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If you're like most arborists, the first question you might ask is, "How much will an aerial lift package cost?" Make sure you are comparing apples to apples.

Compare lift working height and maneuverability. Does it have an overcenter lower boom? What is its flat out side reach? Do you want three handle or single handle controls? Is it available on the chassis you want, and with the chip box, saddle box and cab guard you need?

When the salesperson quotes a price, be sure to specify every item and ask for a cost breakdown. Get specifications such as engine type and size, transmission speeds, tire size, fuel tank capacity, instrumentation, wheel base, plus extras you may want.

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Ask the dealer about delivery: How long will it take to have the aerial lift package at your doorstep?

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Do I Climb?

Every year, arborists are injured because of tree or branch failures. This article covers the basics of tree hazard identification and evaluation. It should be a valuable source of information for the field worker.

On Tree Fertilization

Should arborists fertilize trees? Dr. Funk, noted researcher and author, stresses that tree fertilization is not a black-and-white issue. The decision to fertilize should be based upon management objectives as well as tree information gathered and evaluated in a scientific manner.

Micronutrients

The treatment methods are still being perfected, but it appears that nutrient spikes containing manganese may help solve yet another suburban tree problem. Preliminary field results have encouraged more research.
Next time you are looking for something to do, sit down and write an editorial. This is number 37 for me in this magazine and I have written 100 editorials over the past eight-plus years in NAA’s member newsletter. Editorials don’t always come easy, unless, of course, you just write what someone else has said, but I don’t do that.

I can’t write about some things that I have strong beliefs in because I do not unnecessarily want to offend a reader or an advertiser. I wouldn’t hesitate if, for example, that reader violated industry practice or the advertiser manufactured an unsafe product. I can’t talk about politics either, which, for me, would be fun but not appropriate here. Basically, it makes sense for me to tread on neutral ground and editorialize on industry issues.

Industry issues don’t jump up and bite me every month. This is one of those months.

Before writing this editorial, I looked to see what I had written last July. I wrote about competition last year and, given what’s going on in the magazine business now, I could probably do that again. By the way, did you notice my new picture? I understand that imitation is the greatest form of flattery but it was time for a picture change anyway.

Imitation isn’t all bad. Following the example of someone you admire is imitation and many times can be a means of improving yourself, your firm or anything else. Actions taken as the result of networking are often imitations and are intended to be. The benefit that one hopes to achieve by networking is to avoid re-inventing the wheel.

I realize that I have gone a long way to get to my point: networking. It is amazing how much time, energy and money you can save by talking to people who have the same needs and the same problems that you have. The farther removed they are from your base of operations, the better the information. We just had a survey done for the National Arborist Association and the greatest benefit identified for attending a meeting is the ability to network.

TCI EXPO will be upon us before you know it. There will be people just like you from all over the world. I would be happy to introduce you to people with similar size companies and similar operations. Make plans now to attend. The trade show will be the biggest ever, the seminars the best and the opportunities to network will be absolutely unlimited!
4.5 cubic-inch 757 to the compact 300S, every Shindaiwa is built for maximum cutting efficiency, minimum cost of ownership. It's the result of flawless construction. Small displacement, high output engines. And engineering tolerances normally reserved for Formula One race cars. For added protection, you're backed by a national network of independent servicing dealers. So visit one soon. Because if you're running a business, shouldn't you be running the strongest business tools as well?

You want a stronger business. Have you considered a stronger saw?

To the average citizen, a chain saw is a cutting tool. No more, no less. But if you depend on it for your livelihood, a saw is more than just a cutting tool.

It's a business tool. Which is why you should take a good, hard look at Shindaiwa. We manufacture high-performance chain saws for professionals. People who demand the rock-like reliability, low weight, easy starting, and smooth power few saws deliver. Ours do. From the all-new,
Do I Climb?

A Practical Guide To Tree Hazard Evaluation In The Field

Tree hazards take many forms. They may be hard to notice or quite obvious. It is the arborist's responsibility to locate, identify, and evaluate all potential hazards. Personal safety and the safety of co-workers must always be your first concern. TCI hopes that you will copy this article and share it with co-workers.

Communication is key

Examining the job site before the work is scheduled allows for proper planning and equipment selection. Identifiable hazards and questionable trees should be documented in writing on the work order so that work can be done safely and costly crew delays can be avoided.

Sales representatives or supervisors often have more experience, or may know the history of a particular tree and be aware of hazards. In such cases, they should discuss questionable trees with the field crew when scheduling the work.

Because not all tree hazards are visible from the ground, tree hazard evaluation must continue to take place during the work. Every crew should have at least one member who is knowledgeable and experienced in judging the safety of a tree in order to help crew members who are in doubt about a tree’s condition.

Examining trees to be climbed

Tree inspection may actually begin as you drive up to the work site. Certain hazards, like electrical wires, dead tops and hangers in the upper tree canopy, may only be visible some distance from the tree. Inspect the surrounding area for electric wires and other potential hazards.

Inspect each tree completely from the ground before you climb or begin work. Walk around the tree and examine it from roots to branches on all sides. As you climb, look for problems that were not visible from the ground. Be aware of the movement or sway of the tree; if the tree does not move as it should, there may be a hidden problem with the trunk or roots.

Vines and soil often hide hazardous situations. If they cover portions of the trunk, they should be removed or opened up for examination of the trunk and root collar.

Roots - All trees need a substantial root system to keep them standing. However, only a small portion of the root system is visible above the soil surface. Trees should have a flare at the base. If this is not present, soil or mulch may be hiding symptoms of decay in the stem or roots.

Many symptoms on or above the buttress or flare roots can indicate the condition of the rest of the root system. Any root decay that is visible near the trunk could indicate extensive root loss because decay begins in outer sections of the roots and works back toward the trunk.
Fungus structures, including mushrooms and conks, indicate decay, but its presence and extent can only be determined by probing with a drill.

**Lower Stem (to 4 feet above ground)**
The lower stem is one of the easiest portions of the tree to examine. Defects found here may indicate either a root or stem problem. Look for loose bark, open cavities, cracks, mushrooms, conks, and depressions or swellings in the stem. These may be indicators of serious trunk or root decay. If decay is present, the extent of weak wood should be determined before the tree is climbed. Examination can be done by probing with a knife, stiff wire or a drill. (See the section on heart rot for details on acceptable limits of decay.)

If you are unsure whether the wood thickness will allow climbing or lowering, a more detailed analysis of the tree may be necessary. This analysis must be done by an arborist who has completed specialized training in hazard tree evaluation.

**Stems (above 4 feet from ground)**
When stems break, they usually do so between four feet of the soil surface and the lowest limb. This area should be examined the same way as the lower trunk. In addition, the bark beneath any V-crotches should be closely examined for bleeding and cracks, which could indicate extreme weakness.

**Limbz** - Inspect limbs for loose bark, cracks, fungal fruiting structures and decay. Limb scars indicate a history of limb failure and the potential for more failures. Plan your ascent to avoid weak limbs.

Thoroughly examine any limb before tying into it, walking on it or before lowering from it.

Limbz that arise from topping cuts are often weakly attached due to the type of branch attachment, angle of growth and internal decay. They are not a good choice for setting either climbing or lowering lines.

**Warning signs**
Below are some common tree defects and what they may mean to the arborist.

**Peeling bark** - Bark begins to come off limbs, trunks and roots of hardwoods typically within three to six months of when...
the tree or part of the tree dies. Some species such as hemlock hold their bark for longer periods of time. When bark cracking or peeling is present, inspect the wood beneath to make sure it is sound. When climbing a tree with loose bark, it is best to use a climbing line rather than tree climbing spikes.

Cracked or loose bark at the base of the stem may indicate severe root rot. The stability of the tree and extent of root decay should be judged prior to climbing the tree. Stability can be judged by throwing the line into the tree and carefully pulling in several directions. Pull hard enough to assess the movement of the tree but not hard enough to break any section of the tree.

Sapwood decay - Sapwood decay or decay of the outer wood may occur prior to the death of a tree. After a tree dies, decay advances rapidly. Trees that keep their bark after dying tend to have more sapwood decay since the bark holds in moisture.

A small amount of sapwood decay is not a threat to the structural strength of the tree. However, if heart rot, cracks or other factors are present, the loss of these outer growth rings may compound an already hazardous situation.

Using climbing spikes in decayed sapwood can be risky. If there is more than one-half inch of sapwood decay, the climber should tie in with a climbing line or use an alternate method of working the tree.

Heart rot - Heart rot or decay of the inner cylinders of wood occurs after the tree is wounded and a decay fungus infects the wood. It takes years before a tree is significantly weakened by a heart rot fungus. Heart rot occurs in stems, roots and limbs.

To detect heart rot, examine the trunk for open cavities, fungus structures and cracks. Sounding the trunk or limb with a large hammer is a bit crude and requires practice, but it can be useful in detecting internal decay. To precisely determine the extent of heart rot, the stem must be drilled or cored with an increment borer.

Climbing or lowering from trees with less than 50% of their original strength is not recommended. In those cases, specialized equipment should be used.

Precautions also need to be taken before cutting trunks or limbs with heart rot as they often release or fall before expected.

Heart rot is most easily recognized when there is an open cavity. Other symptoms include cracks, cankers, conks and burls.

Deadwood decay - Depending on the species of tree, limbs or trunks start decaying within six months to two years of their death. The decay usually begins in the sapwood and works into the center of the tree.

Symptoms of deadwood decay include cracking, peeling bark and fungus structures. If limbs display these symptoms, the climber should never rely on them to completely support his or her weight or the strain of a lowering procedure. If the limb must be walked on or tied off for lowering, the climber must support most of his or her weight with the climbing line, which is tied into solid wood.

Cracks - Cracks occur on limbs, trunks and roots due to death of the inner bark (phloem) or sapwood. Cracks can also be formed when severe twisting or bending.
1989 Ford L8000; 7.8 Diesel; 8 Spd.; w/1974 10 Ton National 6T56 Crane & Jib; 21,000 Miles ................................ $44,500

2) 1981 Chevrolet; V8; w/After 28 Feet Buckets ........................................ $7,925 Ea.

