



2009

Products & Services for Professional Tree Care Companies

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CEUs
on many
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TREE CARE INDUSTRY ASSOCIATION



**Only
TCIA
Offers
You ...**

The Tree Care Industry Association (TCIA), formerly the National Arborist Association (NAA), was established in 1938 as a non-profit trade association with a mission to advance commercial tree care companies and the firms that supply them. For more than 70 years, the association has been helping tree care companies grow and keep tree care employees safe.



- **TCIA Accreditation** - we are the only recognized tree care industry business accrediting body in the U.S.A.
- **Certified Treecare Safety Professional (CTSP)** - the only certified program designed specifically for trainers and safety program managers to help create a culture of safety in your company.
- **Voice for Trees PAC** - the industry's only political action committee fighting for legislation and regulations to protect your business.
- **Tree Care Industry Association Foundation** - to advance education and professional development in the green industry and provide information key to practitioners and consumers about proper tree care.
- **TCI EXPO** - the world's largest tree care industry trade show and educational conference.
- **Winter Management Conference** - the premier conference for business leaders of the tree care industry. An exciting combination of education, networking and family fun!
- **Tree Care Industry magazine** - the most widely circulated arborist publication, reaching more than 28,000 tree care company owners, executives, and decision makers throughout the U.S. and abroad.

TCIA helps you advance your business by creating and delivering quality programs in business development, safety and education.

TABLE OF CONTENTS

Publications	3	Tree Care Academy	6
First Aid	3	ANSI Standards	7
Safety, Education & Training		Regulatory Compliance & Reporting	8
Home Study Program for Arborists	4	DVDs, Videos & CDs	8-9
Tailgate Safety Program	4	Bookstore	10-12
Model Company Safety Program	4	Order Form	13
EHAP Electrical Hazards		Membership Application	14
Awareness Program	5	TCIA Member Benefits	15

FREE* Until We're All Safe products.



Note: The "Until We're All Safe" helmet decals use an acrylic emulsion adhesive that is non-toxic. Our decals will not degrade the helmet shell and will not negatively affect the performance of the helmet under normal conditions. Decals should be placed at least three-quarters of an inch (3/4") away from the edge of the helmet, and the number of decals placed on the helmet should not interfere with thorough inspection for signs of damage or deterioration.

TCIA's Until We're All Safe... wristbands, helmet decals and brochures are a daily reminder to your employees and customers that safety is a **company value**.

Products are available in English & Spanish

**Order your free* Until We're All Safe... products today!
CALL 1-800-733-2622 OR ON-LINE www.tcia.org**

Item No.	Description	Our Cost
WRSTBANDSSAFE	Wristbands, English	.25 cents ea.
WRSTBANDSSAFESP	Wristbands, Spanish	.25 cents ea.
SFTYBROCHURE/SP	Until We're All Safe Brochure	.08 cents ea.
HELMETDECALSFTY/SP	Helmet Decal	.10 cents ea.

*FREE to TCIA Members; pay shipping & handling only. Non-members pay S&H plus our cost only.

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Order Toll Free 1-800-733-2622 ■ Fax (603) 314-5386 ■ Online www.tcia.org

PUBLICATIONS



TREE CARE INDUSTRY MAGAZINE

Tree Care Industry magazine is simply the best publication available on the business of caring for trees, shrubs and other woody plants. Each issue is packed with informative articles from the most knowledgeable sources in the industry on soil biology, line-clearance trends, safety and training issues, transplanting tips, the latest pruning practices, new products and equipment, rigging techniques, tree chemistry and real-life from the field experiences. Also features business articles tailored to specific, everyday concerns of commercial tree care companies. *Tree Care Industry* magazine is the official publication of Tree Care Industry Association.

To order your copy, go to www.tcia.org



REPORTER NEWS

Stay abreast of the latest news and events in tree care. Learn about government regulations and activity in Washington that will affect your business. Participate in and view results of members-only surveys. Informative press releases, exclusive member offers and giveaways with each issue.

The Tree Care Manager e-newsletter

is packed with professionally written news, articles and tips that are relevant to your tree care business. Inside each issue, you'll find feature articles on business management issues, links to key business resources, tips of the month and much more.

The Tree Care Manager e-newsletter is free to TCIA members.



The TreeWorker

Written by arborists for arborists and field employees. Informative and easy to read, offers great "how-to" tips on a variety of subjects from working with customers to rigging and more. Monthly features such as CTSP Safety Strategies make this a must read for owners and employees alike. Entertaining and informative Mr. Safety cartoons by the tree care industry's own arborist/artist - Bryan Kotwica.

TCIA members receive one FREE subscription of the Tree Care Industry magazine, The Reporter News and The TreeWorker with their TCIA membership.

See order form on page 13 to order additional subscriptions.

FIRST AID

Arborists' First Aid Kit

Designed for the needs of a typical tree care crew, this kit meets basic OSHA and ANSI standards and requirements for CPR and Blood Borne Pathogen Compliance.

- Hypo-allergenic, latex-free components
- Tough, watertight, made of high impact polystyrene
- Durable metal scissors and tweezers included
- Easily mounts in the shop or truck's locker compartment

- Inventory Maintenance & Restocking Guide printed on inside cover makes reordering a breeze
- Contains 25 items selected for Arborists' needs (eye care, sting relief, antibiotic ointment and cold pack products)

FAK First Aid Kit for Arborists

Durable high impact polystyrene watertight kit includes 25 important first aid items. 19" w x 6.5" h x 2.75" d

Non-members: **\$54.95** Members: **\$46.95**



Bilingual Accident Report Kit with Camera

Easy-to-use English/Spanish kit helps drivers quickly document accidents.

