hennepin, Houston and Ramsey Counties in Minnesota; and Crawford, Fond du Lac, Ozaukee, Sheboygan, Vernon, and Washington Counties in Wisconsin.

## **President & CEO Gives Notice**

Today, Cynthia Mills, CAE, CMC, President & CEO of TCIA, notified the Board of Directors that, effective today, she is tendering her 60 day notice. Cynthia and John (her spouse) have decided that in order to pursue their dreams and manage family responsibilities, they can no longer reside in New Hampshire.

Cynthia told the Board, "I have been incredibly blessed and honored to have spent 10 and one-half years with an organization and people with whom I am tremendously proud to have been associated and for whom I am honored to have worked for the "Transformation of the Industry." My hope is that together we have created the foundation for a tremendously successful future; one that I will watch with great interest in the years to come. I have been your biggest champion, and I will continue to be your greatest fan and cheerleader."

Terrill Collier Chairman of TCIA recognizes the incredible contribution Cynthia has made to TCIA during her 10 year tenure. Our organization achieved: growth in membership, financial stability, a strategic plan to transform the industry, increased safety to workers while reducing accidents, and established accreditation for tree care companies under her leadership. Terrill and the Board wishes Cynthia well in her new calling and understands her family first focus.

The Board of Directors has had a Succession and Transition Plan in place for many years. The Board conferred today and is forming a search committee to proceed with the next steps in identifying a President & CEO for TCIA. Cynthia will assist the Board in the transition over the next two months and is looking forward to seeing everyone at TCI EXPO before her last day Saturday, November 7, 2009.

## **Leading South Carolina Tree Care Company Partners with National Tree Data and Service Provider**

Cary, NC - Doug Malawsky, executive vice president and COO of Horticultural Asset Management, Inc. (HMI) ([www.HMIadvantage.com](http://www.HMIadvantage.com)), has announced that Schneider Tree Care has joined HMI's Authorized Member (AM) Network. HMI provides property owners, insurers and others with inspections, replacement costs and a full suite of claims support services for trees and shrubs. HMI has established a national network of arborists and professional tree care companies to support these products and services. Schneider will support HMI's programs in both the Greenville, SC and Charlotte, NC markets.

"HMI is pleased with the acceptance our Authorized Member program has received from many of the most respected tree care companies in the country," said Malawsky. "As an accredited company, Schneider Tree Care is clearly one of those companies and we are excited to have them join us."

"We are happy to be a part of HMI's network and their effort to elevate the insurance industry's appreciation for qualified tree services," said Erich Schneider, CEO of Schneider Tree Care. "We are also very pleased with their Asset Inventory Program (AIP) and the opportunity it provides us to offer our clients replacement costs on their plants. It has proven to be a unique and valuable application for us."

Members of HMI's AM Network provide property owners with risk mitigation services, tree repair and replacement services, as needed, and all other services related to tree claims and tree damage recovery. Other services include tree and debris removal, reports to support subrogation actions, and replacement costs for lost trees and shrubs. AM Network members receive work referrals, customized report covers, and discounted pricing on HMI's treeFacts® Reports. In addition, HMI's Asset Inventory Program (AIP), a PDA application for collecting tree inventory, is available exclusively to HMI's AM Network. Read about HMI's AIP in TCI Magazine, Cutting Edge - Products, August 2009 edition.

### **About HMI**

HMI is the only national provider of comprehensive tree and landscaping services that include emergency tree removal services; standardized health inspections and average replacement cost analysis of trees for insurance, accounting and legal purposes; tree preservation services; and customized reports and inventories of landscaping. For more information, please visit HMI's web site at [www.hmiadvantage.com](http://www.hmiadvantage.com) or call (866) 937-6468.

### **About Schneider Tree Care**

Schneider Tree Care, founded in 1996, is the first accredited tree care company in South Carolina. Schneider Tree Care has continually grown by providing quality, professional tree service at fair rates. With over 16 certified arborists on staff, they have the plant health care, tree removal, and tree pruning experts to safely and professionally handle any tree care situation. For more information, visit the Schneider Tree Care web site at [www.SchneiderTree.com](http://www.SchneiderTree.com).

## August 2009

### **SavATree Acquires H.R. Spooner Ornamental Care; Furthers Strategic Expansion on Cape Cod**

Mashpee, MA August 5, 2009- SavATree, the Northeast/ Mid-Atlantic leader in tree, shrub and lawn care, today announced a merger with East Falmouth, MA based local provider of plant health care services H.R. Spooner Ornamental Care.

H.R. Spooner Ornamental Care has been providing residents with quality and dependable plant health care for over a decade. As Spooner considered merger options, they wanted to entrust the business to a company that was closely aligned in values and high quality standards. Arboricultural excellence, value added programs, and customer focus are some of the shared values, and are ultimately why Spooner chose SavATree. By merging the expertise and resources of both companies, SavATree will provide clients with an enhanced one-stop shop for tree, shrub and lawn care.

SavATree President Daniel van Starrenberg said, "This strategic merger along with our excellent service reputation and skilled team, creates a more comprehensive offering for the customer by dealing with one organization for all their tree, shrub and lawn care needs. Our team looks forward to further enhancing the health and beauty of the Cape Cod Community."

SavATree provides complimentary consultations and is available to handle storm damage emergencies. Call (508) 540-0616 to contact the local office.

About SavATree: This premier tree shrub and lawn care company has been providing environmentally sensible tree, shrub and lawn care to residents, businesses and historic properties for over 20 years. They currently operate in Connecticut, Massachusetts, Maryland, New Jersey, New York, Pennsylvania, Virginia and Washington D.C. Industry certified arborists provide clients with expertise in tree care and help clients maintain a healthy, safe and beautiful landscape. Services include pruning, disease diagnosis, removal, insect and mite treatments, organic lawn care, integrated lawn care and more. SavATree is one of the few companies to receive the prestigious accreditation of the Tree Care Industry Association. For more information, please visit [www.savatree.com](http://www.savatree.com).

## **USCIS to Accept New H-2B Fiscal Year 2009 Petitions**

### ***Employers Encouraged to Use Premium Processing - Need to File with Labor Certification***

WASHINGTON - U.S. Citizenship and Immigration Services (USCIS) today reopened the fiscal year 2009 H-2B petition filing period and will immediately accept new H-2B petitions.

Although on Jan. 7, 2009, USCIS announced it accepted and approved a sufficient number of H-2B petitions to meet the congressionally mandated annual cap of 66,000, the Department of State received far fewer than expected requests for H-2B visas and as a result, has issued only 40,640 H-2B visas for fiscal year 2009 to date. This means that there are approximately 25,000 visas that may go unused, as they have not been granted. Because of the low visa issuance rate, USCIS is reopening the filing period to allow employers to file additional petitions for qualified H-2B temporary foreign nonagricultural workers.

The normal (non-premium processing) adjudication time frame for H-2B petitions is 60 days. USCIS will make visa numbers available to petitions in the order in which the petitions are filed. However, because H-2B petitions (Form I-129) for fiscal year 2009 visas must be received, evaluated, and adjudicated on or before the fiscal year 2009 deadline of Sept. 30, 2009, USCIS cannot guarantee approval of any H-2B petition on or before the Sept. 30, 2009 deadline. Employers therefore are

encouraged to file as soon as possible and to request premium processing by filing a Form I-907 and submitting the \$1000 premium processing fee, which will allow for expedited adjudication. See <http://www.uscis.gov/premiumprocessing>.

To qualify for a fiscal year 2009 H-2B cap number, employers must:

- Submit the Form I-129 Petition for a Nonimmigrant Worker to USCIS with all required documents, including an approved Alien Employment Certification from the U.S. Department of Labor that is valid for the entire employment period stated on the petition.

The petitioner must also indicate an employment start date before Oct. 1, 2009.

Petitions received on or after Oct. 1, 2009, and/or requesting a starting date on or after Oct. 1, 2009, will be considered towards the fiscal year 2010 H-2B cap and are subject to all eligibility requirements for fiscal year 2010 H-2B filings, including 8 CFR 214.2(h)(6)(iv)(D), which requires that the start date listed on the petition be the same as the starting date authorized on the temporary labor certification.

The H-2B program allows U.S. employers to bring foreign nationals to the United States to fill temporary nonagricultural jobs for which there is a shortage of available U.S. workers. Typically, H-2B workers fill labor needs in occupational areas such as education, construction, health care, landscaping, manufacturing, food service/processing, and resort/hospitality services.

For more information about this reopening of the H-2B fiscal year 2009 filing period, please see the related list of questions and answers. More information about the H-2B visa program is available in the USCIS guide, "How Do I Hire a Foreign National for Short-Term Employment in the United States," (<http://www.uscis.gov/files/article/E1eng.pdf>) or by calling USCIS' National Customer Service Center at 1-800-375-5283.

## July 2009

### WESCO ANNOUNCES 'NAME THAT BOOT' CONTEST FOR TWO NEW STYLES OF SAFETY/ELECTRICAL HAZARD BOOTS

**Each 'Name That Boot' contest winner will receive a free pair of Wesco boots valued at \$500**

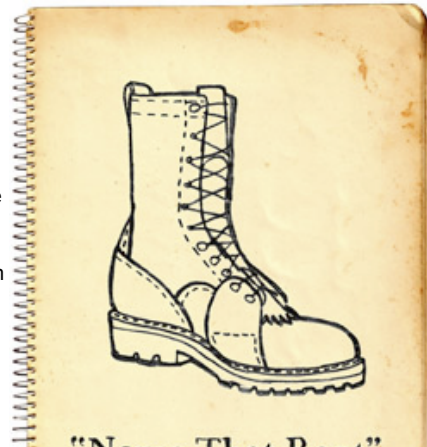
Scappoose, Ore. – July 2, 2009 – West Coast Shoe Company (Wesco®), a 91 year-old family owned and operated bootmaker based in Scappoose, Oregon, is pleased to announce its 'Name That Boot Contest' for two new styles of safety/electrical hazard boots. Both new boot styles are modeled after the company's top-selling Highliner® boot. The new non-conductive boot styles are made from the finest available brown leather utilizing welt construction, featuring a composite toe that meets ASTM F2413-05 MI/75 C75. One new boot style is a 10-inch ground boot, while the other style is made for climbing, available in heights of 10- and 16-inches. Both boot styles need to have differentiating names. Both boot styles will be available for purchase in July 2009 with prices starting at \$433.00.

"Changes in safety regulations affect many of our customers. We designed these new boots to far exceed the construction and materials used in other electrical hazard boots currently available in the marketplace. Linemen, Arborists, Utility Workers, Electricians and others can fully expect this boot will live up to Wesco's reputation for 'Boots That Stand the Gaff' and endure the test of time," said Wesco President Roberta Shoemaker, granddaughter of the founder.

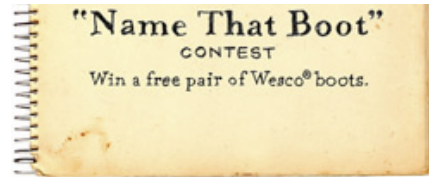
"Because our customers' opinions are so important to us here at Wesco, we wanted to give them a chance to name two styles that will be part of our lineup permanently."

Entries for the 'Name That Boot' Contest will be accepted through July 31, 2009, and winners will be notified by August 15, 2009. To enter a boot name into the contest, interested parties can visit [www.wescoboosts.com](http://www.wescoboosts.com) to complete our online form or send a letter including the boot name, your full name, age, occupation, mailing address, email address, and phone number. Complete contest rules are also available online.

Please visit [www.wescoboosts.com](http://www.wescoboosts.com), call (503)



543-7114 or (800) 326-2711, ext. 200 for information about boots and more.



#### **About Wesco:**

West Coast Shoe Company makes stock and custom-fitted boots for a wide range of occupational uses and everyday wear. All Wesco boots are manufactured using a meticulous 155-step process and American-made raw materials from the company's single location in Scappoose, Ore., guaranteeing consistent quality and workmanship. Standard features on all Wesco boots include full-grain leather, double vamps, leather insoles and midsoles, and slip-in inserts. Special features are also available to customize boots. Depending on the boot style, customers may choose from a variety of boot heights, leather colors, leather types, lacing patterns, heel and sole styles, and leathers. Additional options include a variety of linings, colored thread, brass, nickel or black hooks and eyelets, knife pocket and credit card pocket, steel toes, composite toes, toe caps and much more. A gallery of custom boot creations can be seen on Wesco's Facebook fan page.

Wesco boots and accessories are available through dealers across the U.S., factory-direct where dealers are not available; or through the company's secure web site. For more information, please visit [www.wescoboos.com](http://www.wescoboos.com) or call toll free (800) 326-2711, ext. 200 (U.S. and Canada only). All other callers can reach Wesco at (503) 543-7114, ext. 200.

#### **Contest Rules:**

West Coast Shoe Company's (Wesco) Name that Boot Contest is open to adults 18 years of age and over. No purchase necessary to win. Names, addresses, and e-mail addresses are collected for the purpose of giving photo credit and notifying contest winners. Wesco does not sell or rent personal information.

Contest entries may be submitted online at [www.wescoboos.com](http://www.wescoboos.com) or delivered or mailed to: West Coast Shoe Company, Name That Boot Contest, PO Box 607, Scappoose, OR 97056-0607. Entries will not be accepted by phone. All entries become the property of Wesco and will not be returned. All decisions of the judges are final and binding in all respects.

Two winning entries will be selected on or about August 7, 2009, by Wesco. The odds of winning the Name that Boot Contest depend on the number of eligible entries received. If more than one contestant submits a winning entry, all contestants who submitted that winning entry will be entered in a drawing conducted by Wesco personnel from which one winner will be randomly selected. The two winners will each receive a pair of Wesco boots valued at \$500. Only two prizes will be awarded.