1991 Ford L-8000; 7.8 Diesel; 13 Spd.; Tandem; w/17 Ton RO Model 3474 Crane; 84' Hook Height ........................................ $79,500

1980 Ford LT9000; Cummins Diesel; w/Vermeer 1987 - TS84 Tree Spade ........................................ $39,500

1973 GMC; 6V53 Diesel; Auto.; w/1987 Tarco Diesel Catch Vac ........................ $24,500

1985 GMC; V8; 5x2 With JLG 8-Ton Crane; 65' Hook Height With Upper Controls & Basket .......... $29,500

1983 International; 6x6 DT466 Auto With Holan Bucket Model 29-E75; 70 Ft.; 2 Buckets And Jib .................. $69,500

1979 Mack M685 w/Prentice HTSR Sheet Rock Loader ........................ $4,500 And Up

1973 GMC; 6V53 Diesel; Auto.; w/1987 Tarco Diesel Catch Vac ........................ $24,500

1985 GMC; V8; 5x2 With JLG 8-Ton Crane; 65' Hook Height With Upper Controls & Basket .......... $29,500

1980 Ford LT9000; Cummins Diesel; w/Vermeer 1987 - TS84 Tree Spade ........................................ $39,500

1973 GMC; 6V53 Diesel; Auto.; w/1987 Tarco Diesel Catch Vac ........................ $24,500

1985 GMC; V8; 5x2 With JLG 8-Ton Crane; 65' Hook Height With Upper Controls & Basket .......... $29,500

1983 International; 6x6 DT466 Auto With Holan Bucket Model 29-E75; 70 Ft.; 2 Buckets And Jib .................. $69,500

1979 Mack M685 w/Prentice HTSR Sheet Rock Loader ........................ $4,500 And Up

1980 Ford LT9000; Cummins Diesel; w/Vermeer 1987 - TS84 Tree Spade ........................................ $39,500

1973 GMC; 6V53 Diesel; Auto.; w/1987 Tarco Diesel Catch Vac ........................ $24,500

1985 GMC; V8; 5x2 With JLG 8-Ton Crane; 65' Hook Height With Upper Controls & Basket .......... $29,500

1983 International; 6x6 DT466 Auto With Holan Bucket Model 29-E75; 70 Ft.; 2 Buckets And Jib .................. $69,500

1979 Mack M685 w/Prentice HTSR Sheet Rock Loader ........................ $4,500 And Up

(2) 1985 GMC BRIGADIERS; 3208 CAT; 13 Spd.; w/Barko 80 Log Loader & 20' Bed .................. $29,500

1985 Chevrolet 4x4; V8; 5 Spd./2 Spd.; w/LR50 Asplundh & Chip Box .................. $35,000

(40) Other LR50's; Gas & Diesel; Flatbeds; Utiliies; Chip Boxes In Stock.

(10) Digger Derrick In Stock ................................................ $4,500 & Up

(25) Bucket Trucks 36', 40', 42', 46', 50', 55', 65' In Stock (Call For Specs & Prices.)

(10) HIAB; IMTCO; National, Etc. Knucklebooms Unmounted Or Mounted ................... $4,500 And Up

(2) Royer Woodman Brush Cutter Attachments For CAT'S Or Rubber Tired Loaders; Diesel .................. $16,500 & $19,500

Rayco Hydra Stumpers (New): 175 HP CAT; Undercarriage For The Big Land Clearing Or Stump Removal Jobs; w/Air $121,000

1993 Rental Return: 250 Hrs. $107,000

Also Rental Available. Call For Details

(15) 1984 To 1990 One Ton Bucket Vans; Utiliies; Versaflex; Telescopes, Etc. .................. $16,500 & Up

1979 Mack M685 w/Prentice HTSR Sheet Rock Loader $18,500

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Root loss - When examining the buttress roots and root collar area of the trunk, check for loose or cracked bark.

occurs, such as during a storm. Cracks that go deeply into the wood of trunks usually indicate the presence of heart rot.

Stems and limbs with cracks dry out rapidly and become more brittle. Cracks also can lead to decay in the wood. All limbs should be examined carefully for cracks. When cracks are found, the climber should not rely on the limb for support. Walking beyond the crack, even with a secure climbing line, is not recommended since the climber may be swung into the stub if the limb were to break at the crack.

Trunk cracks associated with heart rot indicate that the tree is twisting and beginning to fall apart. Thickness of sound wood should be carefully determined and alternate removal methods considered before climbing. When cracks are discovered on opposite sides of a decayed trunk or limb, that structure should be considered seriously weakened.

Woodpecker damage - Nesting holes or woodpecker damage are an indication that the limb or part of the trunk is dead or dying and decay has started. The extent of decay is impossible to estimate without probing.

On limbs with woodpecker damage, the climber should not rely on the limb to support his or her weight. Limb walking beyond woodpecker damage is not recommended.

Borers - Small (1/16-inch to 1/4-inch diameter) holes in the trunk or on limbs, sometimes associated with oozing sap or wet patches, indicate a borer infestation. These insects attack trees that have recently died or are in the final stages of decline. They may indicate that the bark will be weaker than on live trees, so take caution when using climbing spikes. Thoroughly examine the roots and remainder of the trunk before ascending.

Cankers - Cankers are diseases of the bark caused by fungi or bacteria. Symptoms are generally a sunken, dead area on the bark. Cankers can cause a weakening of the outer layers of wood and can lead to decay. If decay spreads into the wood, a weak area results because both the inner and outer growth rings are affected.
Have You Trained Your Tree Workers In Electrical Hazard Awareness?
PROVE IT!!

That's the question you're sure to be asked by OSHA inspectors or accident investigators. Besides training your workers, you now have to document and certify that they have been properly trained.

The alphabet soup that covers these changes are OSHA 1910.269, OSHA 1910.331 and ANSI Z133.1-1994.

**OSHA 1910.269.** Effective January 31, 1995, you must certify that all employees who come closer than 10 feet to energized wires have received electrical hazard training.

**OSHA 1910.331.** Effective in August, 1991, all employees who may come within 10 feet must be trained in electrical hazard awareness, and that training must be documented.

**ANSI Z133.1-1994** outlines the required training subjects. Remember, an ANSI violation is an OSHA violation.

**ACRT PROVIDES ELECTRICAL HAZARD AWARENESS TRAINING AND NECESSARY COMPLIANCE CERTIFICATION**

Since 1985, ACRT has trained more than 10,000 tree workers. We can train in your community, at the ACRT Institute, or by self study using the newly revised National Arborist Association home study course.

Don't take chances. Depend on a training organization with a proven track record; an organization that can certify that the training provided your employees complies with all applicable laws and regulations.

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Kent, OH 44240
800-622-2562
Fax 216-673-3205

Training may be expensive, but try costing out ignorance.
Determining strength loss

<table>
<thead>
<tr>
<th>Diameter of stem/limb*</th>
<th>Thickness of sound wood*</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 inches</td>
<td>1 inch</td>
</tr>
<tr>
<td>20 inches</td>
<td>2 inches</td>
</tr>
<tr>
<td>30 inches</td>
<td>3 inches</td>
</tr>
<tr>
<td>40 inches</td>
<td>4 inches</td>
</tr>
<tr>
<td>50 inches</td>
<td>5 inches</td>
</tr>
</tbody>
</table>

This table shows the minimum wood thickness which constitutes a 50% strength loss. When using this table remember to subtract the bark thickness from both the diameter measurement (D-tape value minus two times the bark thickness) and wood probing. Strength loss will be greater if there are cracks, cavities or other weakening factors. In those cases, thickness of sound wood for a given trunk diameter will need to be greater than the values listed for it to be climbable.

Other challenges

The arborist often encounters other factors that can be challenging in identifying hazards.

Storm damage - Hazard identification in trees that are storm-damaged presents many challenges for the climber.
Take extra care to evaluate any storm-damaged tree for possible hidden hazards before climbing it. Some things to look for before and during the climb include:

a. Wires hidden by leaves and branches. Trees may become energized when they contact electric wires or other wires such as telephone wires which contact electric wires. Consider all wires as energized.

b. Cracked stems and crotches.

c. Broken limbs and tree tops that may be hanging or blocking the climber's ascent route.

d. Broken limbs held in place by support cables.

e. Points of pressure and tension on limbs or small trees underneath larger fallen trees.

Ice - Ice and snow present obvious slipping hazards when climbing. When temperatures are below freezing, inspect the upper side of the tree's limbs before walking on them.

Climb trees with ice on the trunk or limbs only when absolutely necessary.

Wet limbs - Climbing trees in the rain or those that are wet present several problems, including visibility and slipping. Besides being slick, wet trees make defects hard to see. Inspect carefully before climbing and climb wet trees only when necessary!

Windthrow - When windthrown, trees are removed, with the trunk usually cut near the base. The stump and attached root plate may remain in the uplifted position, it may move part of the way back into the hole or it may spring totally back into the hole. Care must be taken to make sure no one will be injured if the root plate moves. Movement may also throw the saw up and out of control.

Many limbs and saplings are put under great tension when a large tree falls on them. These "spring poles" need to be cut carefully, using special techniques to avoid a violent reaction to cutting.

Lowering limbs - When lowering limbs, the shock load created by the falling piece of wood can be many times greater than the weight of the wood. This creates major problems when lowering from wood that is decayed, cracked or weakened by other factors.

The hazard of a weak lowering crotch can be reduced or eliminated by:

a. Cutting smaller than normal sections of wood;

b. Lowering from a lower, stronger limb;

c. Using a false crotch on solid wood;

d. Running lowering lines through adjacent sound trees.

Palm hazards - Palm frond skirts that fall can injure or kill the climber who is supported by a lanyard below the skirt. Therefore, when working in palms containing skirts with three or more years worth of dead fronds, the climber must be supported by a climbing line and false crotch.

Dead fronds are a serious fire hazard. Smoking while working in or near dead palm fronds is not wise. Also check the chain saw muffler to make sure it is intact and not releasing sparks.

Handle fronds with care as they can inflict serious cuts and puncture wounds which can result in infection.

Be aware that many types of animals (e.g. rats, snakes, bees, etc.) nest in palms, especially those that have been neglected for several years. Have an escape plan in...
Electric wires - Before climbing any tree, carefully inspect it to locate possible electrical hazards. All wires passing through a tree must be considered energized with potentially fatal current. Only a qualified line-clearance tree trimmer or qualified line-clearance trainee may work in the presence of an electrical hazard. Other workers must stay at least 10 feet away from the conductor or any conductive object, including the tree, that could contact the conductor.

Electrical hazards awareness and work practices training goes beyond the scope of this article. Programs on this subject are available from the National Arborist Association. For more information, call 1-800-733-2622.

Bees, wasps, animals - Many animals and stinging insects make their homes in trees. Locate possible nesting sites before getting too close. Look for round entrance holes and evidence of recent chewing of callus tissue.

Have an escape plan in mind at all times. Always stay tied in and descend on your rope if problems occur. Do not panic!

Have insect spray on your truck. Carry it up with you if you suspect insect nests may be present. For large insect nests, hydraulic insecticide sprays, bee resistant suits or other techniques may be necessary.

Remember that most stinging insects are not active until it becomes warm. They are less active in the morning than later in the day.

Support cables - Before performing any tree care operation, locate the position of any support cables. Cables are most common where V-crotches are present, but they may be in any tree.

Check cable tension and condition of branches being supported before removing the cables.

Dead trees - How long is it between when a tree dies and when it is unsafe to climb?

After a tree dies, the wood begins to weaken. If left alone, all dead trees will eventually start dropping limbs, roots will start decaying and the trunk will eventually fall over.
There are two ways to work smarter...

**THE HARD WAY**

**Work harder or work smarter?** Some people think that's an easy question to answer. But there are hard ways to work smarter and there are easy ways. You could take accounting, management, government and other related courses, and in, say, five years, you'd be ready to take your tree care business right to the top.

**Or,** become a **National Arborist Association** member and tap into a source that has all that information ready for tree care companies. A source that doesn't have to reinvent the wheel every time a question comes up. A source that offers you all the experience of its staff and other members, to help you work smarter.