Kit contains:

- Recycled camera
- Clipboard 4 1/2" x 8 1/2"
- 4 1/2" yellow tire marker
- Driver's Report at Accident Scene Form (English and Spanish)
- Bilingual Witness Card

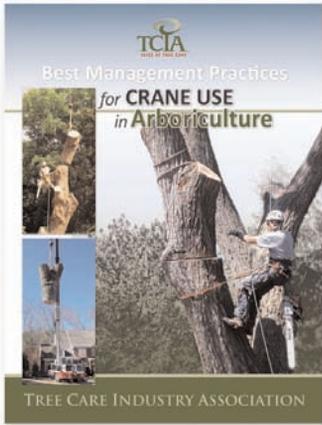
- Bilingual Accident Notification Card
- Bilingual Exoneration Card
- Part 382.303 Post Accident Testing Form
- Pen (black ink)
- Pouch for camera
- Insulated bag

ARK Bilingual Accident Report Kit with Camera
Non-members **\$19.95**
Members: **\$17.00**



SAFETY, EDUCATION & TRAINING

Best Management Practices **New!** for Crane Use in Arboriculture



This much-anticipated new manual from TCIA combines technical knowledge of crane use in tree care and demonstrates important methods for safe crane/tree operations.

- Combines technical information from professional crane operators and arborists who use cranes.
- Illustrates fundamental principles of crane selection, set-up and operation.
- Demonstrates important "how-to's" beyond basic tree/crane industry standards.
- Comprehensive, pull-out green log weight chart for easy reference

CBMP Best Management Practices for Crane Use in Arboriculture

Non-members: \$110 Members: \$75

Hazard Tree Quick Check Decals

These durable decals show field workers how to detect common tree defects. Fits on sun visors of your company vehicles, or on clipboards. 8.5" w x 5" h

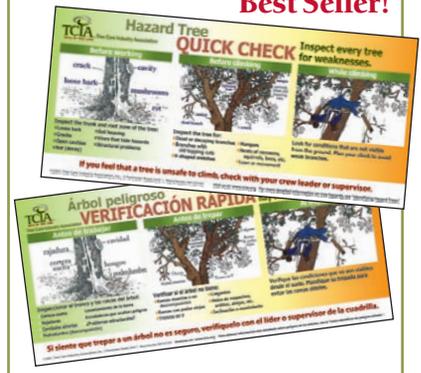
QCDECH Hazard Tree Quick Check Decals

QCDECHSPP (Spanish)

Non-members: \$3.00

Members: \$2.00

Best Seller!



Tailgate Safety Program

5th Edition Best Seller!

This convenient, on-the-job safety training program requires minimum time, but delivers maximum benefit. Eighty brief lessons use simple props. Endorsed by experts, **Tailgate Safety** has been updated and reorganized to maximize ease of use. OSHA requires employers to provide safety training. This is a great tool for your required training! CD contains extra handouts and tests.

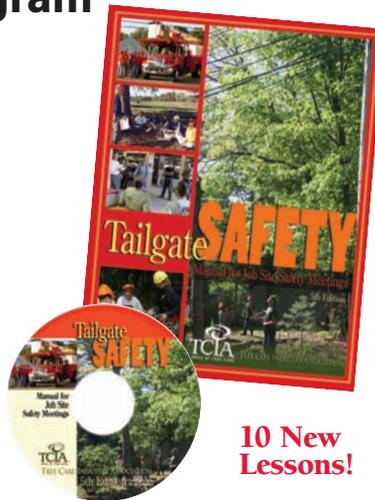
20 ISA CEUs **20 CTSP CEUs**

TAIL2007 Tailgate Safety Program

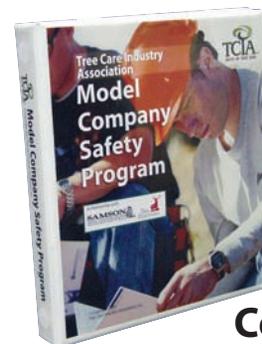
STAIL07 (Spanish version) Each sold separately. Includes manual and CD ROM.

Non-members: \$165

Members: \$105



10 New Lessons!



Must Have!

Model Company Safety Program

Easy to use for companies of all sizes.

- Prevent injuries, vehicle accidents and property damage
- Lower insurance costs
- Satisfy bid requirements
- Boost productivity
- Ensure OSHA compliance
- Motivate employees

Represents the best practices of the foremost professionals in the industry. A great way to start your safety program!

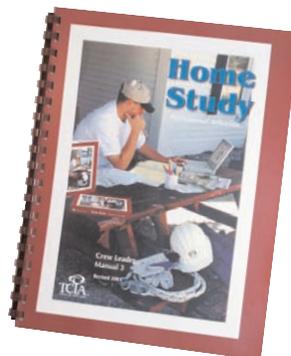
MSP Model Company Safety Program

Includes manual, checklist and CD. "Forms" and "Policy" sections on CD in English & Spanish.

Non-members: \$90 Members: \$60

Home Study Series *see* Tree Care Academy

Please see Tree Care Specialist and Crew Leader on page 6 for details.