All entries must be received at Wesco no later than 5:00 p.m. on July 31, 2009. Contest winners will be notified by email, telephone, or mail by August 15, 2009. Use or nonuse of the winning entry by Wesco will be at Wesco's sole discretion. If potential winner(s) cannot be contacted, do not respond within five days, or Wesco's notification is returned as undeliverable, such potential winner(s) forfeits all rights to any prize, and an alternate winner(s) may be selected. There is no limit to the number of times a person may enter the contest; however, only one name suggestion per entry will be allowed. Entry constitutes permission to use winner's name, likeness, and address (city/state) for publicity purposes without further compensation (except where prohibited by law).

Wesco assumes no liability for lost, late, or misdirected entries or for any computer, online, telephone, cable, electronic, software, hardware, transmission, connection, Internet, accessibility, or other access issue that might hinder the ability of any participant to enter the contest. Wesco reserves the rights to cancel, terminate, modify, or suspend the contest if necessary for technical reasons including computer viruses, bugs, tampering, and other technical failures.

Employees and principals of Wesco are not eligible to enter. Any applicable taxes are the sole responsibility of the winners. By entering, participants agree to be bound by these rules and release the sponsoring company, West Coast Shoe Company, its directors, officers, and employees from any liability, injuries, or damages arising from participation in the Name that Boot Contest. Wesco will not be liable for typographical errors in these Rules or other promotional materials relating to the Name that Boot Contest.

This contest is subject to all applicable federal, state, and local laws and regulations and is void where prohibited or restricted by law. Issues concerning the construction, validity, interpretation, and enforceability of these contest rules shall be governed by the laws of Oregon. All disputes arising out of or connected with this contest will be resolved individually, and without resort to class action, exclusively by a state or federal court located in Portland, Oregon. Should there be a conflict between the laws of Oregon and any other laws, the conflict will be resolved in favor of the laws of the State of Oregon. Any judgment or award in favor of a contestant/participant in this contest shall

be limited to actual out-of-pocket damages (excluding attorneys' fees) associated with participation in this contest and shall not include any indirect, punitive, incidental, and/or consequential damage.

## June 2009

### **Emerald Ash Borer has now been found in Western NY**

View the news release below if you are interested in reading more.

<http://readme.readmedia.com/news/show/Emerald-Ash-Borer-Found-in-New-York-State/794021>

### **Homeowners Notice: Treatment of trees in Massachusetts for Asian Longhorned Beetle is available**

The discovery of the invasive and destructive Asian longhorned beetle (ALB) in central Massachusetts has prompted the creation of a 64-square mile regulated area in Worcester County where activities are taking place to eradicate the invasive beetle. There has been interest expressed in private treatment by homeowners residing inside or outside of the ALB regulated area. It was previously stated that "There are no over-the-counter treatments formulated to successfully address the ALB."

This statement is inaccurate. Homeowners interested in pursuing chemical applications independently may do so if they desire. There are chemical treatments for ALB available from commercial applicators, as well as pesticides for use by homeowners. See the [attached letter from United States Department of Agriculture](#).

### **Swingle Receives Corporate Recognition Award from Families First**

DENVER – On May 13, Families First presented its 2009 Outstanding Corporate Support Award to Swingle Lawn, Tree and Landscape Care at the Friends Spring Luncheon held at the Denver Country Club. Each year this award is given to a business that has shown its commitment to community involvement by supporting the work of Families First. Since 2006, Swingle has donated landscaping service to Families First including caring for lawn, bushes, trees, drainage and irrigation systems and creating a spectacular holiday light display at The Family Center each holiday season.

The award was accepted by Swingle's CEO, Thomas R. Tolkacz. He concluded his remarks by saying, "The entire team at Swingle is truly honored and appreciative of being recognized by Families First. We believe in the vision of the guiding principles the founders and board of Families First have set forth and think helping just one child or twenty is worth our contribution, seeing that over 4,000 phone calls annually have been taken by Families First regarding support, tells us we are doing the right thing."

For more information, visit [www.myswingle.com](http://www.myswingle.com) or call 303-337-6200.

In Colorado, a child is abused or neglected every hour of every day. Families First has served the Denver community for over 20 years offering parenting classes, parent support groups, a support line in both English and Spanish and a residential treatment center focused on the prevention and treatment of child abuse. Families First strives to create a community that educates parents, nurtures children and strengthens families.

For more information visit [www.FamiliesFirstColorado.org](http://www.FamiliesFirstColorado.org) or call 303 -745-0327.

## May 2009

### **Rainbow Tree Care finds emerald ash borer infestation in St. Paul neighborhood**

The Minnesota Department of Agriculture (MDA) announced May 14 the discovery of an emerald

ash borer infestation (EAB) in St. Paul just northeast of the intersection of Interstate 94 and Highway 280. This is the first detection of the destructive tree pest in Minnesota.

The infestation was initially reported by TCIA member Rainbow Tree Care Company on May 13. After receiving the report and conducting an initial inspection, MDA submitted larvae from the infested trees to the U.S. Department of Agriculture (USDA) for confirmation as EAB.

In response to this finding, MDA plans to issue a quarantine prohibiting the movement of firewood, ash nursery stock, ash timber or any other article that could spread EAB in Ramsey and Hennepin counties. This quarantine is expected to be followed by a federal quarantine within days. MDA staff will now conduct a thorough survey of trees in the surrounding area to assess the extent of the infestation. Information from this survey will help determine the response strategy implemented by state and local officials. The Minnesota Department of Natural Resources (DNR) and the USDA Animal and Plant Health Inspection Service (APHIS) are working closely with MDA in the response.

EAB is an invasive beetle that attacks and kills ash trees. Its larvae kill ash trees by tunneling into the wood and feeding on the tree's nutrients. Since its accidental introduction into North America, EAB has killed millions of ash trees in 10 eastern states. With an estimated 900 million ash trees, Minnesota is a prime target for EAB. Earlier this year, MDA issued a quarantine for Houston County in response to an EAB infestation across the border in Wisconsin.

The metallic-green adult beetles are a half inch long, and are active from May to September. Signs of EAB infestation include one-eighth inch, D-shaped exit holes in ash tree bark and serpentine tunnels packed with sawdust under the bark. While EAB spreads slowly on its own, it can hitch a ride to new areas when people transport firewood or other wood products infested with the larvae. Officials urge Minnesotans to take steps to keep EAB from spreading:

- **Don't transport firewood, even within Minnesota.** Don't bring firewood along on a camping trip. Buy the wood you need locally from an approved vendor. Don't bring extra wood home with you.
- **Don't buy or move firewood from outside your area.** If someone comes to your door selling firewood, ask them about the source of the wood.

For more information, go to [treecaretips.org](http://treecaretips.org)

## February 2009

### Davey Acquires Cleveland Landscaping Firm

The Davey Tree Expert Company has acquired Monteleone Landscaping Company of North Royalton, Ohio. The family-run company, which provides landscape and snow management services throughout the Cleveland area, will join Davey's Commercial Landscape Services division.

"We're pleased to welcome this very successful organization to the Davey team," said George Gaumer, vice president and general manager, commercial landscape services. "They have a strong history of quality service, and the fact that the entire Monteleone team will be joining Davey makes this a very positive development for both organizations."

Frank, Vito and Pasquale Monteleone, Jr., will serve the branch in leadership positions and Angela Bova will continue as office coordinator. They will continue to serve their current customers throughout the Cleveland market. The company was founded by their father, Pasquale, Sr., in 1976, who recently retired.

Frank Monteleone, who has been named branch manager, points to the similarities between Davey and his company. "Both started as family businesses and both reflect a commitment to delivering what you promise," he said. He adds that from the start of discussions with Davey, the Monteleone family was struck by the values that the two companies share.

The Davey Company, with U.S. and Canadian operations in 45 states and five provinces, provides a variety of tree services, grounds maintenance, and consulting services for the residential, utility, commercial, and government markets. Founded in 1880, Davey is employee owned and has more than 7,000 employees.

## January 2009

### **ANSI invites manufacturers to attend ANSI-EPA Sustainable Products Standards Workshop**

The American National Standards Institute (ANSI), would like to invite manufacturers to attend the first ANSI-EPA Sustainable Products Standards Workshop on Wednesday and Thursday, April 8-9, 2009. To be held at the Crowne Plaza in Arlington, Virginia, this workshop will focus on issues related to sustainability/ environmental performance standards for products. Some of the discussion topics are expected to include:

- 1) The review and establishment of guiding principles for developing sustainability/environmental performance product standards;
- 2) Identification of existing standards and draft standards under development that are characterized as sustainability/environmental performance product standards (both in the U.S. and abroad); and
- 3) Identification of gaps and needs for additional sustainability/environmental performance product standards.

The workshop will provide a neutral venue where interested stakeholders can engage in discussions that will support and facilitate the timely development, promulgation, and use of voluntary consensus standards that address the sustainability/environmental performance of products.

Additional information and online registration will be available soon through ANSI's website ([www.ansi.org](http://www.ansi.org)). Registration for the workshop is complimentary, but due to space limitations, attendance may be limited.

If you have any questions please contact [psa@ansi.org](mailto:psa@ansi.org).

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### **TCIA and ISA call on TLC Network to Pull "Saw for Hire" Program Off the Air**

January 23, 2009

Mr. David M. Zaslav  
President and CEO  
Discovery Communications  
One Discovery Place Silver Spring, MD 20910

Dear Mr. Zaslav:

I would like to call your attention to a dangerous and unprofessional depiction of commercial tree care operations in the TLC program "Saw for Hire."

Tree care is one of the five most hazardous professions in the country, according to independent research. Fatalities are all too common, and serious injuries occur daily. To advance safety, respected arborists are hard at work with associations, professional societies, certification organizations and government at all levels to reduce the accident and fatality rates among workers in the trees. Your program undermines all of those efforts, and it defames thousands of professional arborists in the U.S. who will not compromise their ethics, their integrity and the very safety of themselves and their co-workers for the sake of sensationalism.

Commercial arboriculture is subject to a variety of Occupational Safety and Health Administration standards. Judging from your program and the footage available at <http://nosakraw.com>, the arborists at Nosak Tree Service are either unaware of, or choose to ignore, these safety requirements.

The Tree Care Industry Association represents approximately 2,000 businesses engaged in commercial tree care in the United States. Since 1938, the association has worked to promote and uphold the highest standards of safe and professional conduct, including creating a Certified

Treecare Safety Professional program and accrediting tree care companies so consumers know how to hire qualified companies.

In addition, the International Society of Arboriculture (ISA) represents over 30,000 professional and Certified Arborists around the world. Founded in 1924, ISA promotes the professional practice of arboriculture including administering the Certified Arborist credential program. Through its position as the Secretariat of the ANSI Accredited Standards Committee Z-133 Safety Standards for Arboricultural Practices, ISA also works to promote high safety standards within the industry.

Our organizations are concerned that "Saw for Hire" glorifies unsafe and otherwise unprofessional conduct that, if used as an example in the field, quite simply puts lives at risk – both arborists and the consumers who hire them. The violations are numerous and egregious. They are not simply small, technical violations of industry safety practices but life-threatening acts that repeatedly and consistently show a lack of knowledge of the basics of safe tree care operations.

Discovery Communications claims it is committed to managing its business activities in full compliance with all applicable laws and regulations and to ensuring honest and ethical behavior by its directors, officers, employees and contingent workers. "Saw for Hire" is a constant, ongoing violation of state, federal and industry professional standards and safety practices. In broadcasting this program, your network is complicit in the promotion of the unprofessional and unsafe practices of this company – practices that lead to injuries and fatalities in the tree care industry on a weekly basis.

Discovery Communications cannot be expected to know all of the safety regulations and best practices requirements that govern commercial arboriculture. Now that you have been made aware of the critically dangerous nature of the broadcast by your network, however, we ask that this program be taken off the air immediately for the benefit of consumers and arborists.

The tree care industry is ranked among the most dangerous professions in the United States. Employees in the tree care industry are often exposed to extreme hazards that must be met with an equally extreme commitment to safety. There are thousands of professional, safe and legally compliant tree care companies in the United States that could provide safe and professional examples of commercial arboriculture. It is in the spirit of cooperation, not confrontation, that we ask for your timely response.

Respectfully,

Cynthia Mills, CAE, CMC  
President & CEO  
Tree Care Industry Association

Jim Skiera, CAE  
Executive Director  
International Society of Arboriculture

#### **SavATree Establishes Natural Resource Consulting Division**

**January 5, 2009** - SavATree, the Northeast/Mid-Atlantic leader in tree, shrub and lawn care, today announced the launch of its Natural Resource Consulting Division. The new business division is designed to provide specialty services to private, corporate, institutional and municipal clients. SavATree services include:

- Tree Appraisal
- Legal & Expert Witness
- Project Management
- Tree Preservation
- Landscape Management Planning
- Site Evaluation
- Tree Inventory
- Formal Tree Risk Assessment

"SavATree's Natural Resource Consulting provides scientific, creative and state-of-the-art solutions to help communities responsibly manage a wide array of landscape issues and projects," stated Daniel van Starrenburg President and CEO of SavATree.

Patrick Parker, Plant Health Care Program Director for SavATree will head the division. Patrick is an ISA/MA Certified Arborist, CT and RI Licensed Arborist and NJ Certified Tree Expert with a background in plant biology, insect/disease management and product

technology. Patrick said, "I look forward to applying our advanced arboricultural services to enable clients to better protect trees, identify hazardous conditions through risk assessments, facilitate and prioritize tree maintenance decisions and realize their landscape vision."