**THE EASY WAY**

Take a look at what members have in their business arsenal:

- **A Toll-Free Hotline:** Tree care answers to your tree care business and technical questions. When you need them.
- **Business Management Guidelines:** What would you pay for accounting, cost analysis, sales compensation and human resource guidelines that are already set up for tree care companies?
- **Federal Regulation Guidelines:** NAA members get the rules spelled out for them exactly as they relate to tree care companies. No more wading through page after page of government gibberish!
- **Safety and Technical Training Materials:** There is no other source that offers such comprehensive training programs at such a reasonable cost.
- **Networking with Peers:** You could find out how a tree care company similar to yours turned a problem into a profit center. Maybe you can't call another tree care company in your area with a question, but why not a fellow NAA member from across the country?
- **Better Group Rates on Insurance:** NAA searches out the best plans, then negotiates for you and executes "power buys" to keep the cost of insurance under control.
- **Better Advertising and Public Relations:** An ongoing public awareness program including events such as the National Arborist Day at Arlington National Cemetery, means that the NAA logo on your advertising and stationery carries more weight with cautious homeowners and businesses. Plus, the NAA offers an excellent array of professionally developed brochures and marketing materials at a fraction of what they'd cost you to produce.

So if you are determined to make '94 a banner year for your business, you can hit the books... Or, you can hit this toll-free number and become a member today: 1-800-733-2622

**National Arborist Association**

Compliance with Minimum Wage and Overtime Regulations

For Tree Care Companies
The question for the climber is: “How long after a tree dies is it safe to climb?” There is no simple answer to this question. All trees must be judged individually based on the amount of root rot, trunk rot and limb deterioration. As a general rule, soft-wooded or decay-prone species are best removed within six months of their death. Stronger wooded, less decay-prone species may last up to two years before climbing becomes highly risky.

The following are common trees which are weak-wooded or have rapidly weakening limbs or trunks. Use your experience with local tree species to expand this list if necessary:

**Weak-wooded trees**
- Basswood / linden
- Boxelder
- Birch
- California bay laurel
- Cottonwood
- Elm
- Fir
- Giant sequoia
- Horsechestnut / buckeye
- Poplar
- Red maple
- Redwood
- Silver maple
- Soft pines (5 needles)
- Spruce
- Sycamore maple
- Tree of Heaven
- Tulip poplar
- Willow

**Climbing alternatives**

If a tree is unsafe to climb, the following alternatives may be used to safely perform the work:

An aerial lift may allow the tree to be removed without climbing.

Using a crane to remove large limbs may reduce the hazard to an acceptable level.

Tie into and work from an adjacent sound tree. Get permission from the tree’s owner.

Targets such as fences or small plants may be moved, allowing the tree to be felled from the ground without climbing.

Other specialized equipment may be used, depending on the size and type of hazard.

If the hazard is electrical wires, those who are not line clearance tree trimmers should have the utility company de-energize lines or provide clearance.

Your assessment of tree and related hazards may leave you with the question: “Do I climb this tree?” When you are not absolutely sure that you can work safely because of tree or related hazards, you should not climb the tree. Seek an alternative.
Are You A Self- Starter?

By Richard G. Ensman Jr.

Think for just a moment about the “human dynamos” you know. These are the people who exhibit unflagging energy ... who seem to possess a creative flair for mobilizing the actions of others toward a common goal ... who have an uncanny ability to make things happen in their personal and professional lives. They are the self-starters, those lively souls who seem to make the world go 'round.

Self-starters have no special genetic makeup that gives them their energy and flair. Somewhere in their lives, they’ve learned the traits and skills successful people use to accomplish great things. Self-starters are made, not born.

How many self-starter traits do you understand - and exhibit - right now? To find out, take this brief “self-starter quiz.” As you read the following statements, ponder each for a moment and decide how strongly the statement describes you. Give yourself a score of “2” for every statement that strongly represents you and your behavior. Score yourself with a “1” for every statement that represents your behavior some of the time. Statements that generally do not represent your behavior should receive a score of “0.”

1. I set ambitious goals regularly.
2. I seek out new people and new experiences, especially those I’m not familiar with.
3. I’m confident and decisive.
4. I’m willing to call meetings or initiate action on short notice if there’s potential for a big payoff.
5. I’m challenged to seek out experiences that I dislike or am afraid of.
6. I keep my casual doubts to myself.
7. When I wake up each day, I know what I want to accomplish over the next 24 hours.
8. I don’t hesitate to admit failure and cut my losses when a project doesn’t seem to be working the way it was intended.
9. I communicate my ideas and my vision with enthusiasm to other people.
10. I never procrastinate on priority projects.
11. I do procrastinate on trivial and relatively unimportant matters.
12. I try to model my own behavior after the behavior of other successful self-starters.
13. Each day I spend time on projects and activities that will likely result in success.
15. I note my small victories publicly.
16. I set deadlines and benchmarks for myself when I undertake a new task.
17. While I freely admit my limits and weaknesses, I find ways to compensate for them.
18. I try to mobilize others toward goals and actions that I believe to be important.
19. When I plan, I am determined to seek out obstacles - and ways to overcome them.
20. I read the biographies of active and successful self-starters.
21. I look for feedback from others and try to use it to improve my own efforts.
22. I take responsibility for my failures, and am quick to share credit for my successes.
23. I complement my strengths and talents with the unique strengths of other people.
24. I enthusiastically ask for help when I need it.
25. When I ask others for assistance, I try to create “win-win” situations that can benefit everyone involved.
26. While I consider myself a true visionary, I am realistic about what I can accomplish in a limited period of time.
27. After I’ve achieved a triumph, I look forward to even greater success in the future.
28. I’m excited about the future.
29. I always look for the positive, even when I experience failure or frustration.
30. I’m an optimist.

Now score yourself. If you scored between 45 and 60, you’ve done well. In all probability, you understand what it takes
to be a true self-starter and you’re probably practicing those traits right now. If, by chance, you achieve a score over 45 and don’t feel confident about self-starting abilities, you’re probably not aware of the many things you’ve learned about initiative and success-oriented behavior in years gone by; you do, however, have a genuine ability to make positive things happen around you.

If you scored between 30 and 44, you’re on your way! Use the traits identified in this quiz as a guide to future reflection and action. Try to internalize these principles and you’ll gradually find yourself practicing them in your daily life.

If you scored below 30, don’t despair! Spend time with successful people. Watch the actions of people who seem to have an uncanny ability to make things happen, wherever they are, whatever positions they hold. Try to model your behavior after theirs. Read up on the ingredients of professional success. Try to make your personal and professional attitude just a bit more positive each and every day. Then, in six months, take this brief quiz again; you may find yourself inching forward on the road to success.

And as the months and years pass, continue traveling that road. With determination, practice and enthusiasm, you’ll find in time that the pace of your journey will begin to accelerate. You may find, in fact, that your journey is just as vibrant as the sparkling qualities you exhibit as a self-starter each day.

Richard G. Ensman Jr. is a freelance author based in Rochester, New York. He specializes in business and management topics.
OnTree Fertilization

By Roger C. Funk

The question of whether to fertilize urban trees cannot be answered with a simple yes or no.

Trees are living organisms and they must be supplied with water, oxygen, carbon dioxide, nitrogen and about a dozen mineral elements in order to grow and function properly. All of the products and processes necessary to maintain life are derived from these basic materials. If any of these are less than ideal or limiting, poor tree performance will result, even when other materials are sufficient. Next to water, soil fertility is considered the most common limiting factor.

The benefits of supplementing nitrogen and certain mineral elements have been demonstrated overwhelmingly where growth is the primary management objective. With urban trees there are many possible objectives, depending on species, location, function, condition and stage of maturity. Fertilization can be a useful practice for increasing growth of young trees, reducing the incidence and/or severity of certain insect and disease problems and reducing the effect of environmental stresses such as drought.

Conversely, improper fertilization can cause physiological drought or "burn," deficiencies in nutrient elements which were not applied, and increases in certain insect and disease pests.

Fertilization should be considered if it will efficiently help meet the arborist’s objectives. The most common practice is to use general or complete fertilizers. This philosophy is based on the notion that one or more parts of the fertilizer formulation will be beneficial and that the remainder will be incorporated into the ecosystem. While this involves no time-consuming and costly diagnosis of the site, it may result in inefficient use of resources. It may also have a detrimental effect on the environment. Soluble nitrogen, in particular, is associated with leaching and having a negative effect on water quality.

'Ideal' fertilization

Ideally, specific fertilizer formulations that alleviate site-plant limitations and meet plant management objectives should be used. This requires more time and money to obtain the necessary information upon which to base decisions. Unfortunately, current site evaluation techniques may not accurately determine specific nutrient element needs.

Soil testing, either alone or in conjunction with plant analysis, is the most commonly used tool for diagnosing the need for fertilization. However, soil tests developed for agronomic crops may have limited usefulness in predicting nutrient deficiencies for trees. Readily available nutrients are probably less important for the development of perennial plants, such as trees, than they are for growth and yield.

Fertilization can be a useful practice for increasing growth of young trees. (Photo courtesy of The Davey Tree Expert Company)
of annual crops. Also, extractants used to measure nutrients available to annual field crops may not satisfactorily estimate the "available-to-trees" fraction of nutrients in soil. Another limitation is the difficulty in obtaining a representative sample from the entire root zone of an established tree. This is particularly important in urban areas where soil is often disturbed, amended or replaced.

Tissue analysis promises to be a useful tool for detecting inadequate levels of plant nutrients. It has not been used extensively for woody plants to date because of insufficient research data and comparison standards. The Davey Company, in cooperation with The Ohio State University, has developed standards for a number of species. These guidelines have been particularly useful in diagnosing and treating micronutrient deficiencies. As with soil tests, tissue analysis is only as good as the sampling and interpretation of results.

Field trials
In spite of the progress in the development of reliable foliar and soil diagnostic techniques, field fertilization trials are currently the most effective method of identifying nutrient deficiencies. Results indicate that nitrogen and, to a lesser degree, phosphorus and potassium, most frequently increase tree growth and leaf size, color, mass and number. These nutrient elements also are associated with insect and disease activity and drought response. Nitrogen has been shown to retard leaf abscission and may increase photosynthetic efficiency. Other nutrients that reportedly elicit a visual response include sulfur, calcium, magnesium and certain of the so-called micronutrients.

The Davey Company has conducted fertilizer field trials, including rhizotron studies, since the early 1920s. Meaningful comparisons with other research sources are difficult, however, because studies throughout the United States are so diverse in nature. If our industry is to accomplish our objective of applying the proper fertilizer formulation at the proper time and in the proper amount with the proper placement, we need to pool our resources and initiate a cooperative effort. Although regional variation may be desirable or even necessary, some degree of uniformity in field plot and laboratory technique is essential. There is also a need to establish a mechanism by which collaboration among investigators could be improved. We are currently discussing a fertilizer study with the University of Florida that may help initiate such a program.

In summary, reports in the literature and observations regarding urban tree response to fertilization greatly vary. More work is needed with soil and tissue analysis and with field trials to set useful criteria for diagnosing and treating deficiencies to meet management objectives. Each objective may require its own diagnostic criteria. For example, where disease management is the goal, measures of growth may not be appropriate. Although this will require a deal of endurance, the outcome will be worth the investment. The key to a successful fertilization program is proper diagnosis.