SAFETY, EDUCATION & TRAINING

Electrical Hazards Awareness Program (EHAP)

Electricity is a serious and widespread hazard to the Arborist:

- Electricity is a leading cause of worker fatalities in the tree care industry
- Almost all arborists in the field have at least some exposure to an electrical hazard
- About half of all electrocution fatalities are the result of indirect contact – one doesn't even have to touch a wire to be electrocuted

Why EHAP from TCIA?

The OSHA 1910.269 safety standard requires employers to certify that all employees working within 10 feet of electrical conductors be trained in the special hazards involved in such work, and verify through documented, on-the-job training that employees have the skills necessary to perform line-clearance tasks safely. The ANSI Z133.1 safety standard for arboricultural operations also requires all employees be trained to recognize electrical hazards.

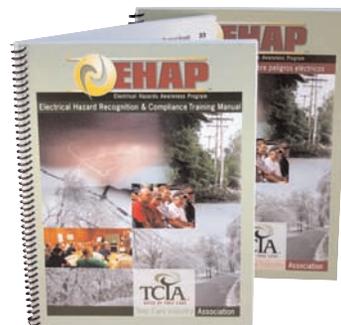
The EHAP Program can be used along with documented on-the-job skills training and assessment to both assure the competency of employees to work safely around conductors and meet OSHA and ANSI requirements.

One low flat fee* covers each employee's enrollment costs and rewards. It includes:

Training Program

- An EHAP training manual with tests and verification forms
- A copy of ANSI Z133.1 safety standards
- Test correction of each chapter test, including up to 3 retakes
- Maintenance of your transcript in the TCIA database
- On-demand notification of transcript status via our toll-free number
- Upon completion of the program, the employee will receive a wallet card, helmet decal, and certificate of completion.

*In order to complete training, a one-time viewing of the **Electrical Hazards and Trees** video and **Aerial Rescue Training Program** DVD is required.



Comprehensive program helps companies meet OSHA and ANSI safety compliance requirements, and makes necessary documentation quick and easy. Rewards upon completion.

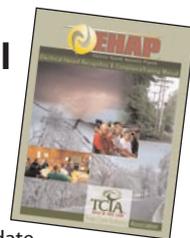
Up to 8 ISA CEUs Up to 8 CTSP CEUs

EHAP2008K
SEHAP2008K (Spanish)

Each sold separately. Includes manual, tests and ANSI Z133.1-2006 Standard.

Non-members: \$135 Members: \$85

EHAP Annual Refresher Training



Annual Renewal of EHAP, required 1 year following initial program completion date.

EHAPR08

\$25

SEHAPR08 (Spanish)

\$25

EHAP Workshops

An EHAP Workshop can be a quick and efficient way to train your staff. For more information about attending or hosting a workshop, and to find a current list of approved EHAP Instructors, visit our Web site at www.tcia.org and click the **Safety** tab.

The "Electrical Hazards Awareness Program" and the E.H.A.P. acronym are registered trademarks of the Tree Care Industry Association, Inc. The EHAP training manual and renewal manual are copyrighted intellectual and published materials of the Tree Care Industry Association, Inc. Unauthorized reproduction is punishable by law.

Electrical Hazards & Trees



This video is required viewing for the TCIA Electrical Hazards Awareness Program training.

Electrical Hazards & Trees demonstrates the proper safety precautions arborists should be using according to OSHA 1910.269 and ANSI Z133.1-2006 standards.

1/2 ISA CEU 1/2 CTSP CEU

EHT Electrical Hazards & Trees Video

SEHT (Spanish)

Non-members: \$90 Members: \$60

Aerial Rescue Training Program DVD



This DVD is required viewing for the TCIA Electrical Hazards Awareness Program training.

Comes with a manual and enrollment in the Tree Care Academy Aerial Rescue Training Program. See page 6 for details.

TCAARDVD Aerial Rescue Training Program DVD

TCAARDVDS (Spanish)

Non-members: \$115 Members: \$85

TCIA Pocket Guides - Safety in the palm of your hand

These affordable field guides put needed information at your employee's fingertips. Loaded with pictures and charts, they are great on-the-job reference tools. Sold individually or as a set.

Available in English and Spanish.

PGSET Pocket Guide Set

SPGSET (Spanish) Set of 5.

Non-members: \$16/set Members: \$12



Buy the Set and Save!

Also sold separately.

Call for volume discounts.

PGRED Identifying Hazard Trees
SPGREd (Spanish)

PGORANGE Preventing Electrocution
SPGORANGE (Spanish)

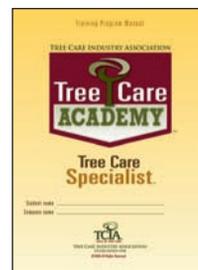
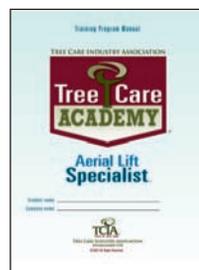
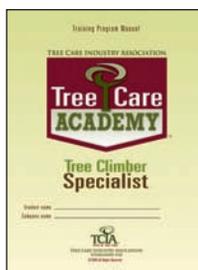
PGYELLOW Preventing Struck-By's
SPGYELLOW (Spanish)

PGGREEN Preventing Falls
SPGGREEN (Spanish)

PGBLUE Safe Tree Felling
SPGBLUE (Spanish)