SavATree is committed to providing knowledge and solutions to increase the quality of life in our community by maintaining and enhancing the urban forest.

Anyone interest in setting up an appointment can contact Patrick Parker at 914.864.3102 / [NRCD@savatree.com](mailto:NRCD@savatree.com)

**About SavATree:** This premier tree, shrub and lawn care company has been providing environmentally sensible tree, shrub and lawn care to residents, businesses, communities and historic properties for over 20 years. They currently operate in Connecticut, Massachusetts, Maryland, New Jersey, New York, Pennsylvania, Virginia, and Washington D.C. Industry certified arborists provide clients with expertise in tree care and help clients maintain a healthy, safe and beautiful landscape. Services include pruning, disease diagnosis, removal, insect and mite treatments and lawn care with organic and hybrid program options. SavATree is one of the few companies to receive the prestigious accreditation of the Tree Care Industry Association. For more information, please visit [www.savatree.com](http://www.savatree.com)

## November 2008

### Project EverGreen Releases 2009 Because Green Matters Calendar

NEW PRAGUE, Minn. (Nov. 24, 2008) - A dilapidated underpass is transformed into a welcoming green area for downtown workers to enjoy. A lush course greets a group of young golfers. A path winding through a forest of purple flowers invites walkers to stroll. All of these images and more are found in Project EverGreen's third annual Because Green Matters calendar.

Project EverGreen is a national non-profit service organization dedicated to promoting the benefits of public and private green spaces. No matter what the season, the new Because Green Matters calendar will make people yearn for the outdoors.

"Each month depicts a different way to enhance green space in your community," says Den Gardner, executive director of Project EverGreen. "The calendar photos range from a ballpark and golf course to landscaping projects anyone can do in their own backyard. This project shows the variety of green space that makes an impact in our lives."

Photos for the calendar are from hundreds of submissions to the Project EverGreen calendar photography contest. The winners all receive a \$100 gift certificate to a national gardening retailer.

Each month in the calendar is sponsored by a different organization supporting Project EverGreen's mission to promote the environmental, economic and lifestyle benefits of managed green spaces. Sponsors are the Professional Grounds Management Society, Outdoor Power Equipment Institute, Tree Care Industry Association, Turfgrass Producers International, Golf Course Superintendents Association of America, Professional Landcare Network (PLANET), Irrigation Association, SportsTurf Managers Association, the City of Akron, Sticks for Kids, Turf and Ornamental Communicators Association and Christmas SPIRIT Foundation.

The 2009 calendar is being sold as a fundraiser to benefit Project EverGreen's educational programs. The calendar is available by calling Project EverGreen toll-free at 1-877-758-4835. More information is available at [www.projectevergreen.com](http://www.projectevergreen.com).

### About Project EverGreen

Project EverGreen is a national non-profit service organization representing service providers, associations, suppliers/distributors, media companies, and others affiliated with the green industry. Project EverGreen's mission is to preserve and enhance green space in our communities for today and future generations. For more information, visit [www.projectevergreen.com](http://www.projectevergreen.com).

## **OSHA Head Joins Fisher & Phillips LLP**

*Former Assistant Secretary Edwin G. Foulke, Jr. Joins Labor and Employment Firm's Workplace Safety and Catastrophe Management Practice Group*

ATLANTA (November 10, 2008) – Fisher & Phillips LLP, a leading national labor and employment law firm, announced that former Assistant Secretary of Labor for Occupational Safety and Health, Edwin G. Foulke, Jr., has joined the firm. In his government role, Mr. Foulke headed the Occupational Safety and Health Administration (OSHA) where he oversaw a staff of more than 2,200 safety and health professionals, whistleblower investigators and support personnel. As Assistant Secretary he was responsible for overseeing the agency's enforcement, rule making, compliance assistance, training activities, and whistleblower activities.

Mr. Foulke joins Fisher & Phillips as a partner in the Workplace Safety and Catastrophe Management Practice Group, a multi-disciplinary group of attorneys who assist clients in developing and defending effective safety and health management programs in the context of the employer's overall labor relations strategy. Mr. Foulke's practice will include workplace safety compliance and strategic safety planning, defense of employers in workplace health and safety cases, providing advice and assistance to employers in responding to workplace catastrophes, and providing advice and advocacy for employers in legislative and regulatory matters.

Fisher & Phillips Chairman and Managing Partner Roger Quillen said, "For several years we have quietly focused on increasing our ability to handle the most challenging OSHA, mine safety, and catastrophic situations. Ed's joining us will substantially add to our experience and sophistication in this area. With his government service and private sector experience, Ed is one of the nation's foremost workplace safety and health experts."

Mr. Foulke said, "I am extremely excited about joining a law firm which already enjoys a national reputation for the work its attorneys have done on many of the most difficult workplace safety cases. Fisher & Phillips' commitment to assisting employers in strengthening workplace safety programs and protecting employees, coupled with its deep labor and employment resources, permits me to pursue a unique approach to workplace safety and employee relations. This approach will allow our clients to be more profitable and competitive in the global marketplace."



Mr. Foulke has practiced workplace safety and health law for almost 30 years. President George W. Bush appointed Mr. Foulke to head OSHA on September 25, 2005, the Senate confirmed him on March 15, 2006 and he was sworn in on April 3, 2006. During his tenure with OSHA, workplace injuries, illnesses and fatality rates dropped to their lowest level in recorded history. Mr. Foulke also served on the Occupational Safety and Health Review Commission from 1990 to 1995, chairing the commission from March 1990 to February 1994. The three-member commission is an independent federal adjudicatory agency that renders decisions involving workplace safety and health citations arising from OSHA inspections. Mr. Foulke is the only person to ever head both OSHA and the Commission. He also served on the Workplace Health and Safety Committee for the Society for Human Resource Management from 2000 to 2004 and was a member of the Health and Safety Subcommittee for the U.S. Chamber of Commerce. He also has spoken and written extensively on workplace safety and health issues as well as whistleblower protection.

A native of Perkasio, PA, Mr. Foulke graduated from North Carolina State University with honors in 1974. He earned his law degree from Loyola University in 1978, and a Master of Laws degree from Georgetown University in 1993.

### **About the Workplace Safety & Catastrophe Management Practice**

Fisher & Phillips attorneys draw upon all aspects of their labor and employment practice to assist employers in compliance with OSHA, the Mine Safety and Health Administration (MSHA), and related state and federal safety standards, as well as assist employers in the management of inspections by OSHA, MSHA, State Plan agencies, and organizations ranging from the Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) to the Chemical Safety Board (CSB). Fisher & Phillips attorneys have handled hundreds of death and catastrophic injury cases in recent years, including dust explosions, falls, crane and forming collapses, lock-out and guarding, and a wide array of complex safety and industrial hygiene issues. Fisher & Phillips emphasizes case handling

in the context of an effective workplace safety and health management program, which is also crucial to maintaining a strong employee relations atmosphere.

Fisher & Phillips attorneys approach a workplace catastrophe in a multidisciplinary manner, including management of the competing investigation demands, employee relations, media relations, and limiting exposure to ancillary civil and criminal cases.

**About Fisher & Phillips LLP ([www.laborlawyers.com](http://www.laborlawyers.com))**

Fisher & Phillips LLP represents employers nationally in labor, employment, civil rights, employee benefits and immigration matters. The firm has more than 200 attorneys in 19 offices. Founded in 1943, it is one of the first U.S. law firms to concentrate its practice exclusively upon representation of employers in labor and employment matters. The firm has offices in Atlanta, Charlotte, Chicago, Columbia, Dallas, Denver, Fort Lauderdale, Houston, Irvine, Kansas City, Las Vegas, New Jersey, New Orleans, Orlando, Philadelphia, Portland, San Diego, San Francisco, and Tampa.

## October 2008

### **Jimmy Johnson Named Fungicide Business Manager for Bayer Environmental Science**

*Johnson will also serve as golf market lead*

Research Triangle Park, N.C. (Oct. 7, 2008) – Jimmy Johnson was recently named fungicide business manager for the Green Business group of Bayer Environmental Science, the company recently announced. In his new position, he will also serve as the Bayer golf industry lead.

Johnson has more than 25 years experience in the turf and ornamental and crop- protection industries. For the past six years, Johnson was a golf sales representative for Bayer, covering Missouri, Iowa, Colorado, Minnesota, Kansas and Nebraska at various times. Before that, he was an insecticide product manager for Bayer CropScience.

Previously, Johnson was turf and ornamental marketing manager for Novartis (Ciba) in Greensboro, N.C. He also was a turf sales representative for Ciba, covering Michigan, Indiana and Kentucky. Before that, he worked in crop chemical sales for Ciba, first in Texas and then in Kansas.

A native of Arkansas, Johnson holds a bachelor's degree in animal science from the University of Arkansas and a master's degree in agricultural economics, also from the University of Arkansas.



For further information, contact your local Bayer sales representative or visit [www.BackedbyBayer.com](http://www.BackedbyBayer.com).

### **SavATree Merges with Holbrook Tree Service Gaining Critical Mass in Cape Cod**

Mashpee, MA September 22, 2008 - SavATree, the Northeast/Mid - Atlantic leader in tree, shrub and lawn care, today announced a merger with Yarmouthport, MA based, Holbrook Tree Service making SavATree the largest tree care provider on Cape Cod. The acquisition of Holbrook further promotes SavATree's strategy to provide environmentally sensible tree, shrub and lawn care services.

Holbrook Tree Service has been providing local residents with quality and reliable tree health care since 1971. As they considered options for merging the company, they wanted to entrust the business to a company with similar values and high quality

standards. John Holbrook, former Holbrook owner stated, "My motto has always been 'good clean tree work' and the fit for my customers was upper most in my mind. We chose to join forces with SavATree because of their 'customer centric culture' and arboricultural excellence." John Holbrook and his staff will continue as part of SavATree's Cape Cod team.

Daniel van Starrenburg, President of SavATree stated, "Our organization is built on quality service, a skilled team and a passion for landscape care. This reputation within the communities we serve and inside our industry continues to spark our growth. We are delighted to partner with a company built on service excellence and top quality work which ties directly to our goals and what our clients expect from us."

SavATree provides complimentary consultations and is available to handle emergencies. Call (508) 539-8723 to contact the local office.

**About SavATree:** This premier tree, shrub and lawn care company has been providing environmentally sensible tree, shrub and lawn care to residents, businesses and historic properties for over 20 years. They currently operate in Connecticut, Massachusetts, Maryland, New Jersey, New York, Pennsylvania, Virginia, and Washington D.C. Industry certified arborists provide clients with expertise in tree care and help clients maintain a healthy, safe and beautiful landscape. Services include pruning, disease diagnosis, removal, insect and mite treatments, organic lawn care, integrated lawn care and more. SavATree is one of the few companies to receive the prestigious accreditation of the Tree Care Industry Association. For more information, please visit [www.savatree.com](http://www.savatree.com)

#### **John Gibson takes over as president for Swingle Lawn, Tree and Landscape Care**

Colorado's largest independent landscape care services company promotes Gibson as its 6th president in 61 years.

Denver, Colorado - Swingle Lawn, Tree & Landscape Care, Colorado's premier landscape care services company, today announced the promotion of John Gibson as their new president.

Gibson was originally hired in 1991 as Swingle's Grounds Supervisor and quickly moved up the ranks in the company. By 1997, Gibson was promoted to the Manager of Lawns/Plant Health Care and within three years he was again promoted to Director of Operations for the Lawn and Plant Health Care Divisions. Gibson's recent work was focused on integrating acquisitions and the selection/implementation of a new software platform to improve operational efficiencies.

Gibson began his career in the green industry in 1987; he has received many industry awards and served as president on several Boards of Directors including: Colorado Association of Lawn Care Professionals (CALCP) in 1995 & Professional Landcare Network (PLANET) in 2006. Additionally, Gibson served as the representative for the Green Industries of Colorado (GreenCO) during the peak of Colorado's 2002-2003 drought.

Also announced today, was the promotion of Jeff Oxley to Vice President of Operations for Swingle. Originally hired in 1998 as Swingle's Enhancement Operations Manager, by July of 2000 Oxley was promoted to Director of Operations for the Pruning, Landscape, Irrigation and Christmas Décor Divisions. Oxley's recent work was focused on the growth and expansion of Swingle's Christmas Décor franchises, commercial sales management, and overseeing workmen's compensation and safety programs at Swingle.

Oxley began his career in the green industry in 1987 and has held several Committee Chair and Board of Director positions for the Associated Landscape Contractors of Colorado (ALCC). Oxley will be the President of ALCC for 2009.

Previous President, Thomas Tolkacz, will now serve as Swingle's CEO. Tolkacz's focus will shift to include acquisitions, financial relationships and special projects, he quoted Chuck Zamora in saying, "When you focus on the future, you give purpose to the present."

#### **HMI and Network Member Arbor Masters Continue to Provide Claims Support Services for Tree Removal and Loss In Texas**

*Horticultural Asset Management, Inc.'s (HMI's) tree claims support and disaster recovery service, along with network member Arbor Masters, one of the largest full service tree companies in the Midwest, continues to provide emergency claims support and tree removal services in Texas. Since the storm roared ashore on September 13, the team has assisted more than 150 victims of Hurricane Ike.*

Cary, NC (PRWEB) October 2, 2008 - Horticultural Asset Management, Inc.'s (HMI's) tree claims support and disaster recovery service, along with network member Arbor Masters, one of the largest full service tree companies in the Midwest, continues to provide emergency claims support and tree removal services in Texas. Since the storm roared ashore on September 13, the team has assisted more than 150 victims of Hurricane Ike. The HMI-Arbor Masters team mobilized prior to the storm in an effort to provide fast, reliable and expert services to anyone suffering tree damage.