Roger C. Funk, Ph.D., is vice president of Human and Technical Resources at the Davey Tree Expert Company, Kent, Ohio.
HAZARDOUS TREE EVALUATION

1. When trunks or stems break, it usually occurs between ground level and four feet above the ground.
   a. True
   b. False

2. All arborists who are required to perform work in hazardous trees and even "questionably" hazardous trees should have formal training documented and recorded by their foreman and/or supervisor to help prevent needless accidents.
   a. True
   b. False

3. When determining the extent of internal decay with a drill or increment borer, it is important to determine the "minimum" needed diameter of healthy sound wood and not penetrate any farther.
   a. True
   b. False

4. Wide angles of branch attachment and narrow angles with bark ridged "upward" in the crotch, are stronger than narrow angles of branch attachment with embedded (included) bark.
   a. True
   b. False

5. Trees that may have hidden hazards include
   a. those with vines growing on them.
   b. trees without a normal flare or buttress at the base.
   c. trees with mulch piled high on the trunk.
   d. trees which have undergone severe stress such as droughts, floods, or mechanical root severance.
   e. all of the above.

6. When dead trees are being removed, climbers should NOT rely solely on climbing spikes when ascending and working in the tree if there is more than _____ inch of sapwood decay present.
   a. 1/4
   b. 1/2
   c. 3/4
   d. 5/8

7. Dead trees that retain their bark tend to have _____ sapwood decay since the bark holds in moisture.
   a. more
   b. less

8. Climbing or lowering from trees with less than _____% of their original strength is not recommended.
   a. 25
   b. 50
   c. 75
   d. 90

9. Walking beyond a crack in a limb is recommended only if you are securely tied in with your climbing line.
   a. True
   b. False

10. Name 4 visible hazard "symptoms" found on trees caused by birds, insects, or diseases which indicate stress and a potentially hazardous condition.

11. When conducting hazardous tree examinations, which part of the tree is generally considered to be the MOST difficult to examine?
   a. Lower trunk
   b. Upper trunk and branches
   c. Inner trunk
   d. Roots

12. When evaluating trees for hazards
   a. all hazards may not be seen from the ground.
   b. one should examine the tree from all sides and from a distance.
   c. some trees may have hidden hazards.
   d. all of the above.

13. Which of the following statements is FALSE?
   a. When the thickness of sound wood is not adequate to consider a tree safe for climbing, alternate removal methods should be used.
   b. Trunk cracks associated with heartrot indicate that a tree may be starting to twist and structurally deteriorate.
   c. Not all mushrooms found growing on a tree indicate that there is extensive heartrot associated with them.
   d. When removing branches with cables in them, the branches being supported need not be examined, only the tension of the cables and the condition of the hardware.

14. As a general rule, soft wooded or decay prone tree species are best removed within two years of their death.
   a. True
   b. False

15. Arborists should not have to look for any evidence of recent "below ground" construction damage before working in a tree.
   a. True
   b. False

16. Working in trees that have been previously topped may be extremely hazardous because __________ develop which are weakly attached and cannot be depended on to support a heavy load.
   a. suckers
   b. watersprouts
   c. witches brooms
   d. none of the above

17. Tree species that are less prone to decay and have strong dense wood, may last up to _____ years before climbing becomes highly risky.
   a. 2
   b. 4
   c. 6
   d. 8

18. When working with palms, which of the following is NOT considered a hazard?
   a. Flammability of dead fronds
   b. Sharpness of fronds
   c. Snakes, bees, birds, etc. nesting in the fronds
   d. Size of the tree

19. When _____ percent or more of the root system is decayed or missing, alternative removal methods should be considered.
   a. 25
Social practices that demand a manicured lawn or post card perfect fairway have made many a happy golfer, but have put excessive stress on the environment. We have disrupted the natural decomposition cycle of organic matter that slowly, methodically breaks down plant matter to become the next generation of food source for new plant growth and microbial activity. Now your problems multiply and manifest themselves in inferior soil structure, no microbial activity and poor plant nutrition. Conventional fertilizers cannot solve this dilemma.

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20. As a rule of thumb, a 30-inch tree should have at least a ____ inch “ring” of sound wood surrounding internal decay and excluding bark, for it to be considered safe enough to climb.
   a. 1
   b. 2
   c. 3
   d. 4

ANSWER KEY

1. b
2. a
3. a This will prevent needlessly breaking the internal barrier or boundary zone which has possibly “walled off” or compartmentalized the outward spread of the heartrot.
4. a
5. e
6. b More than 1/2 inch of sapwood decay will increase the risk of spikes slipping in the wood causing potentially serious accidents.
7. a
8. b
9. b Walking beyond a visible crack is not recommended because the branch can fail, causing serious injury to the climber.
10. Small holes in the trunk or limbs from bark beetles or borers, sunken or depressed cankers in the stem or limbs, woodpecker holes (especially in concentric rings), mushrooms on the tree or at the base of the trunk, conks or “bracket fungi” on the trunk or limbs, fungal mycelium (rhizomorphs), etc.
11. d
12. d
13. d
14. b Weak-wooded species are best removed within 6 months.
15. b Significant loss of structural “support” roots may lead to tree failure.
16. b
17. a
18. d
19. b
20. c

This test was compiled by Chris Carlson, a professor and director of Horticulture Technology at Kent State University, Salem, Ohio, campus.
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For several years Chuck Vostry battled a common dilemma of suburban tree care professionals. But now he seems to be on his way to beating it. Vostry and his son, Kevin, operate Vostry Lawn & Tree Care Service at Naperville, Illinois, a fast-growing upper-middle class suburban area southwest of Chicago. After completing a development, it is common for builders in such areas to leave yards that have a thin layer of top soil and lots of compacted clay underneath. There is also a high soil pH. It is a poor growing environment for young trees.

"Many of the trees around here are silver maples, red maples and river birch," says Vostry. "A lot of them just didn't look very healthy. I talked with arboretum specialists (at the widely known Morton Arboretum in Lisle, Illinois) and learned that many of the trees were deficient in manganese."

Vostry happened to read about manganese spikes used for fertilizing palm trees. According to the reports, golf courses in Florida were having success using manganese and magnesium spikes on their palms. Vostry, who likes to experiment, figured he'd give the manganese spikes a try on a few maples and birches.

"I had a customer with three silver maples... and they were not looking good," says Vostry. "I treated one of them with manganese spikes in the fall of 1991. By the spring of 1993 it had twice the number of buds and leaves as the two untreated trees, and much better color."

Vostry treated 12 more trees and monitored them for the next two years. "They didn't show an overnight change, but they gradually became healthier...more leaves, greater growth and better color," he reports.

He says his customers have been receptive to the treatment program, prompting him to expand it.

Thus far, experimentation with the fertilizer spikes on shade trees has been less than scientific, but have nonetheless shown favorable results. Dr. Elton Smith, formerly with Ohio State University and now a private consultant, has been retained by the spike manufacturer to study the efficacy, application rates and other aspects of using the product for shade trees.

Micronutrients, including iron, magnesium, sulfur, boron, copper and others, have been used by arborists for years and are available in several forms. Chelates of micronutrients can be found as a component of liquid, soluble and dry fertilizers or may be purchased separately and added to your tank mix. Chelation is a chemical process which enables a micronutrient to be more readily available to a plant. It has been found that when micronutrients are present, the uptake of nitrogen is enhanced.

To determine the need for micronutrients, it is best to first test the soil for any deficiencies. Tissue analyses are also helpful in determining the status of nutrients within the plant. Determining any micronutrient deficiencies is important, as large amounts of some micronutrients can be toxic to trees.

Symptoms to look for that may indicate micronutrient deficiency include chlorotic leaves, early leaf drop or scorched leaves. Many of these tree health problems are often related to deficiencies with the macronutrients - nitrogen, phosphorus and potassium. This only amplifies the need for accurate soil and tissue analysis.

Your fertilizer supplier can provide the fertilizer analysis you need to correct any micronutrient deficiencies.
The Worker Protection Standard And The Arborist

There is much confusion regarding the Environmental Protection Agency’s Worker Protection Standard. The standard is written to protect agricultural workers who may use pesticides. Arborists are exempt from the standard, which covers pesticide use in nurseries and retail centers.

Soon you will see products with labels containing worker protection information. This is expected to be in a box, stating information such as reentry restrictions and posting requirements. When you see such a label, you must follow the directions as you always have, but the “boxed” information will be specifically for uses that fall under the Worker Protection Standard.

You may also encounter familiar products with a new name and label. For example, DowElanco is expected to release a product called “Dursban WN,” labeled for uses conforming to the Worker Protection Standard. The existing Dursban label will remain on the original package, so its availability to the arborist will not change.

Tree care firms that also own a nursery may see themselves in a unique scenario. Products used on an ornamental tree on a residential property may not be labeled for use in the nursery.

You may also encounter specific requirements for personal protective equipment that is not printed in the “boxed” information on the label. If a product label contains worker protection statements for personal protection equipment, this must be followed. This is the reason DowElanco is making a specific Dursban product for worker protection uses.

Brian Barnard is Government Affairs specialist for the National Arborist Association.
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August 14-17
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Contact: ISA, 217-355-9411

August 16
Department of Natural Resources Forest Service Seminar
Project Learning Tree
Speakers: Maryland Forest Service
Contact: Forestry Education Center, 410-768-0830

August 23
Department of Natural Resources Forest Service Seminar
Arborist Safety & Training
Cedarville State Forest, Brandywine, Prince George's County
Contact: Forestry Education Center, 410-768-0830

September 21
Landscape Contractors Association
Landscape Expo
Howard County Fairgrounds
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October 3-6
Society of Municipal Arborists
Annual Conference and Trade Show
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Contact: Jerry Clar, 206-684-7649

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Annual Training Conference
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Victoria, B.C.
Contact: Lynnette Claire, 206-365-3901

October 6-7
Minnesota Society of Arboriculture
Fall Conference and Business Meeting
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Contact: Mark Schnobirch, 612-587-2975

October 21-23
New Jersey Shade Tree Federation Annual Meeting and Expo
Mcafee, N.J.
Contact: Bill Porter, 908-246-3210

November 17-19
TCI Expo '94
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Contact: 800-733-2622

December 13-14
Turfgrass and Ornamental Pest Control Workshop
Marion County Extension Office
Indianapolis, Ind.
Contact: Jeff Lefton, 317-846-7020

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Albuquerque, N.M.
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Davey Tree Expert Company Acquires Pole Tech, Inc.

The Davey Tree Expert Company recently acquired Pole Tech, Inc., through its West Coast subsidiary, The Davey Tree Surgery Company, headquartered in Livermore, California.

Pole Tech, Inc., headquartered in Angel Fire, New Mexico, provides comprehensive utility pole inspection and treating services in southwestern and central mountain states. It also conducts pole inventories, pole reinforcement and various other pole consulting services.

Throughout North America, electric, telephone and gas companies turn to Davey for competitively priced, high-quality vegetation management programs. Since Davey trimmed its first tree for line clearance in 1921, Davey's services to utility customers have expanded to include comprehensive distribution line clearance, transmission right-of-way maintenance, buried cable and underground electric service, substation maintenance, pole treatment and emergency services.

Roland Diefenthaler, Pole Tech, Inc., president and founder, continues to oversee the company's operations. He will also assist Davey in the management of its pole treating services for utilities, municipalities and regional electric associations throughout the United States and Canada. "This is an excellent opportunity for our employees to join a large industry leader," Diefenthaler says. "Davey operations throughout North America open the door to expanded contract opportunities."

