

# LAVI NEEDLEMAN

### Can you tell us about your background?

I grew up right here in Monsey. My father, z"l, was a navy veteran, and my mother is a Tzahal veteran. My parents both retired when I was young and then did a lot of gardening — the type of gardening that only a "Sabra" would know! My father developed a small apple orchard and vineyard in our backyard, and that is where I received my initial training and first became interested in gardening.

## Did you receive formal training in gardening?

While attending Yeshiva University high school and college, I began running a lawn-care business on weekends. I would take care of 15 to 20 yards each weekend, including cutting grass, trimming bushes, putting down fertilizer and more, all with no formal training. After completing a degree in accounting from YU, I went to yeshivah in Eretz Yisrael for two years.

When I returned in 1991, I had to make a decision about parnassah. I realized that I enjoyed being outdoors gardening much more than being inside sitting at a desk doing accounting. That is when I established Hatzlocha Landscaping.

In 1998, I enrolled in a special course at Rutgers University to become licensed as a "Turf and Ornamental Specialist," and graduated from a "grass guy" to a tree surgeon. For example, I learned how to rope-climb trees up to 100 feet high and hang upside down with ropes while administering medications and doing surgery on a tree using a chain saw.

### How did your business develop after that?

Things really took off after Hurricane Floyd in September 1999, which devastated Rockland County. For me, it was really *min HaShamayim*, as that was right after I finished at Rutgers. I was trying to start my own tree division

and was suddenly swamped with tree work.

Nowadays, we offer many lawncare services, including regular lawn cutting, fertilization, weed control, general maintenance, installation of water sprinklers and poison ivy control; tree pruning, trimming and removal; deer damage prevention; lawn and shrub insect and disease control; mulch installation; shrub and tree planting; snow plowing; drainage system installation; and construction of retaining walls and steps.

However, in the last decade we developed a new specialty— moving fruit trees with a 100-percent success rate.

### Wow — sounds fascinating. Can you elaborate?

As the Torah forbids destruction of fruit trees, many people are unable to develop their properties if there are fruit trees on them. Specifically in Brooklyn, where real estate is at a premium, and space is very limited, there are people who are holding onto very valuable lots that cannot be developed because of the fruit trees.

A decade ago, at a certain point when the housing market boomed, my Rav got so many *she'eilos* from buyers

#### **Crunching the Numbers**

Numbers of Years in Business:

Number of Lawns Landscaped Each Year:

**Professional:** 

Lavi Needleman

Location:

Monsey, N.Y.

Business:

Hatzlocha Landscaping &

Tree Service

**300** 

Speed of the air that our supersonic jets shoot to dig out a fruit tree:

1,200 mph

Pounds of mulch put down per year: 600,000 pounds

Average Time Needed to Move One Fruit Tree:

and developers about moving fruit trees that he gave a *shiur* on it for three weeks. I spent a lot of time learning the *sugyos*, *halachos* and *minhagim* pertaining to fruit trees.

Then, to gain the practical knowledge, we trained hands-on for a week with a retiring veteran fruit-tree-moving specialist, who showed us the unique methods that he developed. During his work with the army, he was flown all over the world by various governments to move trees up to half a million pounds and five feet across, using the method that he developed with his knowledge of physics.

Now we are able to move even the largest trees with a 100% success rate, *b'siyatta diShmaya*. No one else can make this claim. Conventional methods involve using a tractor- or truckmounted tree spade to dig or scoop the tree out of the ground, but often most of the roots are killed in the process. However, we use supersonic air jets to blow away the dirt from the tree until the entire root is exposed. The tree is then moved with its entire root, hence the high rate of success.

This has become our specialty, and the largest part of our business, as we are well known to many *Dayanim* throughout Brooklyn, Monroe and the tri-state area. Note that we don't do any jobs before the client consults with a *Dayan* first about his particular case.

### Can you share some specific anecdotes?

There was a property in Boro Park that was lying fallow for 80 years, due to fruit trees dotting the lot. The fine, ehrliche owners were willing to give

up millions of dollars rather than destroy these fruit trees, and would not sell the property to anyone else who might do so. These were huge trees, with 30-inch trunks, and *baruch Hashem*, we were able to move the trees and replant them successfully.

In the last few months, I also moved seven trees away from a construction site of a \$10-million project, where a 200-unit apartment complex is being built.

I once did a job in Boro Park where I brought a crane to pick up a 50-foot high, 20,000-pound fruit tree. We were puzzled when the loosened tree wasn't budging. We later realized that the roots had grown around a piece of a foundation from an old house that was deep down in the ground. No one had known that this old foundation had existed! We had to bring a 50-ton crane to lift up the extra weight of the concrete.

Recently, I had my most difficult project, as I was asked to move a completely hollow, yet living, pear tree. Baruch

Hashem, we were able to move it successfully in the fall, and this spring, the tree budded and is alive and well.

It is very satisfying to be able to help people in this manner.

#### Where do you replant the trees?

We either move them to another spot in the client's yard, or take them back to one of our nurseries. In order to do that, we use a crane to lay the tree on a tractor-trailer and replant it the next day. Since we are not destroying the roots and the tree is not losing any fluids, it can survive until then.

One time, a prominent chassidishe Rebbe asked me to move a pear tree from his property so that he could build a *sukkah*. I was so excited about being able to help the Rebbe. I took the tree and moved it my own property, and I am now able to enjoy the fruits from the Rebbe's tree.

### How do you spend the winter months?

The winters are definitely quieter. We do snow removal, but in warmer winters, like this year, there was not so much of that.

Winters are the time to complete maintenance work on trucks and other equipment and make administrative decisions, such as evaluating insurance policies and the general direction of the company. This year, since it was warmer, I was busy the whole winter moving trees. But the best part is that there is definitely more time in the winter to learn Torah!

### Do you have any lawn-care tips to share with our readers?

Many people call me about poor lawn quality, even though they are watering and spraying weeds. Most of the time, this is due to an insect problem. People are wary of insecticides, but the truth is that pesticides today are much safer than they used to be, and much safer than the weed killers used by many people.

A licensed company today uses modern insecticides in very small quantities. We use half an ounce of insecticide per 1,000 square feet. Imagine a one-ounce shot glass that you might use to drink wine or *schnapps* at a *kiddush* — half of that is all it takes to treat a 1,000-square-foot yard. One out of three people has an insect problem that is not in check. A professional, fully licensed pesticide applicator can easily look at a lawn and determine the primary cause for dying grass.