"HMI is thrilled to have Arbor Masters as a part of our national claims support network and to be working side by side with them as we assist the victims of Hurricane Ike," said Doug Malawsky, Executive Vice President and COO of HMI. "The Arbor Master crews of certified arborists and accredited tree care professionals are working very long hours and providing expert tree care and removal services for property owners who have suffered damage or losses. They are to be commended for their efforts," Malawsky added.

HMI created the first national network of professional tree care experts who can provide a turnkey solution to insurance companies, disaster recovery services and restoration companies regarding damage caused by trees. In addition, having a national network of arborists provides a one stop solution for insurance companies which also may require an arborist opinion or analysis of tree loss.

"HMI and Arbor Masters are providing an extra level of comfort and support to property owners already overwhelmed by the enormous destruction of the storm", said Jerry Day, President of Arbor Masters. "Because HMI manages the claims processing among the insured, tree care companies and the insurance industry, we can stick to what we do best - taking care of the downed or damaged tree and mitigating further damage. We have been doing tree work for over 50 years. We're bonded and insured and know how to take care of tree damage in any situation," added Day.

HMI's network provides all services related to tree claims and tree damage recovery, including tree and debris removal, reports to support subrogation actions, and replacement cost values for lost trees and shrubs. When a claim is received a tree care expert is immediately sent to the loss location to inspect the damage, determine urgency, and provide pictures and an estimate for adjusting purposes.

#### **About Horticultural Asset Management, Inc. (HMI)**

In addition to claims support services involving tree loss, Horticultural Asset Management, Inc. provides revolutionary products and services that are utilized by the insurance industry as well as the tax, legal and real estate industries. HMI's Horticultural Scientific Standard (HS<sup>2</sup>™) enables HMI to provide accurate replacement costs for landscape assets thus accurately rating these assets for insurance purposes. HMI also provides insurance companies risk mitigation inspections of large trees surrounding homes and businesses which could cause extensive damage if they were to fall.

#### **About Arbor Masters**

Established in 1956 as a residential tree service company, Arbor Masters Tree Service was previously known as Shawnee Mission Tree & Landscape.

This third generation family-owned business now provides a full scope of tree, landscape, plant care and turf services in the metropolitan areas of Kansas City, Wichita, KS, Oklahoma City/Tulsa, OK, Ocala, FL, and Ft. Worth, TX. Additionally, the Emergency Storm Response division provides clean up and tree pruning services throughout the United States.

In order to report a claim involving a tree loss contact HMI's claim support hot line at (877) 406-3232.

## **September 2008**

#### **Northeast Horticultural helps Eagle project in CT**

Stacey Marcell, licensed arborist and owner of Northeast Horticultural Services, donated her time to help Timothy Michael Burke, Eagle Scout candidate, and his Troop 68 from Trumbull, Conn., master skills in horticulture and plant care on May 24, 2008, at Connecticut's Beardsley Zoo in Bridgeport.

As part of his application to receive his Eagle Scout Badge, Timothy elected to revitalize the Wetlands Aviary at the zoo. He identified several problems that required the removal of non-native invasive plants and replaced them with native species that are more ecologically accurate and sustainable. Due to the size of the area and the costs involved with obtaining plants and materials, he expected the project to take all summer.

A strong supporter of the scouts, Stacey Marcell stepped in and donated \$3,000 in shrubs and trees. Additionally, she and two members of her crew donated their time to work with the troop and complete the project in one day. "I was eager to get involved, because my grandfather was an Eagle Scout and I am excited to hopefully have my son, Cameron, follow in his same footsteps," says Marcell.

She worked with Tim to evaluate the environment and prepare the area by raking dead leaves, removing debris, pruning existing trees, removing dead plants and transplanting shrubs that required better placement to thrive. Each step of the way, she brought the troops together to teach them about the plants she selected, why she selected them and how to properly place them in a balanced environment where they don't compete for the sun and other nutrients. Scouts assisted with all the activities, including pruning, digging holes, watering and plant placement.

Marcell recruited her friends from Northeast Tree Service to bring in a bucket truck to help prune the large trees blocking the sun from the Aviary. "I'm really glad I was able to share with the scouts my passion for plant and tree care and hope I was able to instill in them how to be good stewards of the land."

Stacey's contribution enabled Tim to get his Eagle Scout Badge before his eighteenth birthday.

#### **SavATree volunteers help with trees in Central Park**

In honor of the 150th anniversary of the Olmsted and Vaux Greensward Plan, SavATree earlier this summer provided care to approximately 75 trees in the East Meadow of New York City's Central Park. The goal of the project was to enhance the natural beauty of the East Meadow knoll, maximize safety along pathways, and open up the view, according to Ralph Robbins, SavATree vice president.

The project by a team of 25 volunteer arborists and senior managers required a variety of pruning techniques on a wide range of species, including lindens, cherries, sugar maples, red maples, white pines, elms, crabapples and sycamores. A handful of invasive plants in poor health were removed, and chipped wood from the project was to be reused in other areas of the park. The volunteer crew also planted a commemorative crabapple tree on site.

The East Meadow is on the north end of the park and accessible from the East 102nd street entrance.

#### **Bil-Jax, Inc. acquired by the Haulotte Group, SA**

TCIA associate member Bil-Jax, Inc. has been acquired by the U.S. subsidiary of Haulotte Group, SA. Bil-Jax is a manufacturer of articulating and other aerial work platforms.

"We have taken the next natural step of growth and together can offer an increasingly exciting set of access solutions for consumers, while becoming better positioned to compete in the access market," said Jeff Ott, CEO of Bil-Jax Inc. "We believe this alliance with Haulotte Group will deliver superior value, better choices, and more innovation to our customers and industry partners. Additionally, it will increase product offerings and create a position outside of the U.S."

#### **Vermeer named to environmental track by EPA**

Vermeer Corporation was inducted into the Performance Track program in July by the federal Environmental Protection Agency.

Launched in June of 2000, the National Environmental Performance Track is a voluntary partnership program that recognizes and rewards private and public facilities who demonstrate strong environmental performance beyond current requirements. To qualify, applicants must have implemented an independently-assessed environmental management system, have a record of sustained compliance with environmental laws and regulations, commit to achieving measurable environmental results that go beyond compliance, and provide information to the local community on their environmental activities. Currently the program has recognized 550 members including major corporations, small businesses, and public facilities that are steering a course toward environmental excellence.

"We are excited to be among the few companies in Iowa and the nation who have been accepted into the Performance Track program," said Mary Andringa, president and co-CEO of Vermeer Corporation. "Vermeer is committed to protecting our global resources and has worked hard as a company and within our community to enhance our environment."

## Swingle ranked one of 100 largest U.S. landscape firms

Lawn & Landscape Magazine ranked Swingle Lawn, Tree & Landscape Care of Denver, Colorado, the 87th largest landscape company on its recently published Top 100 list.

The list, published in Lawn & Landscape's June issue, highlights the 100 largest companies in the industry based on 2007 year-end revenue. Companies on the list provide a range of green industry services including landscape maintenance, chemical lawn care/fertilization, landscape design/build/installation, irrigation installation/maintenance and tree and ornamental care. Top 100 firms are headquartered in 24 states; two are based in Ontario.

## Partnerships are driving new tree care coverage protections

Ogilvy-Hill Insurance noted its 120th anniversary in July, celebrating the many partnerships among principals of the company that contributed to its long history. And, looking forward, Mark Shipp, president and CEO, sees partnerships with the tree care industry as an important part of the company's future.

Ogilvy-Hill, a long-time TCIA Associate Member, provides comprehensive insurance, risk management, and employee benefit services to middle market companies with 50 to 1,000 employees. Services include risk identification and assessment, insurance program design, placement and administration, premium financing services, as well as risk management and loss control consulting.

Shipp, who has been with the company for 14 years, says he found a niche for himself and the company when he focused his attention on the needs and interests of the commercial tree care industry, which accounts for 50 percent of the business he garners for Ogilvy-Hill.

Commercial tree care business accounts for about 20 percent of Ogilvy-Hill's \$8 million in annual revenue, Shipp says, adding that he initially went after tree care companies' business for a couple of reasons.

"One of the things that really drove me toward arboriculture is that it was highly misunderstood by the insurance industry, especially the quality tree care companies," Shipp says. "The insurance industry had no idea of the level of sophistication of tree care companies. They hadn't embraced the industry at all or understood the risk dynamic or characteristics. And insurance companies usually price for what they don't know.

"I was able to find carrier partners that would embrace the tree care industry to the benefit of my clients. My first client was a referral from a landscape contractor, where my client was absolutely bleeding from the insurance costs. I was able to walk through and embrace that particular account, become familiar with the industry - and I said, here's my calling to the insurance world. It really gave me a greater purpose to pursue."

The particular issues in California were related to tree care being lumped in with general construction, because in California tree care operators are licensed contractors. And, with insurance companies not understanding the characteristics of typical tree accounts, they would lump them in with their construction strategy.

"Construction has long-term exposure because post-construction defects are a huge issue," says Shipp. "Why they would lump them in with construction I don't know. With tree care companies, 99 percent of the time if something happens, it happens immediately. There's no long-term exposure."

Shipp's involvement with the industry led to his serving for six years - the maximum of two terms allowed at the time - as an associate director on TCIA's board. He is also a member of the CTSP (Certified Treecare Safety Professional) Council, and was an original member of the exploratory committee for creation of the Accreditation program. This relationship, as well Ogilvy-Hill's recognizing his ability to see potential markets, is what allowed him to work his way up through the ranks at the company, Shipp says.

Shipp was also recognized for his strategic thinking within the tree care industry and for representing Gen X during his two terms on the TCIA Board of Directors. Cynthia Mills, TCIA President & CEO says, "Mark was always able to step back and project into the future to consider what was in the best interests of our members. We were fortunate to have his contributions for six years and especially during our work to establish the Transformation of the Industry."

In another partnership, Ogilvy-Hill is the exclusive ArborMax representative for the state of California.

"My dream since I was on the board was to have sustainable insurance for the tree care industry

that would provide a long-term solution for workers' compensation. One of the things I've found is that we can't be all things to all people. We have to really design and set forth what needs to happen in order to make them attractive to the marketplace."

With rising costs in just about every quarter, Shipp says there are things business owners can do to control insurance premiums in the near future.

"A lot of it has to do with prevention and making sure people understand what the components of their cost of risk are - not just the direct premium dollars, and what they need to do to make themselves as attractive as they can be to the insurance marketplace."

TCIA's Accreditation and CTSP programs are two ways to do that, he says.

"We plan on driving Accreditation in California. We've had successive discussions with insurance carriers about Accreditation, and we know that the companies that become accredited will be perceived as much better risks than the ones that are not."

Shipp points to recent TCIA accident survey results indicating that accredited companies and/or those with CTSPs on board are seeing fewer accidents than those that are not involved in those programs.

"It goes to overall awareness," Shipp says. "Never before have they had the opportunity to run their companies, or train individuals, and give them that information and education to be able to have an affect on their cost of risk. Also, to have somebody who is up to speed on regulatory issues, to drive the safety culture, someone to act as a liaison with insurance company representatives regarding safety issues will be a tremendous help."

Another market Ogilvy-Hill is now focusing on is employee benefits. "We're finding that more and more companies in the tree care market are taking on employee benefits plans," says Shipp. "Soon we (in California) are going to have some kind of mandatory health care coverage for operations with more than 10 employees."

Also, in California, because there is a heavy Spanish-speaking workforce, Ogilvy has developed numerous programs specifically targeting the needs of that group. "We have a bilingual staff that really has an understanding of what's happening with the Hispanic worker ... and they are a lot more open to wanting to participate in the coverage once we've talked with them."

All in a name

Ogilvy-Hill was incorporated in December 1969, but was originally formed in 1888 by an individual, Fred Moore, who was then joined by Henry Pierce that same year. Over the years, the firm's name changed several times as different partners came and went. Finally, in April 1958, Milton Hill joined the firm, then known as Ogilvy, Gilbert & Norris. In 1962 the firm name was changed to Ogilvy, Gilbert, Norris & Hill.

When the firm was incorporated, it retained the name with James Norris, president, and Milton Hill, vice president. Norris retired in 1988 and Hill became president. In 1994, Hill, now semi-retired, turned over the operation of the agency to his two sons, Christopher Hill and Phillip Hill.

On April 17, 2000, the company began doing business as Ogilvy-Hill Insurance. Christopher Hill left the firm in February 2006. Shipp, who joined the agency in 1995, became president and CEO in February 2006. Phillip Hill now serves as CFO.

Ogilvy-Hill, based in Santa Barbara, California, has offices in Oxnard and Thousand Oaks, and now has 48 employees.

"We got our start back in the horse and wagon days out on the end of a pier in Santa Barbara called Stearns Wharf. There's a whole litany of succession through generations that has me now carrying the ball. It's been a tremendous honor and a duty to carry on the legacy of our old firm," says Shipp.

For the record, he has no plans to change the company masthead to Ogilvy-Hill-Shipp.

"It's not about me, it's about our clients. We exist to serve."

## **August 2008**

### **TCIA celebrates its 70th anniversary and its new headquarters with open house BBQ**

On the evening of June 17, TCIA members, associate members, directors, staff and friends gathered at the new TCIA headquarters in Londonderry, N.H., for an evening of celebration. More than 90 guests and staff were on hand to recognize the 70th anniversary of TCIA and to be

introduced to the new home of their industry's trade association.