Howard Bowles, vice president and general manager of Davey Tree Surgery Company, says Pole Tech's employees bring considerable pole industry experience to Davey's existing services. "Together we will be even stronger in this segment of our business, providing customers with top-quality pole inspection services," Bowles says.

The Davey Tree Expert Company provides utility services, tree, shrub and lawn care, interior plant care, tree nurseries and arboriculture and horticulture consulting. Davey is employee-owned with more than 5000 employees coast to coast in the United States and Canada.

Plant Center Developing Trees for Power Lines

The Center for Development of Hardy Landscape Plants received a contract for $380,000 over five years from the Electric Power Research Institute (EPRI). EPRI is working with eight utilities in supporting the project. The funding is for developing attractive, small statured trees, suitable for planting near power lines. The goal is to ultimately save each power company thousands of dollars annually in clearing budgets, while contributing to the improvement and environmental ecology of their service areas. The annual total line clearing budget for all power companies combined is around $1.5 billion annually. Small trees which mature well below line heights would significantly reduce this amount.

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The Center's overall goal is breeding stress-tolerant, superior plants for the urban and suburban environment. Organized in 1990 by internationally recognized horticultural authority Dr. Harold Pellett, the Center is a cooperative effort among over 70 institutions to coordinate research and breeding of landscape plants. The Center's work is supported by grants and gifts from individuals and businesses. An informative quarterly newsletter keeps supporters and participants updated on research progress and results, new plant developments, exploration trips, and general information that flows through the Center. For further information, write CDHLP, P.O. Box 39, Chanhassen, MN 55317.

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New Research Trust Fund Named For Oscar P. Stone

At the annual meeting of the Connecticut Tree Protective Association, the Board of Directors announced the establishment of the Oscar P. Stone Research Trust Fund. The purpose of this fund is to stimulate research on important problems confronting the tree care industry. It was appropriately named in honor of Oscar P. Stone to acknowledge his many outstanding contributions to educate arborists and to promote arboriculture, not only in Connecticut but also throughout the United States.

To commemorate this distinguished honor, an oak tree, which is the logo of the Connecticut Tree Protective Association and which occupies a prominent place in Connecticut’s history, was slated to be planted at the Connecticut Agricultural Experiment Station at the Board of Directors meeting last month.

Donations to the Oscar P. Stone Research Trust Fund are greatly appreciated and can be sent to The Connecticut Tree Protective Association, Inc., 18 Washington Street, Rocky Hill, CT 06067-1527.

ISA Conference Planned For August In Nova Scotia

The International Society of Arboriculture 1994 Annual Conference and Trade Show will be held in Halifax, Nova Scotia, Canada, on August 14-17. The picturesque location and the unmatched educational program combine to make the 1994 Annual Conference a must for any professional in the green industry.

An educational program which includes Dr. Alex Shigo and other world class speakers will be accompanied by the longest running arboricultural trade show. The Annual Conference would not be complete without the International Tree Climbers Jamboree. This year’s event will feature top tree climbers from around the world competing for the coveted trophy as well as fabulous prize packages.

Top researchers from around the world will present their latest findings on every aspect of arboriculture and urban forestry. The beautiful seaport of Halifax is an ideal location to take a little extra time before or after the meeting to explore this scenic and historic part of Canada.

The ISA Annual Conference also features an unparalleled guest and youth program.

For more information or to register for this outstanding opportunity, contact the ISA office at 217-355-9411.
ACRT Named Utility Software Marketing Agent

ACRT, Inc., has been named exclusive marketing agent for American Electric Power Service Corporation’s RWM software. The announcement was made by Richard Abbott, president of the international utility forestry consulting firm, which is based in Kent, Ohio.

RWM, which stands for right-of-way maintenance, was developed by the Indiana Michigan Power Company, headquartered in Fort Wayne and an operating unit of AEP, which is a seven-state utility system. Abbott describes the package as the best software he has seen for utility tree and brush control management. To share the cost-effective benefits with other utilities, American Electric Power selected ACRT to license the software because of the firm’s proven track record in the field of utility line clearance management and service. Since its establishment in 1985, ACRT has assisted many utilities around the world in the development of electronic, mechanical, manual and chemical tree and brush management programs.

Using hand-held computers, line clearance crews and ROW maintenance department people enter information on tree trimming, removal and brush reclearing activity directly into the system. The information can then be transmitted via public telephone lines to the utility’s divisional or central offices where personal computers are used to communicate and work with the data. Jeff Saltzman, ACRT’s vice president of utility services, says: “This unique software system is used to authorize, document, invoice and file maintenance and new construction work performed by line clearance crews. Data can be processed on crews operating under any number of contractual arrangements, including annual selective trimming which is also known as variable units, time and materials, lump sum or fixed unit price vegetation management programs.”

RWM software provides utility forestry departments with the following real time functions and capabilities: time sheet reporting and editing; budgeting and forecasting; maintenance authorization; job tracking; circuit activity inquiry; contractor crew activity inquiry; material usage inquiry; 3-year-average maintenance, expense and customer inquiry; data transfer; contract file maintenance; master file maintenance; and printed statistical and management reports.

ACRT will sell RWM software to utilities under licensing agreements and will provide support services, including online system support. ACRT offers utility and municipal arborists a number of tree management software packages, including the firm’s proprietary Tree Manager™ program for municipalities.

For information, contact Jeff Saltzman, vice president Utility Service Group, ACRT, Inc., P.O. Box 219, Kent, Ohio 44240. Phone: 800-622-2562. FAX: 216-673-3205.

Test the Waters!

“Cutting Edge,” our press release section, is devoted to new products. If you manufacture a new product and you need a cost-effective way to test the tree care market, send a press release and a black and white photo of the product to TCI and we’ll run it in the “Cutting Edge” section.

Mail it to: Tree Care Industry, P.O. Box 1094, Rte. 101, Amherst, NH 03031 attention “Cutting Edge.”
A new publication for the arboriculture industry is now available from the University of Maryland Cooperative Extension Service.

Landscape IPM contains over 300 original black-and-white illustrations of insect pests of trees and shrubs and their damage. This 106-page publication is designed for professionals desiring to implement landscape IPM programs. The principles and components of IPM for landscapes are presented, followed by a chapter on biological control in landscapes. A monthly guide to pest monitoring and a guide to pests by host plants is followed by a synopsis of 22 pesticides registered for controlling the 141 insect and mite pests treated in the pest management section.

Each pest treatment contains seven parts: a labeled illustration of the pest and its characteristic plant damage where appropriate; descriptions of the adult and immature stages of the pest, the number of generations per year and where and in what stage the pest overwinters; a list of the preferred host plants; a list of registered pesticides, with the least toxic ones in bold type; a description of monitoring techniques to detect pests and their damage; and suggestions about when and how to control the pest using available IPM strategies.

Landscape IPM - Bulletin 350 sells for $15. To order, write Agricultural Duplicating Service, 6200 Sheridan Street, Riverdale, MD 20737.

The pictured equipment costs $200. Phyton-27 costs about $12-$25 per injection, takes about 1-3 hours, lasts 3 years plus. For reliable technical support and overnight delivery, call 1-800-356-8733. Phyton-27 Bactericide and Fungicide: real-world efficacy against Dutch Elm Disease, since 1984.

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TREE CARE INDUSTRY
IS WRITTEN BY ARBORISTS,
FOR ARBORISTS.
The new Deep Root Round Planter (model RP 22-30-18) prevents tree roots from lifting and damaging nearby hardscapes and landscapes. The Round Planter is made in the USA with 50% post-consumer recycled plastic. Lightweight yet tough, it is designed for planting smaller trees with mature trunk calipers of no more than 12 inches and is ideal for 5-15-gallon (16-inch ball and burlap) plantings. The tapered cylinder measures 22 inches at the top, 30 inches at the bottom and is 18 inches high. Deep Root Partners, L.P., Suite 103, 345 Lorton Ave., Burlingame, CA 94010. Phone: 415-344-1464.

Partner’s redesigned stump grinder features a blade guard constructed of one solid durable component. The unit comes completely assembled for ready-to-use convenience. The rugged blade guard helps to ensure reliable performance while grinding the hardest woods. The lightweight Partner stump grinder eliminates the need for heavy, expensive, difficult-to-maneuver equipment. Weighing only 44 pounds, the stump grinder allows homeowners and landscapers to grind stumps below ground level in just minutes. Partner Industrial Products, 905 W. Irving Park Road, Itasca, IL 60143. Phone: 800-323-3553.

DowElanco introduces Pathfinder II herbicide. The premixed formulation allows for precise application rates, reducing inconsistent results. Pathfinder II selectively controls more than 40 woody plant species, including ash, oak, maple and other difficult-to-control trees and brush, even in winter. Managers can plan treatments year-round (except when snow, ice or water prevents spraying to the groundline), helping to spread workloads and making efficient use of crews and equipment. Low-profile, dormant-season applications control brush without producing “brush skeletons.” DowElanco, 317-337-4337.

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TREE CARE INDUSTRY - JULY 1994
Shindaiwa, Inc., has introduced new packaging for its complete line of accessory products. The new packaging, which features Shindaiwa's familiar red and white company colors, is boldly styled for easy identification and enhanced display. Shindaiwa is a leading manufacturer of outdoor power equipment, including chain saws, grass trimmers, brush cutters, hedge trimmers, blowers, water pumps and cutoff saws. Shindaiwa, Inc., 11975 SW Herman Road, Tualatin, OR 97062. Phone: 503-692-3070.

Liftex, Inc., recently added the 6- and 8-part braided roundslings; eye and eye roundslings; and bridle slings with single, double, triple and quadruple legs to its line of Roundup endless roundslings. Liftex Roundups, made from a core of continuously looped polyester yarns covered with a 2-ply protective jacket, are specified for rigging all types of loads. All Liftex Roundup roundslings feature color-coded jackets that designate capacity and protect the load-bearing fibers from abrasion and ultraviolet radiation. Liftex, Inc., 204 Railroad Drive, Ivyland, PA 18974. Phone: 800-448-3079.

New ASTRO Insecticide provides effective control of tent caterpillars and gypsy moths. FMC Corporation, one of the nation's leading manufacturers of plant protection products, introduces ASTRO Insecticide for use on trees and shrubs. ASTRO controls up to 48 common pests, including tent caterpillars and gypsy moths. ASTRO does not cause phytotoxicity, has no odor and there is virtually no skin or throat irritation. ASTRO does not require D.O.T. placarding or any signing/marking. ASTRO is available in squeeze-and-measure quart and gallon containers. FMC, 800-528-8873.