Non-members: \$4 Members: \$3

TREE CARE ACADEMY



TREE CARE INDUSTRY ASSOCIATION



- Each comprehensive manual makes OSHA and ANSI-required employee training easy to implement and verify.
- TCIA provides support, testing, and transcript administration.
- The courses can be used to help you qualify employees according to OSHA and ANSI Z133.1 guidelines.
- Designed to be used in conjunction with on-the-job training.
- TCIA video series can be used to supplement training.
- The courses offer a means of readying employees for advancement. Each manual has a competency certification checklist to verify and document that your employees have the skills needed to work safely.
- **Each credentialing program comes with a manual, test and rewards some including:**
 - Certificate of completion
 - Patches
 - Helmet decals
 - Laminated Credential Card

Tree Care Academy offers a variety of courses which can be used by employers for credentialing and training of employees according to industry standards. Each course allows employers to teach and test for critical skills and knowledge to assure the competency of their employees to work safely and professionally in and around trees.

**NEWLY REVISED and available in both English and Spanish!*

■ Tree Care Apprentice

Orientation to the tree care industry, hazards in tree care and how to avoid them, working safely as a member of a tree care crew.

🧠 1.5 ISA CEUs

TCASMAL or TCASMALS (Spanish)

Non-members: \$39.99 Members: \$24.99

■ Ground Operations Specialist

Course covers working with other crew members, basic information about chain saws and chipper safety, how to assist climbers.

🧠 2.25 ISA CEUs

TCAGOP or TCAGOPS (Spanish)

Non-members: \$49.99 Members: \$34.99

■ Tree Climber Specialist

Course covers climbing fundamentals, planning and executing climbing operations, basic climbing systems/techniques and introduction to rigging for removal.

🧠 ISA CEUs pending, call for details.

TCATCS or TCATCSS (Spanish)

Non-members: \$49.99 Members: \$34.99

■ Aerial Lift Specialist

Course covers aerial lift safety guidelines, inspection, preparation and driving practices.

🧠 4 ISA CEUs

TCAALS or TCAALSS (Spanish)

Non-members: \$49.99 Members: \$34.99

■ Tree Care Specialist/Home Study I & Home Study II

Course covers safety, tree biology, pruning, transplanting, cabling and bracing, lightning protection and other tree care management practices. 🧠 5.5 ISA CEUs

TCASPEC or TCASPECS (Spanish)

Non-members: \$104.99 Members: \$79.99

■ Crew Leader/Home Study III

Course covers how to be a crew leader, including organizational skills and responsibilities, etc. 🧠 ISA CEUs pending, call for details

TCATCL or TCATCLS (Spanish)

Non-members: \$89.99 Members: \$64.99

■ Plant Healthcare Technician - Coming Soon in 2009

ANSI STANDARDS

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



■ Aerial Rescue Training Program

This certificate program covers aerial rescue preparedness, techniques and protocol. *Requires viewing TCIA Aerial Rescue Training Program DVD.

4 ISA CEUs

TCAARW Aerial Rescue Training Program (Manual Only)

TCAARWS (Spanish)

**Non-members: \$49.99
Members: \$34.99**

TCAARDVD Aerial Rescue Training Program with DVD or

**TCAARDVDS Aerial Rescue Training Program with DVD (Spanish)
\$115 (Members: \$85)**

■ **This certificate program comes with a manual, tests certificate of completion, wallet card and helmet decal.**

Electrical Hazards & Trees Video



This video is required viewing for the TCIA Electrical Hazards Awareness Program training.

Electrical Hazards & Trees demonstrates the proper safety precautions arborists should be using according

to OSHA 1910.269 and ANSI Z133.1-2006 standards.

1/2 ISA CEU **1/2 CTSP CEU**

**EHT
SEHT (Spanish)**

Non-members: \$90 Members: \$60

TCIA's ANSI A300 Tree, Shrub and Other Woody Plant Maintenance Standard Practices



"We wrote the book on tree care!" Order each part to be certain your work meets industry standards and to use as a guide for writing work specifications.

A300P1-2008 ANSI A300 Part 1: Pruning

A300P2-2004 ANSI A300 Part 2: Fertilization

A300P3-2006 ANSI A300 Part 3: Cabling & Bracing

A300P4-2008 ANSI A300 Part 4: Lightning Protection Systems

A300P5-2005 ANSI A300 Part 5: Site Planning & Site Management During Development



A300P6-2005 ANSI A300 Part 6: Transplanting

A300 PART 7 ANSI A300 Part 7: Integrated Vegetation Management

Each sold separately.

Non-members: \$20 Members: \$15

Call for quantity discounts.



A300 Pruning Specification Form

3-part carbonless form. Helps employees write accurate A300 work specifications.

A300SPEC How to Write A300 Pruning Specs
Minimum order of 25 **\$6.25 (\$0.25/each)**

ANSI Z133.1-2006 Safety Requirements

Best Seller!

The industry standard for safe work practices has been revised. You and your crews need to be aware of the changes made to Z133 since 2000.

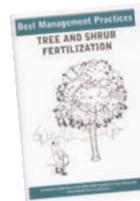


Z133-2006

SZ133-2006 (Spanish)

Each sold separately.

Non-members: \$20 Members: \$15
Call for quantity discounts.



Best Management Practices

Helpful companions to the ANSI A300 standards aid in interpretation and implementation. Each BMP should be used with its respective ANSI A300 counterpart to help arborists understand, specify and communicate the procedures, methods and scope of work to be performed.