Guests were greeted with tours of the new office as they arrived, and had the opportunity to meet each staff member and learn about his or her role in the organization. A barbecue dinner with all the fixings was served and followed by a cake cutting ceremony with a few words from Scott Packard, TCIA chair, and Cynthia Mills, president & CEO. Mills read aloud from a letter sent from New Hampshire Senator John Sununu, who was invited but could not attend. In the letter, Sen. Sununu congratulated TCIA on its 70th anniversary and complimented the association for having become "the go-to resource for professional standards in the industry and a reliable trade association for its members."

Throughout the evening, guests visited the office of Mark Garvin, TCIA chief program officer, to hear updates on the strides the industry's political action committee, the Voice for Trees, is making in Washington, D.C.

Upon arrival, each guest was asked to fill out a prize drawing entry that included questions about how far they had traveled to attend (aside from Board members, who came from all around the country); how long they had been a member, and more. Prize winners were announced every half hour:

Janet Bornancin of the TREE Fund was the non-Board member who travelled furthest to attend - from Chicago.

The Collins family of Collins Tree Service, Inc. won for longest-running member - 30+ years.

Mark Barselle of Townsend Insurance Agency won for newest member in attendance (less than one year);

and Ken Celmer of Davey Tree won for the company with the most employees (6,000).

The evening was a huge success and a great way to kick off the summer season. TCIA looks forward to holding more Open House events in the future - and with the advances this industry is continually making, we're sure there will be plenty of more reasons to celebrate!



*Scott Packard and Cynthia Mills do the cake-cutting honors.*

## July 2008

### **Emerald Ash Borer (*Agrilus planipennis*) in Fairfax County, Virginia**

The Animal and Plant Health Inspection Service (APHIS) confirmed the identification of Emerald Ash Borer (EAB), in Fairfax County, Virginia, on July 9, 2008. This EAB detection is in close proximity to Dulles International Airport. The initial detection was made on July 7, 2008, by an employee from the Virginia Department of Forestry (VDF), who noticed several suspect EAB exit holes. The VDF informed the Virginia Department of Agriculture and Consumer Services (VDACS) who, in turn, notified APHIS of the suspect EAB find.

On July 8, 2008, APHIS and VDACS personnel visited the suspect EAB site in Fairfax, Virginia. One partially emerged adult and two dead adult beetles were recovered and sent to an APHIS Identifier in Michigan, who confirmed their identity as EAB. In response to this detection, APHIS is working closely with the State of Virginia to carry out delimiting surveys around the initial detection site. Further, it is necessary for APHIS to quarantine this infested area in order to prevent the further spread of EAB. Accordingly, effective immediately, all interstate movement of EAB regulated articles from Fairfax County must be done in accordance with the Federal Order. Specifically, the interstate movement of EAB-host wood and wood products from Fairfax County is regulated, including firewood of all hardwoods species, nursery stock, green lumber, waste, compost, and chips of ash species. The Federal Order allows Virginia 30 days from July 11, 2008, to place an equivalent parallel quarantine in place for EAB, otherwise it will be necessary to quarantine the entire State as an EAB quarantine area.

EAB is present in some parts of the United States. Currently, the entire States of Ohio, Indiana, and Illinois are quarantined for EAB, together with portions of Michigan's Upper Peninsula, the entirety of Michigan's Lower Peninsula, and Prince George's County in Maryland. Four counties in western Pennsylvania are also under quarantine and EAB was detected last year in one county in West

Virginia. EAB is an invasive wood boring beetle that is native to China and eastern Asia. EAB probably arrived in North America hidden in wood packing materials commonly used to ship consumer and other goods. It was first detected in the United States in southeastern Michigan. Since then, EAB has been responsible for the death and decline of more than 25 million ash trees in the United States. The interstate movement of firewood from quarantined areas is an especially high risk pathway for spreading EAB, and APHIS is working with State cooperators and foresters to raise awareness about this threat among the public.

Under IPPC standards, the emerald ash borer is considered to be a pest that is **present, only in some areas and subject to official control** in the United States.

Contact: Paul Chaloux, Acting EAB National Program Manager, at (301) 734-0917

## **The Care of Trees, Inc. Joins The Davey Tree Expert Company**

**Industry leading companies unite with over 7,000 employees operating in 45 states and 6 Canadian provinces.**

KENT, Ohio, June 30, 2008— The Davey Tree Expert Company, North America's original and largest residential tree care company, has merged with The Care of Trees, Inc., one of the nation's top three premier residential/commercial tree service organizations.

Davey Tree, founded in 1880 by John Davey, provides diversified services and technical consulting to the utility industry, state and federal governments, large commercial properties, and golf and sports facilities, in addition to the residential market. In 2007, Davey had consolidated revenues of \$506 million. Employee-owned since 1979, Davey is the 16th largest majority employee-owned company in the United States according to the National Center for Employee Ownership.

The Care of Trees, based in Wheeling, Illinois, has operations and facilities in Illinois, California, Connecticut, Maryland, New York, Pennsylvania and Virginia. It provides tree care services for more than 60,000 residential and commercial clients. In 2007, The Care of Trees posted revenues of approximately \$51 million.

Hendricksen Tree Experts was established in the 1960s by John R. Hendricksen, and later became The Care of Trees as a result of the merger of Archibald Enoch Price, the Care of Trees, and Hendricksen Tree Experts in 1985. Hendricksen, prior to the merger, was the principal owner of this employee-owned business. Going forward, The Care of Trees will operate as a wholly owned Davey subsidiary.

"The Care of Trees and Davey Tree combined have nearly 170 years of experience providing advanced tree care services. We will continue to focus on service integrity as we build on the best qualities of both companies," said Karl J. Warnke, Davey president and CEO. "It's an exciting time as we unite our individual strengths for the mutual benefit of our clients and our employee owners."

Warnke added, "Our companies have many similarities. As employee-owned companies, our people are the foundation of our success. We have storied histories and similar cultures. We take pride in providing employees with the atmosphere and training they need to deliver the highest levels of performance and customer service."

"This merger gives us the chance to take the best practices of both companies across North America," said Hendricksen, chairman of The Care of Trees. "Our commitment to our employees, particularly exemplified with our *Leading with Safety* program, is very compatible with Davey's safety commitment to their employee owners."

This transaction is Davey's thirteenth acquisition in the past two years. It follows Davey's March 2008 acquisition of the assets of Wolf Tree Experts, Inc., a Knoxville, Tennessee-based utility tree trimming company with 700 employees, a 13-state service area, and annualized revenues of over \$40 million.

For more information about Davey, visit [www.davey.com](http://www.davey.com) and for more information about The Care of Trees visit [www.thecareoftrees.com/](http://www.thecareoftrees.com/).

## **June 2008**

**Judd Hart of Sterling heights named president of the arboriculture society of**

## Michigan

Lansing - the Arboriculture Society of Michigan (ASM) Board of Directors announced that Judd Hart of Sterling Heights, MI as President. Past President and now Secretary/Treasurer Peter Baker of



the Lansing Board of Water and Light said, "Judd brings a wealth of experience and knowledge to lead our organization in the year ahead."

Judd Hart is President and founder of J. H. Hart Urban Forestry. With his entrepreneurial skills, passion for trees and business, Judd grew J. H. Hart Urban Forestry into one of the largest full service forestry companies in Southeast Michigan. J. H. Hart Urban Forestry is the contract City Forester for numerous communities in Southeast Michigan. Hart's business also performs utility line clearance for AT&T and does residential and golf course tree care.

J. H. Hart Urban Forestry has a staff of 50-60 people and a 65 truck fleet that services the state, primarily Southeast Lower Michigan. The Plant Health Care staff consists of Certified

Arborists and Registered Foresters.

Judd is a proud member not only of the Arboriculture Society of Michigan but also the Michigan Turfgrass Foundation, International Society of Arboriculture, Michigan Green Industry Association, and the Tree Care Industry Association.

Hart gives back to his community by playing large rolls in the activities at Holy Name, Eton Academy, Brother Rice and Marion, the schools in which his children have attended, presently and in the past. He is also on the Board at Manesa Jesuit Retreat House, and the Chairman of the Manresa Gala a very successful auction in the Detroit Metro area.

*Arboriculture Society of Michigan (ASM) a professional organization representing arboriculture/urban forestry is the Michigan Chapter of the International Society of Arboriculture (ISA) which represents 20,000 members worldwide. ASM's membership includes arborists, urban foresters, professional tree workers/climbers, academia, and others who are interested in arboriculture and the health and care of Michigan's trees. ASM's mission is to advance the development of urban forestry professionals, to advocate on behalf of our industry, while promoting strong ethics and high standards of practice.*

## Davey Names Deevers VP, Utility Services, Eastern Operations

The Davey Tree Expert Company has named Scott Deevers, vice president for utility services, eastern operations.

According to Steven Marshall, Davey executive vice president/operations, "Deevers has proven himself to a valuable asset to the Company and his promotion has been well-earned and is well-deserved."

Deevers is a 1991 graduate of Miami University. He joined Davey in 1993 and has served in a variety of positions, most recently as operations manager for eastern utility services. He is a past member of Davey's President's Council.

The Davey Tree Expert Company provides tree, shrub and lawn care, large tree moving, grounds management, vegetation management and consulting services throughout North America. Founded in 1880, Davey has more than 6,000 employees. For additional information about the company, visit [www.davey.com](http://www.davey.com).



## SavATree Names Edmund M. Shebert Vice President - Development

Bedford Hills, NY, February 18, 2008 - SavATree names Edmund M. Shebert Vice President - Development to further its expansion efforts and leadership role in the green industry. Mr. Shebert will be directly involved in the recruitment, negotiation and purchase of tree care companies that fit SavATree's business model. Mr. Shebert will report directly to Daniel van Starrenburg, SavATree's President and CEO.

With more than 40 years combined financial and executive experience, Mr. Shebert joins SavATree from McFarland Tree & Landscape, Inc., where he served as General Manager and helped to substantially increased sales. He previously spent 15 years at The Care of Trees, as CFO and member of the executive team growing the company through acquisitions, tactical action plan development, budgeting and the establishment of internal controls. Prior to that, he held Controller and accounting positions. Mr. Shebert is a Certified Public Accountant.

"I am delighted to welcome Ed to the SavATree team," said Daniel van Starrenburg, President and CEO of SavATree. Ed's proven track record, unstoppable energy and financial acumen will ensure SavATree's continued success in existing and new markets. He will be an integral member of our team, fueling new opportunities through acquisitions and fold-ins and upholding SavATree as the premier tree, shrub and lawn care company for residential, commercial and institutional clients." SavATree is a cutting-edge green industry leader committed to providing long-term arboricultural excellence in the communities it serves. Call Ed at 914-564-6638 for information on business evaluation and opportunities for joining forces.

### **Mike Galvin is Casey Trees new Deputy Director**

Casey Trees, the Washington, DC nonprofit working to "preserve, enhance and protect the tree canopy of the nation's capital," has hired Mike Galvin for the new position of Deputy Director. Galvin, most recently Maryland's lead urban forester, will oversee the organization's Tree Planting, Education, Data Gathering and Analysis, and Planning and Design units, with an eye toward program expansion and refinement.

"Mike brings a wealth of knowledge, experience and leadership to Casey Trees," said Mark Buscaino, the organization's executive director. "We are honored to have Mike join our team of dedicated employees, volunteers and Citizen Foresters."

Galvin comes to Casey Trees after 13 years with the Maryland Department of Natural Resources Forest Service. While at MD-DNR he developed programs to provide urban forestry technical and financial assistance to local governments, non-profits and citizens, and pioneered the use of Urban Tree Canopy goal setting for communities in the Chesapeake Bay region. He also administered a number of tree protection laws, including mitigation of forest loss during state facility and highway construction.

Galvin is a Registered Consulting Arborist, co-principal investigator for the National Science Foundation's Baltimore Ecosystem Study and author of dozens of publications on arboriculture and urban forestry nationwide. He recently received the Tree Care Industry Association's 2007 Advancing Arboriculture Award for his work to professionalize the tree care industry in Maryland. He begins work May 1st at Casey Trees.

For more information on Casey Trees visit [www.caseytrees.org](http://www.caseytrees.org).

### **Jarraf Industries announces three new service centers**

ST. PETER, Minn. - Jarraf Industries, St. Peter, Minn., announced that three new facilities have been authorized to service the Jarraf All-Terrain Tree Trimmer. Ritchie Equipment Repair, Inc., Kannapolis, N.C., Gildon Hydraulics, Pearl, Miss., and Superior Aerial, Kent, Ohio have been designated to serve Jarraf's customers.

"We want to offer the best service we can in order to keep the machines working in the field. These service centers allow us to do that more effectively," said Heidi Boyum, Owner and CFO of Jarraf Industries.

Jarraf now has a total of four authorized service centers. Each of the facilities is equipped with service trucks and years of experience. They offer comprehensive Jarraf mechanical services including general maintenance, undercarriage maintenance, part installation and hydraulic service.

The Jarraf All-Terrain Tree Trimmer is designed to safely and efficiently maintain utility right-of-ways. For more information about Jarraf or to find a service center in your area contact Jarraf Industries at (800) 767-7112 or visit [www.jarraf.com](http://www.jarraf.com).

### **Greasing the Square, Accreditation Peg**

South Carolina Based Consulting Firm Seeks to Ease Accreditation Woes for Otherwise

## Well-Rounded Tree Care Companies

The Tree Service Industry has long been tortured by high winds. Not the winds that make high limbs sway, but the winds that blow start-up tree service companies in and out of town every couple years. The companies that survive long enough to put down deep and enduring roots are those that concern themselves with quality, safety, and building a solid reputation in the even smaller world that makes up their local markets.