ANDY’S TRUCK CENTER, INC.
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- 1985 (4) Ford-Chevy C-70 (4x4) (SF-12 PBHI) Chip Dump
- 1986 Ford F-600 (SF-12 PBHI) Chip Dump
- 1952 Ford F-800 (SF-12 PBHI) Flat Deck
- 1956 (2) Ford F-700 (SF-12PBHI) Flat Deck
- 1978 Ford F-700 (SF-12PBHI) X-City Unit
- 1981 Ford F-600 (STD-48PBHI) Flat Bed
- 1987 Ford F-600 (5G1-488 PBHI) Flat Deck
- 1987 Ford F-700 Diesel w/50-55 Twin Bucket
- 1982 Ford F-800 Diesel w/75' Holman twin bucket
- 1987 Ford F-8000 Diesel w/65’ Hi-Ranger
- 1980 Chevrolet C-70 w/65’ Hi-Ranger
- 1978 Mack 60D w/75’ Holman twin bucket
- 1985 Ford F-7000 w/75’ Holman twin bucket
- 1982 Chevrolet C-70 w/75’ Hi-Ranger (all steel)

TECO
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- 1987 Chevy C-70, 55’ Chip Dump, Pony Motor

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- 1982 Chevrolet C-70 w/75’ Hi-Ranger (all steel)

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**HELP WANTED**

We are a full service arboriculture firm with offices in the Midwest and the East Coast. With our continued expansion, we are seeking qualified arborists for production, plant health care and sales positions within our company. We consider safety, quality, production and communication to be the foundations of proper tree care. If you believe the same and wish to make arboriculture a career, we would like to hear from you. Send your resume with salary history to Carol Denski, c/o The Care of Trees, Inc., 2371 S. Foster Ave., Wheeling, IL 60090. Phone: 708-394-4220.

Field sales representatives. Growth Products, Ltd., a progressive, fast growing manufacturer of professional and agricultural liquid fertilizers and organics, is seeking experienced degreed salespeople for Mid-Atlantic, Northcentral, Southcentral and Southwest territories. Experience in turf/ornamental, greenhouse and tree care markets is desirable. Please send resume and salary history to Growth Products, Ltd., P.O. Box 1259, White Plains, NY 10602. Attn: Human Resource Dept.

Work in the Washington, D.C., metropolitan area with a progressive, growing full service tree care firm. We seek experienced career-minded tree climbers. Driver’s license a must - CDL preferred. Top pay and good benefits package. Send resume to Northern Virginia Tree Experts, Inc., 44199 Lavin Lane, Chantilly, VA 22021, or call 703-471-7607.

Experienced climber/foreman wanted to manage crew. We are a fast growing, quality oriented company in the Chicago North Shore. Minimum 3 years experience, CDL and self-motivation required. Excellent compensation and benefits available. Please send resume and contact The Kinnucan Company, 28877 North Nagel Court, Lake Bluff, IL 60044. Phone: 708-234-5327.

Tree company in south Florida looking for motivated, qualified arborist with CDL & min. 2 yrs. exp. Top climber with foreman capabilities most desirable. Professionally aggressive. Year-round work, well established co. since 1978, built on team work. Mail resume and salary requirements to Bill Hodges, 5796 Western Way, Lake Worth, FL 33463, or call 800-932-7267.


Branch manager - East Coast tree service seeking experienced and responsible individual for day-to-day management, including sales. $50K plus vehicle and benefits. Send resume to TCI, Box T, PO Box 1094, Amherst, NH 03031.

Relocate to Hawaii. Established tree company seeking tree climbers with experience in rigging, pruning and shaping trees, and working around utility lines. Year-round work. Pay based on experience. Paid medical, dental, federal holiday, vacation, 401K plan and profit sharing. Please send resume to Jacunski’s Complete Tree Service, Inc., P.O. Box 4513, Hilo, Hawaii 96720.

Arborist with experience and CDL “B” (with air brakes) license. Duties include supervision, sales and driving bucket truck. Excellent benefits. Drug-free workplace. EOE. We are a large quality-oriented full landscape company, established 1946. Send or fax resume to: Rood Lawn and Garden, 17990 S. 208th West Ave, Kent, WA 98032. Phone: 253-857-0499. Fax: 253-876-8565.

General foreman - Forestry degree plus one year utility clearance experience or five years in utility line clearance.


Arborist/salesperson - Established tree care company in the Northeast looking for a team player who is fully licensed as an arborist and has a turf/pesticide supervisor license in NH and Maine. Must have experience in climbing, pesticide and fertilization, as a foreman, and as a tree salesperson. This position offers a tremendous growth opportunity for the right candidate. Please fax your resume and salary requirements to ATHC - 603-335-0522.
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Arborists, field representatives, climbers, technicians. Ira Wickes Arborists, one of the oldest and most respected companies in the business, is looking for high-quality people to help us continue to grow. Excellent compensation, benefits, incentives. Please send resume or contact us at Ira Wickes Arborists, 11 McNamara Road, Spring Valley, NY 10977. Phone: 914-854-3400.

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1986 GMC flat deck, 1986 48 PBRI Hi-Ranger, tool box, tool line, cap guard, excellent condition, city owned, $20,000; 1987 Ford diesel, chip box, 48 PBRI Hi-Ranger, cap guard, tool box, tool line, $29,000. Phone: 519-945-4385 (after 6 p.m. - 519-969-5451).

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For sale to highest bidder - Right-of-way wood axe purchased new in January 1985. For more information call or write: Escambia River Cooperative, Inc., P.O. Box 428, Jay, FL 32565. Phone: 800-235-3848. Sealed bids will be opened Sept. 16.

1978 Hi-Ranger GMC, new motor, 1979 International 4x4 52-ft. Hi-Ranger w/chip box (both have insulated upper and lower boom and towing packages). Phone: 914-221-9226.

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If you can't get to it safely you can't prune it or otherwise work in a tree. NAA's video orientation to **ROPES, KNOTS & TREE CLIMBING** provides:

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To order the **ROPES, KNOTS & TREE CLIMBING** video program please fill out the order form on page 37 or call the National Arborist Association Hotline at 1-800-733-2622.

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Phone 1-800-733-2622  Fax 603-672-2613
When We Least Expect

By John M. Haller

Who is more at risk - the climber or the groundman? The point is often disputed. While it is true that the climber can fall, it is equally true that the groundman can be struck by falling objects. He can also be injured in a number of bizarre ways.

On a removal job a few years back, one of my workers was in the tree sectioning it down. I was standing on the ground at a respectable distance handling the lowering rope, and the rest of the crew were busy disposing of the brush and cutting up the wood as it came down. With the climber taking two or three wraps around his anchor branch before tying off the piece to be cut, I felt so little pull on the rope that I instinctively tightened my grip on the rope.

A piece of cake, I reflected. And so it was until, without saying anything and without my noticing, the climber changed his tying procedure. Having observed the slow running of the bull rope, he decided to stop using wraps and to let the rope slide unchecked over the anchor branch, relying on the friction of the simple up-and-over half-loop as adequate to establish control. As the tree was a eucalyptus with its characteristically thin bark that affords minimal friction, the effect was almost the same as if the rope were only threaded through a pulley.

There would have been no objection to this had he warned me. But he didn’t, and I failed to notice the change. Worse, the next piece to come down was larger and heavier than any of the preceding ones. Had I been alerted, I would have taken my own wraps around some adjacent tree or at least would have readied myself in some way for the moment of severance.

I had taken up my stance behind a group of large pumice rocks that had been brought in as part of the landscape design, planning to brace my feet against the largest rock if I had to. I favored that position as being well out of the danger zone of falling limbs.

I stood there behind the rocks blissfully unaware of what awaited me and perfunctorily holding the rope in anticipation of no more pull than I had experienced with the other pieces. The climber cranked up his saw and began his cut, his body between my line of sight and the pass of the line over the anchor branch.

When the razor-sharp saw tore through the limb and the severed section swung out and down with no wraps to check it, the jerk was so violent and the weight so heavy that I had no time to do anything except instinctively tighten my grip on the rope. Dropping in virtual free fall, the weight pulled me sideways and upward at the same dizzying rate of speed. One moment I was tranquilly standing on the ground and the next moment I was flying through the air, or more accurately was being forcibly dragged along in a semi-horizontal position across the mass of pumice rocks. These rocks are volcanic in origin and have a surface made up of may tiny open arcs with very sharp edges; it was across these that I found myself surfboarding, so to speak.

Instinct directed my head and elbows to protect themselves as best they could, while my torso, legs and feet were left to take their chances. The nearer the heavy section approached the ground, the faster it seemed to go. My body was only a negligible counterweight, and my flight pattern began to change from horizontal to diagonally upward. Fortunately, in a few more fractions of a second the piece plumped against the ground, luckily landing in the one small area where there was nothing to damage except the grass. My involuntary flight ended as abruptly as it had begun - just in time to save me from what might have been a broken neck, for by then I had passed over the rocks and was headed straight for the tree trunk.

Why did I not let go of the rope? Perhaps for the same reason the old-time sea captains used to go down with their ships. Calculation had nothing to do with it, only instinct and long years of self-indoctrination conditioning me to protect the homeowner’s property at all costs.

As it turned out, my injuries were limited to long shallow cuts and badly bruised knees. The sturdy fabric of the work pants helped save me from worse, and the steel-toed, high-topped work shoes protected my feet and ankles.

The bruises gradually cleared up, the cuts healed and the chastened bossman, instantly dubbed “The Flying Dutchman,” became the butt of good-natured ribbing for years to come.

John M. Haller owns and operates his own tree service company in Modesto, California.

Do you have a story for From the Field? TCI will pay $100 for published articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person or they will not be considered for publication. Articles and photos must be received by the first day of the month for the following month’s issue.
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This directory contains listings of companies supplying the tree care industry with products and/or specialized services. The information contained herein should not be construed as an endorsement of products or techniques.
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Work harder or work smarter? Some people think that's an easy question to answer. But there are hard ways to work smarter and there are easy ways. You could take accounting, management, government and other related courses, and in, say, five years, you'd be ready to take your tree care business right to the top.

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- Better Advertising and Public Relations: An ongoing public awareness program including events such as the National Arborist Day at Arlington National Cemetery, means that the NAA logo on your advertising and stationery carries more weight with cautious homeowners and businesses. Plus, the NAA offers an excellent array of professionally developed brochures and marketing materials at a fraction of what they'd cost you to produce.

So if you are determined to make '94 a banner year for your business, you can hit the books... Or, you can hit this toll-free number and become a member today! 1-800-733-2622
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W. Chester, PA 19381-0504
800-537-9108
610-344-7710
Jane Eppley
See our ad in the 4-color Product Guide.

Creative Sales, Inc.
222 Park Avenue/P.O. Box 501
Fremont, NE 68025
800-759-7739
FAX: 402-727-4841
Bryan K. Wolfe
See our ad in the 4-color Product Guide.

Crowe Rope Company
P.O. Box 640, Main Street
Warren, ME 04864
Thomas P. Aylmer
207-273-6214
FAX: 207-273-2405

Cummins Michigan, Inc.
41326 Vincenti Court
Novi, MI 48050
810-236-6335
FAX: 810-473-8560
James M. Osborne

Cutwell Products
1119 South 68th Avenue
Yakima, WA 98908
509-966-1499
Lyle Roy
Aluminum & fiberglass pruning poles & saws.

Edward W. Daniel Co.
PO Box 94628
Cleveland, OH 44101-4628
216-361-7676
FAX: 216-361-7681

Data General Corporation
4400 Computer Drive, MS B232
Westboro, MA 01580
508-898-5096
FAX: 508-898-5097
Joseph Flannery

The Davey Resource Group
1500 N. Mantau Street PO Box 5193
Kent, OH 44240-5193
216-673-9511 ext 349
FAX: 216-673-5408
Sandra L. Burns

The Davey Tree Expert Co.
1500 N. Mantau Street
Kent, OH 44240
216-673-9511
FAX: 216-673-9843
Gordon Ober

Deep Root Partners, L.P.
345 Lorton Avenue, Suite 305
Burlingame, CA 94010
415-344-1464
800-ILV-ROOT (458-7668)
FAX: 415-344-9380
Graham Ray

Detroit Diesel Corporation
13400 Outer Drive, West
Detroit, MI 48239-4001
313-592-5440
FAX: 313-592-7288
Mike Collins
See our ad in the 4-color Product Guide.