BMPCAB

Tree Support Systems Cabling, Bracing...

BMPFERT

Tree & Shrub Fertilization

BMPINVT

Tree Inventories

BMPIPM

Integrated Pest Management

BMPLIG

Tree Lightning Protection Systems

BMPPLAN

Tree Planting

BMPPRUN

Tree Pruning

BMPPRUNS

Tree Pruning (Spanish)

BMPUTIL

Utility Pruning of Trees

BMPUTILS

Utility Pruning of Trees (Spanish)

Each sold separately.

Non-members: \$7 Members: \$5

DVDs, VIDEOS & CDs

Basic Training for Ground Operations in Tree Care

Five part DVD set with contributions from Peter Gerstenberger and Bob Rouse of TCIA and Ken Palmer of ArborMaster™ Training. Each set comes with one companion workbook. Additional workbooks can be purchased separately. 5 ISA CEUs 5 CTSP CEUs

1 An Orientation to the Arboriculture Profession

Introduction to tree care as a career, recognizing and avoiding common hazards associated with tree work.

2 Vehicle Safety

Covers pre-trip inspections, defensive driving and traffic control, backing up and dumping.

3 Job Planning & Preparation

Performing job site inspections, importance of a workplan, job briefing and emergency preparedness.

4 Working Safely & Efficiently

Safe efficient procedures and practices: assisting the climber, chain saw operation, command and response and more.

5 Brush Chipper Operation & Maintenance

Safe practices for traditional and hydraulic infeed disk and drum chippers; covers major safety issues associated with hooking up, towing, operation and maintenance.

*Individual lessons are available in VHS format while supplies last — please call for details.

BGWDVD Basic Training for Ground Operations Set 5 DVDs & workbook

SBGWDVD (Spanish)

Non-members: \$149 Members: \$115

Also available in VHS, while supplies last - call for details, or go online



Basic Training for Ground Ops in Tree Care Workbook Only

Companion workbook for 5-part video series. Completed tests earn 5 ISA CEUs 5 CTSP CEUs

GWKWBK2 Basic Ground Operations Workbook Only

SGWKBK (Spanish)

Non-members: \$10 Members: \$8

Electrical Hazards & Trees Video



This video is required for TCIA Electrical Hazards Awareness Program training. (See page 5)

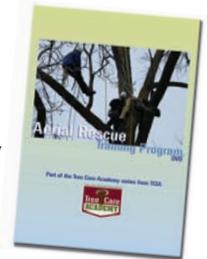
Aerial Rescue Training Program DVD

This DVD is required viewing for the TCIA Electrical Hazards Awareness Program training.

Comes with a manual and enrollment in the Tree Care Academy Aerial Rescue Training Program.

TCAARDVD Aerial Rescue Training Program DVD

TCAARDVDS (Spanish) **Non-members: \$115 Members: \$85**



REGULATORY COMPLIANCE & REPORTING

Surviving an OSHA Inspection

A TCIA Exclusive

OSHA can inspect your operations at any time and for a variety of reasons. This easy-to-read, 8-page guide will help you be prepared to face an inspection with confidence. Topics include planning, the inspection, important timeframes, required & recommended postings and records, frequently cited standards in tree care and OSHA compliance assistance.

OSHA-INSP Booklet, 8 pgs.

Non-members: \$7.99 Members: \$4.99



Driver Vehicle Inspection Reports

Best Seller!

It's never been easier to comply with Federal Motor Carrier Safety Regulations. TCIA's daily vehicle inspection reports make recording and processing of post-trip inspections a snap. Each book contains 50 2-ply carbonless forms – office copies are perforated for easy removal and filing. Available in English-only or English/Spanish. Ordering more than 100, call for quantity discounts.

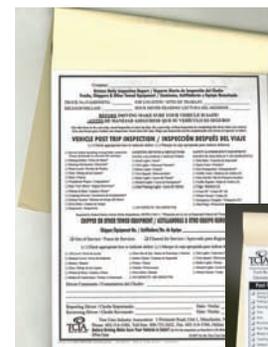
DVIRS - Bilingual DVIR

Non-members: \$5.00 Members: \$4.00

DVIR - English-only

Non-members: \$4.00 Members: \$3.00

Call for quantity discounts.



Bilingual



English-only

Basic Training for Tree Climbers

International tree climbing champs Ken Palmer and Rip Tompkins team up with veteran climbing instructor Robert Phillips to demonstrate the skills required to become a top-production tree climber. Five DVD set includes: *Getting Started*, *Rope Installation & Ascending*, *Climbing Spurs*, *Tying-In & Positioning* and *Working the Tree*.

 6 ISA CEUs  6 CTSP CEUs

- 1 Getting Started** Pros and cons of the various types of climbing gear, the importance of a daily gear inspection and pre-climb inspection of the tree and site and how to tie important knots and climbing hitches.
- 2 Rope Installation and Ascending** Techniques for installing a throwline with detailed instruction in body thrust & footlock climbing.
- 3 Climbing Spurs** Selecting, fitting and maintaining spurs and proper spur climbing technique.
- 4 Tying-In and Positioning** Selecting a tie-in point that is safe and effective, how to advance the climbing line and use the personal lanyard and how to install and use a false crotch or redirect.
- 5 Working the Tree** How to re-crotch and double crotch and techniques for limb walking.

*Individual lessons are available in VHS format while supplies last — please call for details.