The founder of Customized Consulting has been in the industry long enough to see many such well-intended companies throw in the towel. It's a rare, business-minded individual who can manage the day-to-day operations of running a business and stay on top of industry trends and advancements and investigate ways to increase his business model efficiency and explore ways to grow his company in their market space. Customized Consulting, Inc. aids businesses by driving the TCIA accreditation process and various other marketing, internal organization, work flow or safety program development efforts. Their experts have over 40 years experience in evaluating business processes and recommending actions that will multiply growth and safety efforts. TCIA accreditation is an involved and explorative process. But by outsourcing the tedious and specialized parts of the process, managers and controllers are able to consolidate their focus on things that make a difference day to day.

"You can work a lot more hours and not see a return on it." said Hodge; "Companies have invested huge amounts of time and resources to reaching the next level, without success. What will buoy their efforts, sometimes dramatically, is a proven strategy that doesn't experiment with things that have been tried by others and don't work. Follow a proven plan and you'll get there. That's what we do for our clients."

TCIA Accreditation has been shown to identify to clients, the true professionals of the industry. Developers and state and local governments are beginning to recognize the distinguishing characteristics of accredited tree care companies. TCIA accreditation certifies companies as pursuing safety, best practices, and higher levels of service, as well as recognizing the organizational status, experience and professionalism of the most accomplished tree service companies.

Companies seeking TCIA Accreditation or looking for professional advice and services can contact Customized Consulting on the web at <http://www.tciaaccreditation.com/>, by email at [charles@tciaaccreditation.com](mailto:charles@tciaaccreditation.com) or by phone at 864-380-6608.

## April 2008

### Rep. Doris Matsui Introduces the Energy Conservation Through Trees Act

#### Will Promote Cleaner Air, Reduce Global Warming

WASHINGTON , D.C. - Tuesday, April 22, 2008, Rep. Doris Matsui (CA-05) introduced the Energy Conservation Through Trees Act of 2008 to help lower utility bills and improve air quality. By promoting the strategic planting of trees, the amount of energy needed to heat and cool homes will be reduced.

"Today, we are tasked with reducing our dependence on foreign oil, stabilizing our energy grid, and improving air quality. By harnessing the enterprising spirit of Americans and utilizing a diverse range of innovative approaches, we can accomplish this goal," said Rep. Matsui.

Patterned after the successful model established by the Sacramento Municipal Utility District (SMUD), the Energy Conservation Through Trees Act seeks to save Americans dramatic amounts of money on their utility bills and reduce outside temperatures in urban areas. The program conducted by SMUD has been proven to lower energy bills, make local power utilities more cost-effective, and reduce air pollution.

Planting shade trees around homes in a strategic manner is a proven way to lower energy demand in residential areas. According to research conducted by the Department of Energy, three shade trees strategically planted around a house can reduce home air-conditioning bills by about 30 percent in some cities, and a nationwide shade program could reduce air-conditioning use by at least 10 percent. Shade trees also help to:

- Improve public health and air quality by absorbing particulate matter;
- Store carbon dioxide to help slow global warming;

- Reduce the risk of flooding in urban areas by absorbing stormwater runoff;
- Improve private property values and increase residential aesthetics;
- Preserve public infrastructure, such as streets and sidewalks. The legislation requires the use of science-based tree-siting guidelines to ensure that trees are not planted in locations that will disrupt pre-existing infrastructure, block solar panels and wind turbines, or damage power lines. Consultation during the development of these guidelines must be provided by Technical Advisory Committees (TACs) that are composed of local energy and arboricultural experts.

It also requires utilities that receive assistance to partner with nonprofit tree-planting organizations or other municipal infrastructure groups to run the technical side of the program. These nonprofit groups are meant to serve as tree-planting experts to complement utilities' financial interest in lowering peak energy demand and reducing consumption. They will provide technical and outreach assistance, work with tree recipients, and ensure that trees are planted in the right place to maximize energy conservation.

"In Sacramento, we are committed to solving the global warming crisis and reducing our impact on our planet. By expanding one of our successful local initiatives to the national level, we can help ensure that we are handing over a cleaner world to future generations," said Rep. Matsui.

"My legislation is a piece of the puzzle that will become the solution to our environmental challenges and securing our energy independence. We must take action now to make sure that our planet continues to thrive and flourish for years to come. Reducing our environmental impact will have far-reaching effects into the quality of life for the American people, and people around the world," said Rep. Matsui.

### Asian longhorned beetle eradicated from Illinois

On April 23, the U.S. Department of Agriculture announced the official eradication of the Asian longhorned beetle (*Anoplophora glabripennis*) (ALB) from Illinois. The announcement was held in the Ravenswood, Chicago neighborhood where the pest was found almost 10 years ago. This makes Illinois the first state fighting active ALB infestations to declare victory over the invasive insect.

ALB was discovered in Illinois in the summer of 1998, and the most recent infestation was detected around Chicago's Oz Park in 2003. Since that time, extensive surveys have not found adult ALB or any signs of infestation. With at least four years of active surveys and no signs of insects or infestation uncovered, USDA and its partners now can declare ALB eradication in Illinois.

Between 1998 and 2006, approximately 1,771 host trees were removed to destroy the invasive insect. In Illinois, ALB quarantine zones have existed in numerous Chicago neighborhoods, including Oz Park, Ravenswood, Kilbourn Park, Loyola, Park Ridge, O'Hare, Addison and Summit. As many as 35 square miles were quarantined for the pest in and around Chicago, with 61 square miles considered infested and surveyed for signs of beetles. The last chemical treatments took place in the Oz Park area in 2006.

The ALB is about 1.5 inches long and shiny black with antenna up to twice the length of their bodies, banded in black and white. Host tree species that beetles favor include maple, birch, elm and poplar, among others.

USDA currently is working with its state and local government partners to eradicate ALB in parts of New York and in central New Jersey. Additional information about ALB can be found at [www.aphis.usda.gov](http://www.aphis.usda.gov).

### Husqvarna Now Direct Coast to Coast with Independent Dealers in all 50 States

**CHARLOTTE, N.C. [April 16, 2008]** - Husqvarna today announced direct interaction with independent dealers in all 50 states.

Beginning today, Husqvarna's authorized dealers nationwide will enjoy benefits such as direct connection with Husqvarna sales representatives, ordering directly from Husqvarna and will benefit from the comprehensive sales, service, financial services and marketing support that Husqvarna provides its dealer network.

"Our direct, nationwide communication not only provides our dealers with the best support in the industry, but also enables them to better service their customers," said Dave Zerfoss, president, Husqvarna Forest and Garden Company. "Since we know brand preference and loyalty will be won or lost on service, our relationship with and support for our dealers is of utmost importance."

In addition, Husqvarna's dealers are able to benefit from the "All Year Program" - an initiative that

enables dealers to order the products they need at the rate they need it in order to better manage inventory and cash flow. Husqvarna's financial services for dealers include wholesale inventory financing, retail financing for their customers with the Husqvarna credit card, equipment leasing for the dealer's commercial end users, a used equipment trade in program, and business improvement loans for dealers. Husqvarna also offers dealers both in person and online technical service education along with a warranty reimbursement program that enables Husqvarna dealers to be adequately compensated for taking care of Husqvarna customers.

Husqvarna's Total Source dealers are also promoted in the company's new Husqvarna Brand marketing campaign, "Master Your Great Outdoors," a program focused on outdoor enthusiasts and driving traffic to Husqvarna Total Source dealers. This comprehensive, integrated marketing campaign includes national TV, radio and print advertisements as well as a Web-based resource portal, [www.MasterYourGreatOutdoors.com](http://www.MasterYourGreatOutdoors.com), providing helpful information and outdoor advice. The site also features quarterly Web contests to spark consumer interest and engagement.

About Husqvarna Husqvarna is the world's largest producer of lawn mowers, chainsaws and portable gas-powered garden equipment such as trimmers and blowers. The Group is also a world leader in diamond tools and cutting equipment for the construction and stone industries. Net sales in 2007 were SEK 33.3 billion and the average number of employees was 16,000.

[www.usa.husqvarna.com](http://www.usa.husqvarna.com)

### Wolf Tree Joins The Davey Tree Expert Company

KENT, OH--The Davey Tree Expert Company has acquired Wolf Tree Experts, Inc., a tree service company based in Knoxville, Tennessee. Wolf Tree is 700 employees strong with a service area covering 13 states. Expected annualized revenues are in excess of \$40 million. Their customers include rural electric co-ops, municipalities, and investor-owned utilities. They will operate as a wholly-owned Davey subsidiary. Terms of the transaction were not disclosed. This acquisition is Davey's twelfth within the past two years and largest to date.

Wolf Tree was established in 1926 by Jacob L. Wolf, a man dedicated to providing safe and efficient tree trimming services. A former Davey employee, Wolf's early training is rooted in the Davey Company. He attended the Davey Institute of Tree Sciences in the early 1920's and was the youngest foreman in Davey's history during his tenure with the company.

"Wolf Tree and Davey Tree combined have nearly 200 years of experience providing customers with stable, cost-effective service. We will continue to focus on service integrity as we build on the best qualities of both companies," said Karl J. Warnke, Davey President and CEO.

"The Davey Tree Expert Company, the oldest tree care company in North America, is a leading utility service provider. Our performance in 2007 was outstanding; especially when you consider that we achieved record revenue and income which generated a healthy 22% increase in our stock price. The acquisition of Wolf Tree can only allow us to further build on our financial successes," said Warnke.

Warnke added, "Both Wolf Tree and Davey Tree share a commitment to our frontline employees who deliver value added service to our customers. We are pleased that Wolf Tree employees now have the opportunity to become Davey employee owners."

Jacob Wolf's grandson and current Wolf Tree President Tom Wolf said, "Our companies have parallel histories. Our office has a photo hanging on the wall from the 1920's featuring Davey foremen; it is a constant reminder of Davey's heritage and history and the connection of our companies."

"We were attracted to Davey because of the company's reputation. Davey exemplifies a good company. We know that Davey looks after its employees. While the Wolf Tree name is not changing, it is an exciting time as we begin to work together," said Wolf.

*The Davey Tree Expert Company provides tree, shrub and lawn care, utility services, large tree moving, commercial grounds management and consulting services throughout North America. Founded in 1880, Davey is employee owned and has more than 7,000 employees. For more information about Davey visit [www.davey.com](http://www.davey.com) and for more information about Wolf Tree, visit [www.wolftreeinc.com](http://www.wolftreeinc.com).*

## January 2008

### New Pest Detection Tool (I-PED) Being Developed and Pilot Tested

The U.S. Forest Service and Davey Tree Expert Company are developing I-PED, a pest detection protocol that integrates pest detection with tree inventory efforts. This new tool is expected to provide a standardized method for integrating pest detection into urban forestry management,

broaden efforts to detect exotic pests, and provide a field tool that communities can use to detect pest populations across broad areas. The tool is needed because exotic pests are first introduced into urban areas and remain undetected until populations are well established and have had harmful impacts on the health of host trees. A project planning and development team is working to move this effort forward. The team includes staff from the U.S. Forest Service, USDA Animal and Plant Health Inspection Service, Davey Tree Expert Company, Ohio Department of Natural Resources, the University of Georgia, and the Bugwood Network. The Society for Municipal Arborists has taken the lead in supporting beta testing of the I-PED desktop and field program. Four pilot communities and Cornell University's Student Weekend Arborist Team (SWAT) have completed training and collection of data for analysis. Beta teams include urban forestry professionals from Ithaca, NY; Chattanooga, TN; Wilmette, IL; and Dublin, OH.

When completed, I-PED will provide a standardized method of observing trees for insect or disease problems. The assessment tool will include a user manual that identifies signs and symptoms of pests having significant urban forestry impacts; a Web site with online resources, user instructions, and diagnostic contacts; and a national database that will enable pest specialists to access regional pest data to search for pest detection anomalies and trends.

For more information, contact Dan Twardus, Forest Health Management, U.S. Forest Service, at [dtwardus@fs.fed.us](mailto:dtwardus@fs.fed.us).

## December 2007

### AlturnaMats Acquires Mobile Mats

Titusville, PA—December 14, 2007, AlturnaMats, Inc., the world's leading producer of ground protection mats, announces the acquisition of one of its major competitors, Mobile Mats, Green Bay, WI. Terms of the deal were not disclosed. According to Michael Gierlach, president of AlturnaMats, the integration of AlturnaMats with Mobile Mats comprises the largest ground protection mat manufacturing group in the nation and enables dealers worldwide to offer customers a broad selection of mats. These rugged ground protection mats are used to eliminate damage to lawns and soft terrain due to vehicle traffic in such markets as landscape, construction, tree care, cemetery, well drilling and others. The mats are used to keep heavy vehicles from getting bogged down in mud.

Under terms of the new arrangement, Phil Schounard will continue to head up Mobile Mats and operate from the Green Bay facility; however, as of January 1, 2008, Mobile Mats will now be available through AlturnaMats' extensive dealer network. Currently, AlturnaMats, Inc. offers its well known AlturnaMats which feature a bold diamond plate tread and VersaMats which provide a finer, slip-resistant tread designed for both vehicle and pedestrian traffic. Mobile Mats are slightly lighter in weight and have a unique "M" shaped tread. All three mats are fully guaranteed for six years, though they last much longer. Both firms also market one-piece plastic outrigger pads in a large variety of sizes.