Deutz Corporation
3883 Steve Reynolds Boulevard
Norcross, GA 30093
404-564-7100
FAX: 404-564-7222
Mike Cooper
Bob Schneider

TCI PRODUCT DIRECTORY - 5
Dicke Tool Co.
1201 Warren Avenue PO Box 518
Downers Grove, IL 60515
708-969-0050
FAX: 708-969 3973

The Doggett Corporation
Cherry Street
Lebanon, NJ 08833
201-236-6335
800-448-1862
Albert K. Doggett
Roger D. Mellick
See our ad in the 4-color Product Guide.

DowElanco
9330 Zionsville Road
Indianapolis, IN 46268
317-337-4436
FAX: 317-337-4350
Kevin Tomka
DowElanco manufactures a full line of industrial herbicides for weed/brush control and tree growth regulators that manage fast-growing trees that cannot otherwise be removed. Call your chem distributor or DowElanco specialist for more info.

See our ad in the 4 color Product Guide.

Elmore Truck Accessories, Inc.
P.O. Box 382
Elmore, MN 56027
800-665-8914
507-943-3142
FAX: 507-943-3107
Charles Blackman
Fiberglass cross boxes; side boxes; slide-in storage unit for pickup trucks; underbody and topboxes.

Engine Center
2351 Hilton Road
Ferndale, MI 48220
810-399-0002
FAX: 810-399-3142
R. Tell

Engine Distributors, Inc.
332 S 17th Street
Camden, NJ 08105-1798
609-365-8631
FAX: 609-338-0606
Glenn Cummins Jr.

Environmental Consultants, Inc.
207 Lakeside Drive
Southampton, PA 18966
215-322-4040
FAX: 215-322-9404
Dennis E. Holewinski
Philip Charlton
Keith Forry
Tom Williams

Environmental Information & Design, Inc.
RR#3, Box 437
Gorham, ME 04038
207-929-6633
Richard Dube

ESSCO Distributors, Inc.
1555 Fifth Industrial Court
Bay Shore, NY 11706-3440
516-665-7370
FAX: 516-665-1559
Jerry Sluker

Exmark Manufacturing Company, Inc.
PO Box 808, 2101 Ashland Avenue
Beatrice, NE 68310
402-223-4010

F

Fanno Saw Works
P.O. Box 628
Chico, CA 95927
916-895-1762
FAX: 916-895-0302
Robert A. Fanno
Fanno saws and tools have been made since 1921. The Fanno int'l line of tools offers high-quality imported tools. Call for a catalog.
See our ad in the 4 color Product Guide.

Federal Signal Corporation
2645 Federal Signal Drive
University Park, IL 60466
708-534-3400
FAX: 800-682-8022
Jan Mol
Federal Signal manufactures a complete line of audible and visual warning devices for vehicles, including light bars, rotating beacons, strobe beacons and systems, switch controls, back-up alarms and more.

Fehr Brothers Industries
895 Kings Highway
Saugerties, NY 12477-4356
800-431-3095
N.Y.S. 914-246-9525
FAX: 914-246-3330
B. R. MacCulloch "Mac"
Turnbuckles, thimbles, eyebolts, wire rope clips, spring hooks, chain, cable. All items available in galv. or stainless steel.

FMC Turf & Ornamentals Corp.
Box 8, Route 1 & Plainsboro Road
Princeton, NJ 08543
800-528-8873
FAX: 609-452-8408
Bill Fetterolf
FMC Turf & Ornamentals manufactures Astro and Talstar insecticides for use on trees, ornamentals and lawns. Call your chemical supplier for details or call 1-800-528-8873.

Forestry Suppliers, Inc.
P.O. Box 8397, 205 W. Rankin Street
Jackson, MS 39284-0397
800-528-8873
FAX: 609-452-8408
Bill Fetterolf
FMC Turf & Ornamentals manufactures Astro and Talstar insecticides for use on trees, ornamentals and lawns. Call your chemical supplier for details or call 1-800-528-8873.

Forestry Suppliers, Inc.
P.O. Box 8397, 205 W. Rankin Street
Jackson, MS 39284-0397
800-528-8873
FAX: 609-452-8408
Bill Fetterolf
FMC Turf & Ornamentals manufactures Astro and Talstar insecticides for use on trees, ornamentals and lawns. Call your chemical supplier for details or call 1-800-528-8873.

Fox Manufacturing, Inc.
P.O. Box 6, 15325 Wicker Avenue
Lowell, IN 46356
219-696-1440
FAX: 219-696-8107
Dan Fox
See our ad in the 4-color Product Guide.
The Frankenhoff Corporation
314 Nod Hill Road
Wilton, CT 06897
203-834-1424
FAX: 203-834-2099
Chris Frankenhoff
Firm assists individuals in planning and investing for retirement. We establish investment objectives for each client and utilize no load mutual funds for our clients' investments.

The Grasshopper Co.
P.O. Box 637
Moundridge, KS 67107
316-345-8621
FAX: 316-345-2301
R. A. Stucky

Gravely International
P.O. Box 5000
Clemmons, NC 27012-5000
910-766-4721
FAX: 910-766-7545
Bill Noble
See our ad in the 4-color Product Guide.

Grazer Div. of Ingersoll Equipment
200 Ingersoll Road
Winneconne, WI 54986-9576
414-582-5000
FAX: 414-582-5043
Jack Talin

Great Lakes IPM
10220 Church Road NE
Vestaburg, MI 48891-5763
517-268-5693
Jim Hansel

500 North Michigan Avenue
Chicago, IL 60611-3748
312-644-2830
FAX: 312-644-7989
Gene Short

Green Pro Services
380 South Franklin Street
Hempstead, NY 11550
516-538-6444
800-645-6464
FAX: 516-538-2042
Robert R. Riley
See our ad in the 4-color Product Guide.

Greenlee Fairmont
4455 Boeing Drive
Rockford, IL 61109-2988
815-397-7070
815-397-8289
Jim Eisele

GROW Gun Corporation
5322 Howell Street
Arvada, CO 80002
303-278-9112
FAX: 303-279-5101
Chuck Staudinger
Jackie L. Staudinger
Charles E. Joy

Growth Products
25 Home Street
White Plains, NY 10606
Nicole Reinbergen
914-428-1316
Growth Products provides the arborist with a complete line of professional liquid fertilizers, micronutrients & natural organics for every season. Each product contains our exclusive methylene urea - a slow release nitrogen source. Please call for more information.
See our ad in the 4-color Product Guide.

Hall's Safety Equipment Corporation
Sandy Lake Road, P.O. Box 230
Grove City, PA 16127
412-458-7410
Jack Hall Sr.

Hamilton Equipment, Inc.
PO Box 478
Ephrata, PA 17522
717-733-7951
FAX: 717-733-1783
Dave Rupp

Hanson & Associates, Inc.
P.O. Box 7604
Madison, WI 53707
608-222-2330
FAX: 608-222-1097
Jim Hanson

Hawkensen Equipment Company, Inc.
Route 25, P.O. Drawer 766
Plymouth, NH 03264
603-536-2433
FAX: 603-536-3958

Haybuster Manufacturing, Inc.
Box 1940
Jamestown, ND 58402-1940
701-252-4061
FAX: 701-252-0502
Steve Egeland
See our ad in the 4-color Product Guide.
The small but rugged design of the Line-Ward L-2 Line Layer allows efficient installation of underground lawn irrigation systems and telephone/CA TV wire up to 16-inches in depth. Call for more information.

Nutrient spikes for feeding and treating Mn, Mg, and K deficiencies in palm, maple and birch trees.
Niemeier Corp.
19 S. Newton Street
Newton Square, PA 19073
215-356-2672
Dean Diehl
See our ad in the 4-color Product Guide.

Nissan Diesel America Inc./UD Trucks
5930 W Campus Circle Drive
Irving, TX 75063
214-550-8400
FAX: 214-550-1255
Jodi Epperly

North American Engine Co. (NAECO)
156 Industrial Avenue
Greensboro, NC 27406
919-370-4776
FAX: 919-370-4993
William C. “Chris” Helms

Northeast Shade Tree
166 Clinton Street - P.O. Box 4434
Portsmouth, NH 03802-4434
603-436-4804
800-841-2498
FAX: 603-436-4855
Jeffrey W. Ott
Contractor for the ROOTS hiostiniulant products for New England and New York. ROOTS provides arborists with a new approach to plant health care. Healthy trees and shrubs can now be maintained with reduced pesticide use. Trees treated with ROOTS are healthier and more stress tolerant than those treated with fertilizer alone. Plan now to include ROOTS in the fertilizer program. Call 800-841-2498 for orders. See our ad in the 4-color Product Guide.

Northeastern Associates, Inc.
23 ‘I’ Commerce Road
Fairfield, NJ 07004
201-227-0359
FAX: 201-227-0865
Vince Dujets
Northeastern offers a wide range of standard & custom built tree & shrub sprayers. We carry all arborist tools & supplies, such as ropes, climbing gear, pruners, saddles, rigging supplies, etc. See our ad in the 4-color Product Guide.

Norwalk Power Equip. Co.
12194 E. Firestone Boulevard
Norwalk, CA 90650
Scott Deeth
FAX: 310-868-4134

O

Oak Tree Injection Services, Inc.
1813 Harper Road
Kerrville, TX 78028
210-895-4343
Robert Lybecker
Specialized injection systems for oak wilt and Dutch elm disease.

Sol Oberman, CPCU
135 Southside Avenue
Hastings on Hudson, NY 10706
800-722-4676
Exclusive in arborists’ insurance needs. As your business continues to grow greener, we’ll review and recommend only those services best suited to your needs. Your special concerns remain our number one priority. I represent you; not the insurance company. Call us today.

Oberon Company
P.O. Box 61008
New Bedford, MA 02746
508-999-4442
FAX: 508-999-4443
Jack B. Hirschmann Jr.

Olathe Manufacturing, Inc.
201 Leawood Drive
Industrial Airport, KS 66031
913-782-4396
FAX: 913-764-1473
Steve Rogers

Omega Pultrusions, Inc.
1331 S. Chillicothe
Aurora, OH 44202
216-562-5201
Ray Centa
Customized and standard hollow fiberglass tubing for use in pruners, loppers, handles, etc.

Omni Leasing, Inc.
594 S West End Boulevard
Quakertown, PA 18951
215-538-8800
FAX: 215-538-8811
C. Thomas Madonna

Opdyke, Inc.
3123 Bethlehem Pike
Hatfield, PA 19440
215-721-4444
FAX: 215-721-4350
Robert Opdyke
Prevent the fiery itch! A few drops of Oral Ivy® daily in water or juice stimulates the body's natural defenses against poison ivy, oak and sumac. Safe and effective. The 1.2-ounce squeeze bottle lasts about six months. Toll-free order line 1-800-553-6778.