BCDVD Basic Training for Tree Climbers Set (5 DVDs & workbook)
SBCDVD (Spanish) **Non-members: \$149 Members: \$115**

Also available in VHS, while supplies last - call for details, or go online



Basic Climber Workbook Only

Tests included in the Tree Climber workbook are worth

 6 ISA CEUs  6 CTSP CEUs

BCWKBK2 Basic Climber Workbook Only

BCWKBKS (Spanish) **Non-members: \$10 Members: \$8**

Forest Applications Training E-Book

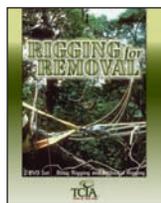
By Tim Ard and Mike Bolin

E-Book allows you to view text and pictures right on your computer. Search text, pinpoint techniques quickly, click to run short video explanations. May be printed for personal use right from your desk.  4 ISA CEUs



EBKFORESTAP Forest Applications Training E-Book CD ROM.
Non-members: \$29.95 Members: \$21.95

Rigging for Removal



This 2 DVD set focuses on techniques and equipment that tree workers can apply in the field. The "rigging team" is made up of experts Don Blair, Ken Johnson and Robert

Phillips. Includes *Basic Rigging and Technical Rigging*.

RIGGSET Rigging for Removal Video
 Includes 2 DVDs
Non-members: \$95 Members: \$75



Trees, Associates and Shigo

By Alex L. Shigo, Ph.D.

From the master, an insight into an amazing career. More than 5,000 items, including 4,000 color photos from research and travels worldwide over a 40-year period, this 2-CD set is completely indexed to help you find items of interest.

Royalty-free so you can use content to make your own books or teaching modules, to enhance Web sites, newsletters, etc. An invaluable resource. Includes: papers on compartmentalization, successions, pruning and many other tree treatments; photographs inside and outside of trees from all over the world; and a large number of people pictures. A veritable "Who's Who" of modern arboriculture.

CDTREES Trees, Associates and Shigo
 (2-CD set) **\$125**

Botany Everywhere

Woods, Field, Home and Garden Plants of NE USA, New Edition



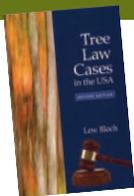
This DVD is a valuable resource for anyone concerned with tree, shrub and plant

identification in the Northeastern US. For arborists, 160 native (or escaped) tree species are featured in detailed high resolution photographs and are supported by technical information that significantly aids in plant identification.

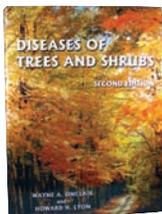
Beyond the 160 tree varieties is material regarding another 400 woody stemmed species. All this information is downloadable to your PC.

BKBOT2 Botany Everywhere \$69

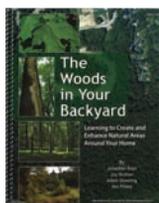
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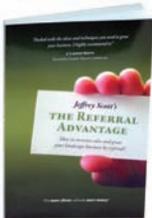
Tree Law Cases in the USA, 2nd Edition *By Lew Bloch*
A fascinating look at tree cases past and present. An excellent resource for consulting arborists, lawyers, and insurance professionals. Includes cases that involve a number of legal areas, including trespassing, boundary trees, views, real estate, negligence, and more.
BKTLCS Softcover, 138 pgs. **Non-members: \$49.95 Members: \$44.95**



Diseases of Trees and Shrubs, 2nd Edition *By Wayne A. Sinclair and Howard H. Lyon*
One of the best industry standard references for the professional tree diagnostician is Diseases of Trees and Shrubs – second edition by Sinclair and Lyons. Thoroughly revised and updated, the second edition is a necessary tool for leading edge arborists. A searchable CD-ROM referencing bibliographic entries for more than 4500 works with additional information and images is included with the book.
BKDTS Hardcover, 660 pgs. **Non-members: \$85 Members: \$75**



The Woods in Your Backyard *By Jonathan Kays, Joy Drohan, Adam Downing and Jim Finley*
This book promotes the stewardship of small parcels of land for the enjoyment of owners and improved environmental quality for society. Written for owners of 1-10 acres of land that is forested or has unmowed natural areas and to owners interested in turning mowed lawn area into a forest. Includes concepts for fulfilling land management goals for your property and a workbook where readers can apply the lessons in parts I-IV. Bundled format.
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The Referral Advantage *By Jeffrey Scott* **New!**
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The 7 Irrefutable Rules of Small Business Growth *By Steven S. Little*
This book presents the straight truth on small business success. If you're a small business owner or an entrepreneur, you'll find answers to all your most important questions on topics such as technology, business plans, hiring and much more.
SBG_BK Softcover, 256 pgs. **Non-members: \$18.95 Members: \$15.95**

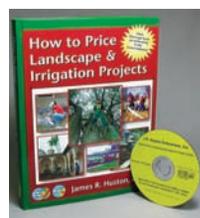


Smart Staffing, 2nd Edition How to Hire, Reward and Keep Top Employees *By Wayne Outlaw*
Smart Staffing offers easy to use strategies to hire top employees. Critical aspects such as what to look for in a candidate, screening, interviewing, pre-employment evaluations, making the hiring decision and more are covered, as well as how to avoid negligent hiring and hire within the law.
BKSMART2 Softcover, 302 pgs. **Non-members: \$19.95 Members: \$16.95**



Trees in the Urban Landscape: Site Assessment, Design and Installation *By Peter Trowbridge and Nina Bassuk*

Offers critical tools for successful planting in urban landscapes, from design conceptualization to daily maintenance. The perfect reference for addressing complex issues in the greening of cities.
BKTUL Hardcover, 207 pgs. **Non-members: \$80 Members: \$65**



How to Price Landscape & Irrigation Projects *By Jim Huston*

Contains a wealth of information on tree care, landscaping and grounds maintenance projects that makes it simple and straightforward to prepare and analyze bids. Topics include contract management, establishing budgets, determining overheads, equipment costs and other topics that apply to your business. Book & MS Excel worksheets on CD.