AlturnaMats can be reached at 888-544 6287 or visit [www.alturnamats.com](http://www.alturnamats.com). Mobile Mats is available at 800 592 5270 or [www.mobilematt.com](http://www.mobilematt.com).

## November 2007

### Novozymes Biologicals Expands into the Agriculture Market with the Acquisition of Philom Bios Inc., Canada

***The acquisition is an opportunity for Novozymes to accelerate the company's entry into the organic and sustainable agriculture market***

Salem, Va (Dec 13, 2007) - Today Novozymes announced completion of the acquisition of Canada-based Philom Bios. The inoculant company will become the cornerstone of Novozymes' BioAgriculture business.

"This is a strategy we have been developing since the beginning of 2006 when we planned our entry into the organic and sustainable agriculture market," said Novozymes Biologicals' President Ted Melnik.

Using technologies developed in Salem, Va, Novozymes will expand Philom Bios' current market presence in the agricultural segment. The merger provides future opportunities for growth of Novozymes in Salem; however, no immediate changes are planned. Philom Bios will continue to do business from Saskatoon, Canada and Novozymes Biologicals' existing business will remain in Salem.

"We are committed to establishing Novozymes as a leader in the sustainable agriculture industry, providing earth-friendly alternatives to traditional pesticides and fertilizers," Melnik explained. "This merger reinforces that commitment."

## October 2007

### Training Opportunity for Arborists: Roadway Safety

The Tree Care Industry Association (TCIA) wants the owners, managers and safety directors of tree care companies around the U.S. to know that effective, low-cost training in temporary traffic control is available. [Read more...](#)

### USDA Grant provides training for "First Detectors" of invasive species

TCIA, through its Tree Care Industry Association Foundation, received a grant from the USDA Department of Agriculture, Northeastern Area, to develop educational materials about invasive species that cause damage to North American trees. The program will provide arborists and homeowners with information about how to identify and report invasive species such as Emerald Ash Borer and Sirex Woodwasp. The first products of this grant-funded effort are the Tree Bugs information cards and sheets, and the First Detector Field Guides. These materials are available for download below. [Read more at the Tree Care Tips website...](#)

**Tree Bugs Downloads available:**

**TreeBugs Identification Cards**

**First Detector Information Sheets**

**First Detector Field Training Guide**

## August 2007

### Ingersoll-Rand to Sell its Bobcat, Utility Equipment and Attachments Business Units for \$4.9 Billion

**Hamilton, Bermuda, July 29, 2007** —Ingersoll-Rand Company Limited (NYSE:IR) today announced that it has agreed to sell its Bobcat, Utility Equipment and Attachments business units to Doosan Infracore for cash proceeds of approximately \$4.9 billion. The sale is subject to customary closing conditions and is targeted to close early in the 2007 fourth quarter.

The combined businesses manufacture and sell compact equipment, including skid-steer loaders, compact track loaders, mini-excavators and telescopic tool handlers; portable air compressors, generators, and light towers; general-purpose light construction equipment; and attachments. For full-year 2006 these businesses collectively generated approximately \$2.6 billion in revenues. The sale includes manufacturing facilities in Gwinner and Bismarck, North Dakota; Carrollton, Georgia; Litchfield, Minnesota; Petersburg, Virginia; Wujiang, China; Dobris, Czech Republic; Lyon and Pontchateau, France; Slane, Ireland; and Tredegar, Wales. The businesses employ approximately 5,700 people worldwide.

"The sale of Bobcat, Utility Equipment and Attachments represents the last major action to transform our business portfolio to reposition Ingersoll Rand as a diversified industrial company," said Herbert L. Henkel, chairman, president and chief executive officer. "We remain focused on driving growth and creating shareholder value through three strategic platforms serving global climate control, industrial and security markets. I am confident that these businesses will deliver consistent financial performance over the long term and across all phases of the economic cycle."

### Bayer Environmental Science Protects Intellectual Properties Research

**Triangle Park, N.C., Aug. 2, 2007** - Bayer Environmental Science is pleased that Etigra LLC has agreed to cease sales and to recall Etigra products that Bayer considers to infringe one of its patents.

Bayer Environmental Science asserted that two termiticide products recently introduced by Etigra, Imida E-Pro 2F Pre/Post Construction Insecticide and Imida E-Pro 75 WSP Pre/Post Construction Insecticide, infringe Bayer's U.S. Patent No. 6,323,224 protecting the use of imidacloprid on wood

products.

Bayer invented and introduced to the market the novel use of imidacloprid to treat wood structures and surfaces. Research efforts from companies like Bayer are based on a foundation of respect for intellectual property rights that enables significant investments in order to generate future technical innovations.

**July 2007**

## **Vermeer Donates Brush Chipper to Mount Rushmore Society**

*Unit will be used in National Park to remove undergrowth in forest areas*

### **At A Glance**

Vermeer Manufacturing Company recently donated a brush chipper to the Mount Rushmore National Memorial Society. The Vermeer® BC1000XL brush chipper will allow the Park Service to remove undergrowth on hundreds of acres of vulnerable forest around Mount Rushmore, as well as Wind Cave and Jewel Cave, two cave parks within close proximity. The resulting chips will be returned to the area as mulch for the public spaces.

**Pella , Iowa** — Vermeer Manufacturing Company has donated a Vermeer® brush chipper to the Mount Rushmore National Memorial Society to assist with the protection and management of the memorial's natural resources.

The Vermeer brush chipper will be used in local national parks, including Mount Rushmore , one of America 's iconic parks, as well as Wind Cave and Jewel Cave , two cave parks close by. The forested areas in these parks are threatened by overgrowth and severe drought, which are potential fuel for wild fires.



"The Park Service makes every effort within their means — prescribed burns, clearing of undergrowth and other careful management practices — to mitigate issues and protect their natural resources," says Julie Gregg, development director for the Mount Rushmore National Memorial Society. "This chipper will allow the Park Service to clean up the hundreds of acres of vulnerable forest within the park boundaries more effectively, and at the same time provide mulch for the green public areas, returning what would be refuse and dangerous fuel for wild fires back to the ecosystem."

Vermeer presented the brush chipper to the Society during a press conference and community event held June 26, 2007. The event was attended by local media, community leaders and park officials.

## **New Invasive Insect Confirmed in Michigan: Sirex Woodwasp located in Macomb County during routine survey efforts**

**LANSING** - The Michigan departments of Agriculture (MDA) and Natural Resources (DNR), along with the U.S. Department of Agriculture (USDA), today announced the confirmation of Sirex Woodwasp in Macomb County. A single specimen was collected from a trap on July 6 and later identified by the USDA.

Sirex Woodwasp is a wood-boring insect native to Europe, western Asia, and northern Africa and is a potentially serious pest of commercially produced pine trees. It was first detected in North America in Oswego, N.Y. in 2004, and has since been found throughout central New York, northern Pennsylvania, and southern Ontario.

The larvae of this exotic pest are responsible for damaging the tree. It severs the trees' conductive tissues, interrupting the transport of water and nutrients. Adult females lay their eggs in two- and three-needled pine trees, including: Austrian, jack, red, and Scotch pines.

"At this point, we don't know whether this is part of an established Michigan infestation," said MDA

Director Mitch Irwin. "We don't anticipate this pest to have a major economic impact on the state's nursery, landscape and Christmas tree industries. We will, however, vigorously monitor this exotic pest and its potential to impact our forest systems."

The trap is one of more than 250 trapping locations established throughout Michigan through a cooperative effort that includes the USDA, MDA, DNR, Michigan Technological University and Michigan State University. This work is part of an international effort to delimit the extent of the infestation in North America.

### "Cost-Effective Tree Removal and Utilization Strategies for Invasive Species Attacks" released by Forest Service

The USDA Forest Service Northeastern Area has released a document titled "Cost-Effective Tree Removal and Utilization Strategies to Address Invasive Species Attacks." This was created through a collaboration of the Forest Service, the SE Michigan RC&D, and the Michigan DNR. [Open the document.](#)

### Immigration Bill Fails in Senate

The Senate this morning rejected Majority Leader Reid's attempt to bring a comprehensive immigration measure to a final vote, dealing a potentially fatal blow to the White House-backed measure. The vote was 53-46 against Reid's motion for cloture, 14 votes short of the 60 votes that were needed. Reid pulled the bill from consideration after the vote. He could bring it back to the floor at a later date, but that prospect seemed unlikely today. How they voted.....

#### **YEA: 46**

Akaka (D-HI)	Gregg (R-NH)	McCain (R-AZ)
Bennett (R-UT)	Hagel (R-NE)	Menendez (D-NJ)
Biden (D-DE)	Inouye (D-HI)	Mikulski (D-MD)
Boxer (D-CA)	Kennedy (D-MA)	Murray (D-WA)
Cantwell (D-WA)	Kerry (D-MA)	Nelson (D-FL)
Cardin (D-MD)	Klobuchar (D-MN)	Obama (D-IL)
Carper (D-DE)	Kohl (D-WI)	Reed (D-RI)
Casey (D-PA)	Kyl (R-AZ)	Reid (D-NV)
Clinton (D-NY)	Lautenberg (D-NJ)	Salazar (D-CO)
Conrad (D-ND)	Leahy (D-VT)	Schumer (D-NY)
Craig (R-ID)	Levin (D-MI)	Snowe (R-ME)
Dodd (D-CT)	Lieberman (ID-CT)	Specter (R-PA)
Durbin (D-IL)	Lincoln (D-AR)	Whitehouse (D-RI)
Feingold (D-WI)	Lott (R-MS)	Wyden (D-OR)
Feinstein (D-CA)	Lugar (R-IN)	
Graham (R-SC)	Martinez (R-FL)	

#### **NAY: 53**

<i>Alexander (R-TN)</i>	Cornyn (R-TX)	Nelson (D-NE)
<i>Allard (R-CO)</i>	Crapo (R-ID)	Pryor (D-AR)
<i>Barrasso (R-WY)</i>	DeMint (R-SC)	Roberts (R-KS)
<i>Baucus (D-MT)</i>	Dole (R-NC)	Rockefeller (D-WV)
<i>Bayh (D-IN)</i>	Domenici (R-NM)	Sanders (I-VT)
<i>Bingaman (D-NM)</i>	Dorgan (D-ND)	Sessions (R-AL)
<i>Bond (R-MO)</i>	Ensign (R-NV)	Shelby (R-AL)
<i>Brown (D-OH)</i>	Enzi (R-WY)	Smith (R-OR)
<i>Brownback (R-KS)</i>	Grassley (R-IA)	Stabenow (D-MI)
<i>Bunning (R-KY)</i>	Harkin (D-IA)	Stevens (R-AK)
<i>Burr (R-NC)</i>	Hatch (R-UT)	Sununu (R-NH)
<i>Byrd (D-WV)</i>	Hutchison (R-TX)	Tester (D-MT)
<i>Chambliss (R-GA)</i>	Inhofe (R-OK)	Thune (R-SD)
<i>Coburn (R-OK)</i>		Vitter (R-LA)
<i>Cochran (R-MS)</i>		
<i>Coleman (R-MN)</i>		
<i>Collins (R-ME)</i>		

Corker (R-TN)                      Isakson (R-GA)  
    Landrieu (D-LA)                      Voinovich (R-OH)  
    McCaskill (D-MO)                      Warner (R-VA)  
    McConnell (R-KY)                      Webb (D-VA)  
    Murkowski (R-AK)

## **Vermeer to Acquire Stake in Wildcat Mfg. Co. Incorporated**

### ***Vermeer announces intentions to purchase 50 percent of company***

**Pella , Iowa** —Vermeer Manufacturing Company, based in Pella, Iowa, has announced intentions to purchase a 50 percent stake in Wildcat Mfg. Co. Incorporated located in Freeman, S.D. Wildcat manufactures an extensive line of compost turners and trommel screens. The purchase will complement the growing line of tub and horizontal grinders and compost turning equipment manufactured by Vermeer. Vermeer will assume management responsibility for the operation. The agreement is expected to be finalized this summer.

Vermeer Manufacturing Company, a leading manufacturer of tree care, wood waste recycling and composting equipment, has announced intentions to acquire a 50 percent stake in Wildcat Mfg. Co. Incorporated. Based in Freeman , S.D. , Wildcat is a leading manufacturer of compost turners, trommel screens and green waste sorting equipment.

"Vermeer has been engaged in the composting market for a decade with our tub and horizontal grinder line," says Mike Byram, senior director of environmental solutions for Vermeer. "We believe current industry trends and regulations will continue to divert organic matter from landfills and fuel additional growth in this market."

Earlier this year, Vermeer entered the compost turner market with the introduction of the CT670 compost turner that features a patented elevating face technology.

Wildcat is known for constructing reliable and easy-to-service equipment, Byram adds. They are also considered a leader in the design, development and manufacture of drum-style compost turners and trommel screen technology. The purchase of an interest in Wildcat complements the growing line of tub and horizontal grinders and compost turning equipment manufactured by Vermeer.

Vermeer will assume management responsibility for Wildcat and anticipates the acquisition will be completed this summer.

"We have made great strides over the past decade to become better stewards of the environment, and the addition of the compost turner equipment is an extension of this effort," says Byram.

More information on Vermeer and Wildcat products and services can be found on the company Web sites at [vermeer.com](http://vermeer.com) or [wildcatmfg.com](http://wildcatmfg.com), or by e-mailing Vermeer at [salesinfo@vermeermfg.com](mailto:salesinfo@vermeermfg.com).