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Books from the Father of Modern Arboriculture *By Alex L. Shigo, Ph.D.*

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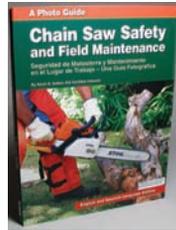


Chain Saw Safety and Field Maintenance, a Photo Guide *By Kevin K. Eckert*

This photo guide offers easy-to-understand illustrations of proper practices and techniques to help anyone operate and maintain their chain saw more safely and effectively. Combined English and Spanish language edition. Hardcover, 128 pgs.

BKCSS

Non-members: \$39.95 Members: \$32.95



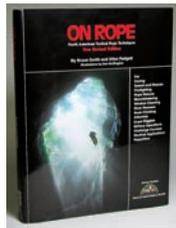
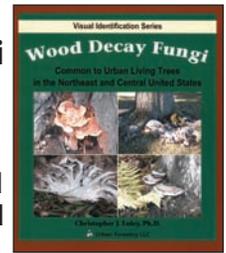
Wood Decay Fungi Common to Urban Living Trees in the Northeast and Central United States

By Christopher J. Luley

Designed to simplify the difficult task of identifying common decay fungi that threaten the structural stability of urban trees, this comprehensive guide uses high resolution images and descriptions to help with the identification of decay fungi. Also includes information on: identifying features, habitat, fruiting time, fruiting surface, type of decay and more.

BKDECAY Softcover, 61 pgs.

Non-members: \$34.95 Members: \$29.95



On Rope: North American Vertical Rope Techniques

By Bruce Smith and Allen Padgett, illustrations by Ron Buffington.

A practical approach to North American vertical ropework. Home workshops show you how to assemble your own ascending and descending gear. Addresses ropes, knots, rigging, harnesses, rappelling, ascending and belaying. Revised edition has been expanded. Coverage of European SRT rigging techniques and climbing systems included. Hardcover, 384 pgs.

BKROPE

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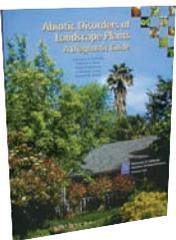
Illustrated Guide to Pruning, Second Edition

By Ed Gilman

A must-have for anyone interested in the pruning and maintenance of trees. Features six new chapters covering tree biology, structural pruning and nursery production pruning. New illustrations and updated terminology. A focus on preventive tree care through pruning. Identifies pruning specifications and why they are crucial to good tree care.

BKPRUNING Softcover, 330 pgs.

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Abiotic Disorders of Landscape Plants: A Diagnostic Guide

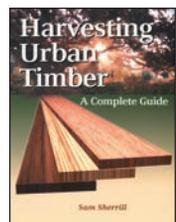
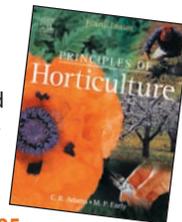
By Costello, Perry, Matheny, Henry and Geisel, University of California, Division of Agriculture and Natural Resources.

BKABIOTIC Softcover, 242 pgs. **Non-members: \$35 Members: \$30**

Principles of Horticulture *By C.R. Adams & M.P. Early*

An excellent introduction to a wide range of aspects of commercial and leisure horticulture. Written in a highly accessible and readable style, this book has already proved invaluable to a broad selection of readers, particularly students of horticulture and keen amateur gardeners. It also provides a handy basic reference for professionals.

BKPOH Softcover, 230 pgs. **Non-members: \$35.95 Members: \$29.95**



Harvesting Urban Timber: A Guide to Making Better Use of Urban Trees *By Sam Sherrill*

It is estimated that nearly 3 billion board feet of urban lumber are buried, chipped, burned or otherwise destroyed. Alleviate some of this waste by harvesting and using this timber for a variety of purposes. Step-by-step instructions on felling, bucking, sawing and drying timber.

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Excellence By Design: Leadership, 2nd Edition *By John Spence*

This practical guide teaches the steps necessary for becoming an extraordinary leader. Whether you're new to leadership or a seasoned veteran, this will give you powerful tools so you can improve your effectiveness.

BKEBD2 Hardcover, 157 pgs.

Non-members: \$19.95 Members: \$16.95



The Tree Climber's Companion

By Jeff Jepson

This compact, field-sized reference and safety manual for climbers features illustrations by Bryan Kotwica. Revised and expanded edition includes: "Tools of the Trade" Revised Climbing System (PREP), "Tying In" procedure, climbing with climbing spurs, and MORE!

BKTCC Softcover, 104 pgs.

SBKTCC (Spanish) Sold separately.