For more information:  
Charli Fontana  
Vermeer Manufacturing Company  
P.O. Box 200  
Pella , Iowa 50219  
[charlifontana@vermeermfg.com](mailto:charlifontana@vermeermfg.com)

## **Husqvarna acquires RedMax**

Husqvarna has signed a Letter of Intent with Komatsu Ltd. regarding acquisition of the outdoor power products operation within Komatsu Zenoah Co. ("Komatsu Zenoah").

Komatsu Zenoah is a leading producer of portable outdoor power products and is the market leader in Japan. The outdoor-product range comprises mainly brush cutters, chainsaws, trimmers and blowers. Sales for this operation in 2005/2006, the latest fiscal year, amounted to approximately JPY 19 billion (approximately USD 170m), of which about half in Japan. The number of employees was approximately 700. Production is based in Japan and China.

The acquisition will strengthen Husqvarna's position in the global market for professional forestry equipment as well as portable lawn and garden equipment, and will also strengthen the Group's presence in Asia.

A final agreement is expected to be signed before year-end, subject to due diligence and approval by the relevant authorities. The acquisition is expected to be completed by the first quarter of 2007.

The operation will be integrated in the Group's Professional Products business area.

"Komatsu Zenoah has a strong product offering and extensive expertise in two-stroke engines. This provides a good fit with Husqvarna's operations, and we see substantial opportunities for achieving synergies in several areas. The acquisition will also strengthen our position in Asia in terms of both market presence and production", says Bengt Andersson, President and CEO of Husqvarna.

For more information, please contact Åsa Stenqvist, Senior Vice President, Corporate Communications and Investor Relations, tel. +46 8 738 64 94

*Husqvarna is the world's largest producer of chainsaws, lawn mowers and other portable petrol-powered garden equipment such as trimmers and blowers. The Group is also a world leader in diamond tools and cutting equipment for the construction and stone industries.*

*Net sales in 2005 were SEK 28.8 billion and the average number of employees was 11,700.*

### **Citizen Alert: Emerald Ash Borer Detected in Maryland**

The emerald ash borer (EAB) ([Click for info](#)), a serious invasive insect that feeds on and kills ash trees, has been detected in Prince George's County. The Maryland Departments of Agriculture and Natural Resources have partnered to develop and implement an EAB eradication plan, and late last week DNR introduced an online In Focus page to help educate citizens about the pest. To help control the spread of EAB, Maryland citizens and visitors are asked to strictly comply with an established quarantine that prohibits the transport of firewood from the infested area to any other area, and to refrain from bringing firewood into Maryland from other states. To access DNR's In Focus, [click here](#).

**April 2006**

### **USCIS Reaches H-2B Cap for Second Half of Fiscal Year 2006**

Washington, D.C.— U.S. Citizenship and Immigration Services (USCIS) announced today that it has received a sufficient number of petitions to reach the congressionally mandated H-2B cap for the final six months of Fiscal Year 2006 (FY 2006). USCIS is hereby notifying the public that April 4, 2006 is the "final receipt date" for new H-2B worker petitions requesting employment start dates prior to October 1, 2006.

The "final receipt date" is the date on which USCIS determines that it has received enough cap-subject petitions to reach the limit of 33,000 H-2B workers for the second half of FY 2006.

USCIS will apply a computer-generated random selection process to all petitions, which are subject to the cap and were received on April 4, 2006. This process will select the number of petitions needed to meet the cap. USCIS will reject all cap-subject petitions not randomly selected. USCIS will also reject petitions for new H-2B workers seeking employment start dates prior to October 1, 2006 that arrive after April 4, 2006.

Petitions for both current and returning H-2B workers do not count towards the congressionally mandated bi-annual H-2B cap. "Returning workers" are exempt from H-2B cap limitations. In order to qualify, the worker must have counted against the H-2B numerical cap between October 1, 2002 and September 30, 2005. Any worker not certified as a "returning worker" is subject to the numerical limitations for the relevant fiscal year. Petitions received after the "final receipt date" which contain a combination of "returning workers" and workers subject to the H-2B cap will be rejected with respect to non-returning workers, and petitioning employers will receive partial approvals for those aliens who qualify as "returning workers" if otherwise approvable.

USCIS will continue to process petitions filed to:

- Extend the stay of a current H-2B worker in the United States;
- Change the terms of employment for current H-2B workers and extend their stay;
- Allow current H-2B workers to change or add employers and extend their stay; or
- Request eligible H-2B "returning workers."

More information about the H-2B work program is available at [www.uscis.gov](http://www.uscis.gov) or by calling the National Customer Service Center at 1-800-375-5283.

**March 2006**

### **Formosan termites in Louisiana mulch? Don't believe it!**

**"Don't believe everything you read on the Internet!"**

That is the message Commissioner of Agriculture and Forestry Bob Odom is stressing to the public as an email rumor about Formosan termite-infested mulch is circling the globe.

The email warns consumers not to purchase "cheap" wood mulch at major home improvement chains because it may be infested with Formosan termites.

"The email is not accurate and doesn't even mention the quarantines this department put in place last fall to keep Formosan termites from spreading," Odom said. The Louisiana Department of Agriculture and Forestry issued quarantines following the hurricanes for woody debris in Cameron, Calcasieu, Jefferson, Jefferson Davis, Orleans, Plaquemines, St. Bernard, St. Charles, St. John, St. Tammany, Tangipahoa and Washington parishes. Woody debris cannot be moved out of these areas without first submitting a plan for treatment to the department.

"I've had my people out looking into these claims to make sure there are no violations of the quarantine. I've also had our invasive pest expert contact the stores mentioned in the email and we've yet to find any validity to the claims in the email," Odom said.

"In my opinion, someone is using the Internet to cause hysteria about a problem that doesn't really exist. If there are people out there who know about someone violating the quarantines, then they need to report it to us. We'll shut the culprits down real quick but it has to be reported," Odom said. "I think the quarantines doing the job, though. We've worked with the debris contractors, the Corps of Engineers and FEMA to handle the debris and quarantines."

For more information about this popular email hoax, and many others, visit

<http://www.snopes.com/inboxer/household/termites.asp>

## **February 2006**

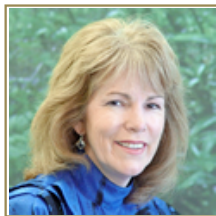
### **Dolmar, Makita Announce Chain Saw Recall**

The U.S. consumer Product Safety Commission, in cooperation with Makita and Dolmar, has announced a voluntary recall of 3,400 and 1,300 of the companies' chain saw units, respectively, after learning that the flywheels on some of the chain saws can come apart during use, which could cause serious personal injury. The companies have received three reports of the flywheel coming apart. There have been no reports of injury. The recall involves Makita DCS6401 and DCS7901-model chain saws in three serial number ranges, and the Dolmar PS6400 and PS7900-model saws in two serial number ranges.

The saws were sold by power equipment distributors and industrial contractor supply houses nationwide from October 2004 through August 2005 for between \$520 and \$750.

## **February 2006**

### **Alma Hill Named President of SherrillTree Supply Company**



SherrillTree Supply Company named Alma Hill as president. Hill previously served as director of operations. She will report directly to Tobe Sherrill, former company president and newly named CEO.

Hill will oversee national and international marketing, sales and distribution. "(Hill) has played a key role in the success of our company and her 22 years of experience in management and distribution will provide the leadership we need to maintain our role as the leading provider of high quality tree care supplies," said Tobe Sherrill.

## **February 2006**

### **Stihl to Expand Manufacturing Operations in Virginia**

**Virginia Beach, Va.** - Power equipment manufacturer STIHL Inc. announced today that it will be expanding operations in Virginia Beach with a capital investment of over \$78.4 million. Slated for completion in 2007, the initial two-phased expansion will create in excess of 150 new jobs, which is part of an overall corporate plan to add up to 300 new positions in the next year.

"We are pleased to be able to continue to add jobs here in support of the local and national economies in lieu of outsourcing," stated Fred Whyte, president of STIHL Inc. "Although we export to over 80 countries, the United States is still the largest single market for our products. Consequently, expanding manufacturing here in Virginia Beach has repeatedly proven to be a sound business decision for STIHL."

"I met with members of the STIHL management board during a trade trip two years ago, and I am pleased to have an opportunity to announce this expansion and the creation of 150 new jobs before

my term as governor ends," Governor Warner said. "This project marks the largest single facility investment in the history of STIHL Incorporated, and it is clear Virginia Beach has provided the company with the tools for success."

In phase one, a new 60,000-square-foot facility on London Bridge Road will house manufacturing operations for STIHL guide bars, which are used on chain saws. This will be the first time that guide bars will be manufactured in the U.S. for STIHL and will represent an investment of over \$20 million by the company. In phase two, an investment of more than \$58.4 million will expand one warehouse by 88,000 square feet and convert other existing warehouse space into manufacturing for additional crankshaft and machining operations.

"We are extremely proud that STIHL Incorporated is making the largest single manufacturing capital investment in Virginia Beach history," said Mayor Meyera E. Oberndorf. "For more than 30 years, the City of Virginia Beach has enjoyed an excellent relationship with STIHL and its world-class workforce. Throughout the years, we've witnessed tremendous growth both for STIHL and the City itself. Just three years ago, STIHL expanded by \$60.8 million and 200 employees. This further expansion of one of the world's finest manufacturing operations by \$78.4 million in capital investment and 150 new high-paying jobs not only is a testament to Virginia Beach's pro-business attitude and economic development strategy, but it is also critical to the economic vitality of our outstanding community."

Significant increases in demand for STIHL guide bars have led to the new production facility in the U.S. The new Virginia Beach facility will primarily provide guide bars to markets in North and South America.

**January 2006**

### **CPSC, Stihl Inc. Announce Recall of Chain Saws**

**Release #06-063 Firm's Hotline: (800) 610-6677**

**Consumer Product Safety Commission Recall Hotline: (800) 638-2772**

**CPSC Media Contact: (301) 504-7908**

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission, in cooperation with the firm named below, today announced a voluntary recall of the following consumer product. Consumers should stop using recalled products immediately unless otherwise instructed.

Name of Product: Stihl-brand MS 192 T Chain Saws

Units: About 23,500

Manufacturer: Stihl Inc., of Virginia Beach, Va.

Hazard: These chain saws can leak fuel, posing a fire hazard. A connection in the ignition grounding system could loosen and create a spark, posing a fire hazard. Also the springs in the clutch assembly could come out of position allowing a spring of the clutch to be projected from the saw housing resulting in injury to the user.

Incidents/Injuries: None reported.

Description: The recalled Stihl-brand chain saws have model number MS 192 T, located on the side of the chain saw's starter housing. They include serial numbers 264371702 through 266087005, which is located on the top/front of the chain saw's housing.

Sold at: Authorized Stihl dealers nationwide from January 2005 through July 2005 for about \$280.

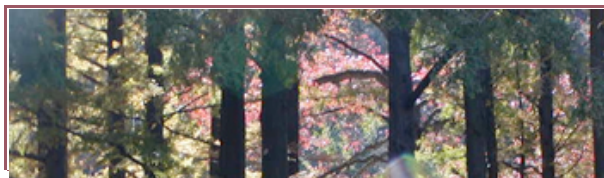
Manufactured in: United States

Remedy: Consumers should stop using these chain saws immediately and return them to an authorized Stihl dealer for a free repair.

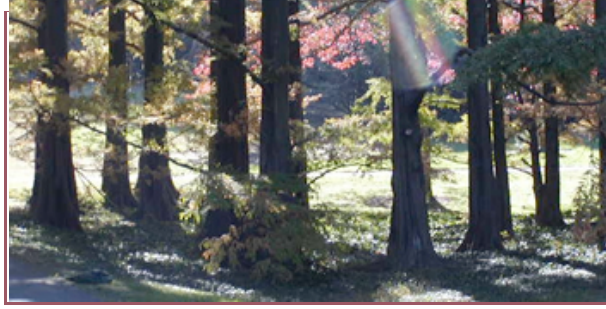
Consumer Contact: Call Stihl Inc. at (800) 610-6677 between 7 a.m. and 8 p.m. ET Monday through Friday, or visit Stihl's Web site at [www.stihlusa.com](http://www.stihlusa.com).

**January 2006**

### **Bartlett Training Workshop Benefits National Arboretum**



Continuing a tradition of volunteer service at the U.S. National Arboretum, Bartlett's Mid-Atlantic Division used its annual training and skills workshop as an opportunity



to help preserve some of the site's mature maples, conifers and oaks. The workshop enabled Bartlett employees to hone their pruning skills following the latest ANSI A300 Tree Care Standards while also applying new techniques like the use of the Cambium Saver. All of the day's training was conducted with an emphasis on safety

procedures and the proper use of personal protective equipment.

Some of the projects included pruning a group of oaks and sweet gums near the Arboretum's Azalea Collection, as well as Japanese maple, dogwood, crape myrtle, birch and redwood trees located in the Conifer Collection. In total, employees completed services valued at nearly \$20,000 to help enhance and preserve the Arboretum's beauty.

**January 2006**

### **Rod Soderstrom, Davey Tree Experts, Receives Pacific Northwest ISA's Utility Arborist Award**

The Pacific Northwest Chapter of the ISA presented the Utility Arborist award to Rod Soderstrom, vice president and general manager of Davey Tree Services, a division of the Davey Tree Expert Co.

The award, presented at the chapter's annual meeting in Victoria, B.C., was in recognition of Soderstrom's more than 35 years of service to the industry. During that time, Soderstrom helped with the leadership of the Certified Utility Arborists apprenticeship program in B.C. and Alberta, and the municipal arborist volunteer project.

Soderstrom joined Davey in 1986 when Davey Tree acquired his organization, High Tree Services Ltd. Soderstrom founded High Tree in 1969.



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