Non-members: \$20 Members: \$15



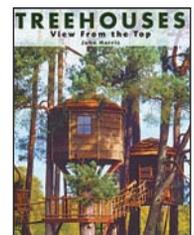
Treehouses: View From the Top *By John Harris*

A splendid look at treetop houses and how they have evolved. Includes plans, drawings and watercolors, as well as instructions for building your own treehouse: How to choose a tree, planning, designing a strong foundation, constructing the roof, doors and windows, and how to build ladders, staircases and balustrades.

BKTH Hardcover, 176 pgs.

Non-members: \$29.95

Members: \$24.95



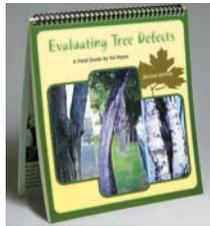
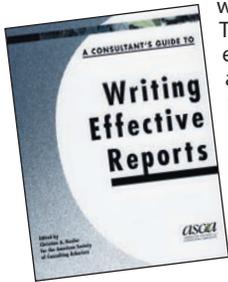
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A Consultant's Guide to Writing Effective Reports

Edited by Christine A. Keefer.

A fictional consulting arborist is presented with situations, then asked to provide written reports. This update presents report writing as a multiple-step process, from the initial planning and organizing of the content through the final packaging and presentation of the finished report. Whether you're new to consulting or a seasoned pro, you'll find this new book an important reference.

BKWRITING Writing Effective Reports
Non-members: \$90 Members: \$60



Evaluating Tree Defects: A Field Guide

By Ed Hayes

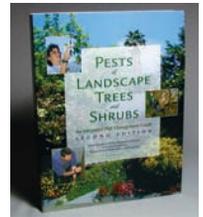
A great reference and field guide for all tree care professionals involved with tree risk assessments, this compact field-sized, spiral bound second edition includes 58 color photos (36 new!) and 43 illustrations. New and expanded sections include evaluating root decay, leaning trees and root problems, weak branch unions, basic tree bio-mechanics, tropical trees, arborist safety issues, and more. Softcover, 30 pgs.

Best Seller! **BKEVALUATING** Non-members: \$28.95 Members: \$23.95

Pests of Landscape Trees & Shrubs: An Integrated Pest Management Guide

By Statewide Integrated Pest Management Program, University of California, Division of Agriculture and Natural Resources

BKPEST Softcover, 502 pgs Non-members: \$42 Members: \$36



Guide for Plant

Appraisal

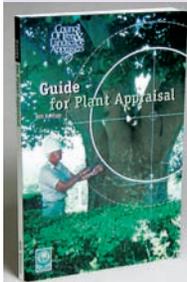
By Council of Tree and Landscape Appraisers

This ninth edition provides the professional plant appraiser with protocols useful for valuation of plant casualties, insurance purposes,

real estate transactions, plant condemnation actions and tree inventories.

GFPFA Guide for Plant Appraisal
Softcover, 143 pgs.

Non-members: \$125 Members: \$75



A Pocket IPM Scouting Guide for Woody Ornamental/Landscape Plants

Compiled and edited by Diane Brown-Rytlewski, Michigan St. Univ.

This plastic-coated scouting guide with its 3 1/2" x 6" pages fits in your pocket for field use. Color pictures and descriptions help identify common pests and their damage, beneficial organisms, common diseases, injury caused by deer, voles and rabbits, and abiotic plant injury. Guidelines for scouting and management presented. Softcover pocket size, 116 pgs.

BKSGWO Non-members: \$18 Members: \$15



Best Seller!

The Nature of Tree Care, Conversations with Alex Shigo

A collaboration between Jack Philips and Alex Shigo

Trees and their relationships – we care about trees and we care for trees. The Nature of Tree Care presents tree biology and arboriculture from a perspective of how we and trees are associates, connected in many ways. Glossy full color, 8-1/2"x11" soft cover book, 24 pages.

BKNATURE

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GFPAWKKBK

Non-members: \$25
Members: \$15

Appraisal Field Note Folders

For use with Guide for Plant Appraisal. Not shown. Sold separately.

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Members: \$25

Cost of Cure File Folders

For use with Guide for Plant Appraisal. Not shown. Sold separately.

CCFF Non-members: \$30
Members: \$25



Spanish Phrases for Landscaping Professionals

By Jason Holben and Dominic Arbini

Words and phrases to help English-speaking managers and crew leaders communicate with Hispanic employees with tips on pronunciation. Topics include hiring and training, safety, equipment use and maintenance, grounds maintenance, etc. Softcover, 237 pgs.

BKSPLP

Non-members: \$27.95 Members: \$24.95

Managing Snow and Ice

By John A. Allin

From this successful snow removal contractor comes a comprehensive guide to the business of snow and ice removal. From pricing to plowing, you'll learn every aspect of owning a snow and ice removal company. Boost productivity and profitability. Companion CD ROM contains more than 25 forms and documents.

BKSNOW Softcover, 215 pgs & CD

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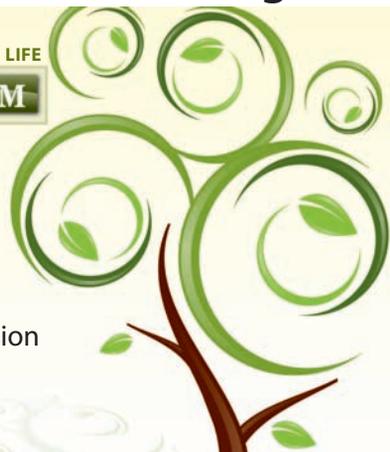
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If you have any questions, please contact the Membership Department

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