Phil-Worth Mfg.
936 S. Main Street
Findlay, OH 45840
419-424-5793
FAX: 419-424-3484
Dave Ashworth
Phil-Worth manufactures the E-Z RINSE can rinser, a tool that quickly, easily and effectively rinses empty pesticide containers, plastic or metal, at your load-out station or in the field. Rinse solutions go directly into the spray tank. Prepares containers for disposal or recycling.

Piedmont Power Products
P.O. Box 1499
Jamestown, NC 27282
919-861-8600
FAX: 919-861-3329
W.H. Maerlender

Pin Oak Tree Specialist
7310 N. 39th Terrace
Omaha, NE 68112
402-455-9384
John Daley

Plant Food Company, Inc.
Highstown-Cranbury Station Road
Cranbury, NJ 08512
609-448-0935
Ted Platz
See our ad in the 4-color Product Guide.

Plastic Composites Corporation
8301 N. Clinton
Fort Wayne, IN 46825
219-484-3139
FAX: 218-483-2532
Craig Keon

Power Great Lakes, Inc.
1125 McCabe Avenue
Elk Grove Village, IL 60007
708-228-9400
FAX: 708-228-3807
T.R. Turner
PGL is the midwest distributor for Perkins Diesel Engines & parts and the northern Illinois distributor for Wisconsin & Continental Engines & parts.

Powertech Equipment, Inc.
6218 Strawberry Lane
Louisville, KY 40214
502-366-7260
800-646-9876
FAX: 502-366-2126
Lon Pinaire

Practical Solutions, Inc.
7100 North High Street #305
Worthington, OH 43085
614-436-9066
FAX: 614-436-9103
A. Maris Franke

Preformed Line Products
P.O. Box 91129
Cleveland, OH 44101
216-461-5200
FAX: 216-442-8816
John M. Hofstetter
Manufacturer of tree-grrip dead-ends, tree-crotch grips and safety guy wire dispensers.
See our ad in the 4-color Product Guide.

Pro-Lawn Products, Inc.
P.O. Box 4908
Syracuse, NY 13221
800-437-9618
FAX: 315-447-6599
Alton Keller

Pro-Lawn Products, Inc.
421 Sandwich Street
Plymouth, MA 02360
508-746-2686
Charles D. Bramhall
Westfield Direct Orders 800-851-4769
Schodorf Truck Body & Equipment Co.  
885 Harmon Avenue  
Columbus, OH 43223  
614-228-6793  
800-288-0992  
Tom Stieffert  
Paul Schodorf  
Schodorf Truck Body manufactures a complete line of forestry truck bodies and distributes cranes, liftgates and complete cab and chassis with body since 1881. See our ad in the 4-color Product Guide.

The Scotts Company  
1001 Yosemite Drive  
Milpitas, CA 95035  
800-723-4769  
Services & Materials Co., Inc  
2200 South J Street  
Elwood, IN 46036  
317-552-3352  
FAX: 800-634-9517  
Rhonda Brown

The Sharp Tool Company  
7 Bonazzoli Avenue  
Hudson, MA 01749  
800-221-5452  
508-568-9292  
FAX: 805-987-6870  
Howard Schau III

Shawtown Industries, Inc.  
4580 Calle Alto-Unit D  
Camarillo, CA 93010  
805-987-5809  
800-772-7668  
FAX: 805-987-6870  
Amy Hollister

Sherrill Arborist Equipment & Supply  
3101 Cedar Park Road  
Greensboro, NC 27405-9657  
800-525-8873  
Tobe Sherrill

Shindaiwa, Inc.  
11975 S.W. Herman Road PO Box 1090  
Tualatin, OR 97062  
503-692-3070  
800-521-7733  
FAX: 503-692-6696  
Dave Dahlstrom  
See our ad in the 4-color Product Guide.

Sierra Moreno Mercantile  
1958 Latham Street  
Mountain View, CA 94040  
415-967-4676  
FAX: 415-967-6457  
Greg Doucette  
150 East Cumberland Street  
Clear Spring, MD 21722  
Mailing Address  
P.O. Box 292  
Big Pool, MD 21711  
301-342-2544  
FAX: 301-582-3639  
Donald F. Blair  
Patricia T. Blair  
See our ad in the 4-color Product Guide.

Simons Industries, Inc.  
P.O. Box 500  
Fitchburg, MA 01420  
616-796-4858  
Ray Elskie  
Simons Industries, Inc. is a longtime proven supplier to the arborist industry. We manufacture knives for all machine types. We manufacture in the U.S. Call for more information. See our ad in the 4-color Product Guide.

D.B. Smith Co.  
23 Garden Street  
New York Mills, NY 13417  
315-736-0037  
FAX: 315-768-4220  
Ed Hunt

Solo, Incorporated  
5100 Chestnut Avenue  
Newport News, VA 23605  
804-245-4228  
FAX: 804-245-0800  
Source Technology Biologicals, Inc.  
3355 Hiawatha Avenue South, Suite 222  
Minneapolis, MN 55406  
800-ELM-TREE  
FAX: 612-724-8733  
Will Hartfeldt  
Source Tech Bio manufactures, sells and consults with its products; PHYTON-27 Bactericide and Fungicide, PHYTON Injection Systems and PHYTON-50 all-natural plant wound paste. See our ad in the 4-color Product Guide.

Southco Industries, Inc.  
1840 East Dixon Boulevard  
Shelby, NC 28150  
704-482-1477  
800-331-7655  
FAX: 704-482-2015  
Richard P. Goforth  
Southco Industries manufactures a complete line of forestry dump bodies, 10 cubic yards to 30 cubic yards. Chassis available. See our ad in the 4-color Product Guide.

Southeastern Equipment Co.  
826 Club Court  
Lawrenceville, GA 30243  
800-487-7089  
FAX: 404-962-7089  
Dan Fowler  
Southeastern Equipment Company sells reconditioned used chippers, stump grinders, chipper trucks & aerial lifts.

Steiner Turf Equipment, Inc.  
289 N. Kurzen Road, Box 504  
Dalton, OH 44618-0504  
216-828-0200  
FAX: 216-828-1008  
Stephen Steiner

Stihl, Incorporated  
536 Viking Drive - P.O. Box 2015  
Virginia Beach, VA 23452  
804-486-9100  
FAX: 804-486-9288  
See our ad in the 4-color Product Guide.

Sumitomo Corporation of America  
1560 Broadway - Suite 600  
Denver, CO 80202  
303-623-2236  
800-476-5483  
FAX: 303-831-0272  
Judd Sundine  
See our ad in the 4-color Product Guide.

Takagi Tools, Inc.  
337-A Figueroa Street  
Wilmington, CA 90744  
310-513-1113  
FAX: 310-513-2199  
Tish Nakayama

Tamarack Clearing, Inc.  
PO Box 370  
Canton, NY 13617  
315-386-8273  
Matthew Randi
Tanaka
22322 20th Avenue, SE
Bothell, WA 98021
206-481-2000
FAX: 206-486-6172
Jim Elmer

TEC Laboratories, Inc.
P.O. Box 1958
Albany, OR 97321
503-926-4577
Larry Burris

TECO, Inc.
9733 Indianapolis Road
Fort Wayne, IN 46809
219-747-1631
FAX: 219-747-6732
David C. Wick
Tree trimming units with working heights up to 57' and 44'side reach. Easy to operate and set up. Sales & service, rental & lease units available. Low maintenance design. Since 1975.

See our ad in the 4-color Product Guide.

Southeast Division:
118 Little Valley Court
Birmingham, AL 35244
205-987-7534
FAX: 205-987-7557
Eric Stippler

Eastern Division:
R.D. 1 Box 582
Honeybrook, PA 19344
215-942-2500
FAX: 215-942-9195
Paul Materi

Terra Tech, Inc.
2100 W. Broadway
Eugene, OR 97402
800-321-1037
FAX: 503-687-2244
Gary Stewart

Tilton Equipment Company
Dept. RPM
P.O. Box 68
Rye, NH 03870-0068
800-447-1152
603-964-6550
FAX: 603-964-7102
Tilton Equipment Company is an importer/distributor of a variety of power equipment products and related accessories, including Jonsered and Olymyyk chain saws, safety products and Total-brand saw chain, guide bars, files, and accessories.

Time Manufacturing Company
P.O. Box 20368
Waco, TX 76702
817-776-0900
FAX: 817-776-7531
John Harrison
Lee Taylor
Jack Evans
Terry Harrison
Mike Hermanson
"Versalift" aerial devices with working heights to 65 feet.
See our ad in the 4-color Product Guide.

Timber Press
133 SW Second Avenue, Suite 450
Portland, OR 97204
503-227-2878
FAX: 503-227-3070
Deborah Garman

TrafFix Devices, Inc.
220 Calle Pintoresco
San Clemente, CA 92672
714-361-5663
FAX: 714-361-9205
Walter Kuczerka

Trans Products & Services
(Div. of F.D. Hammond)
P.O. Box 757
Dover, DE 19903
302-678-1741
Wyatt F. Hammond

Tree Management Systems, Inc.
2001 Hunter Road
Bloomington, IN 47404
800-933-1955
Jon Garner
ArborGold Software for the Newton Portable hand-held computer and IBM-compatible home-base PC. Eliminates secretarial entry of work-orders! Home-base software runs under MS Windows.

Tree Pro
445 Lourdes Lane
Lafayette, IN 47905
317-463-1011
FAX: 317-463-3157
Tom Mills

Tudor & Jones
Route 31, PO Box 170
Weedsport, NY 13166
800-962-6649
315-834-6661
FAX: 315-834-6696
Dan Jones

TCI PRODUCT DIRECTORY - 15
Weaver Leather, Inc.
P.O. Box 68, 7540 C.R. 201
Mount Hope, OH 44660
216-674-1782
800-WEAVER-1
David R. Weaver
Weaver Leather, Inc. manufactures a full line of arborist supplies including positioning saddles, climber pads, straps, guards, pruner pouches, sheaths, holsters, scabbards, axe guards, replacement pads and more. Call 1-800-WEAVER-1 for your FREE 24-page catalog.

Webster Corporation
1641 94th Lane NE
Minneapolis, MN 55449
612-785-8994
FAX: 612-785-9257
Floyd E. Peterson
See our ad in the 4-color Product Guide.

Wellington Puritan Leisure Prod.
Box 244 - 1140 Monticello Highway
Madison, GA 30650
800-228-6680
FAX: 706-342-4656
Terry McMichael

NAA, TCI & YOU!
YOUR WINNING COMBINATION.

TCI PRODUCT DIRECTORY - 16
AERIAL LIFT, INC.

With the rear mount design, this compact vehicle can maneuver with ease through tight spaces and give you additional working height. From trimming to removals, you gain the extra height by working over the rear of the truck enabling you to set up in smaller and tighter areas. Aerial Lift, of Connecticut, 571 Plains Road, Milford, CT 06460. Phone: in CT 800-245-5436, USA 800-446-5438. FAX: 203-878-2549.

Circle 51 on the Reader Service Card

AMERIQUIP

The Eagle 44, manufactured by AmeriQuip, is a trailer-mounted, articulated aerial lift with 25-foot side reach and 44-foot working height. It features positive bucket leveling, 360-degree continuous rotation and outstanding portability for easy access for a variety of maintenance tasks. Heavy-duty, quick adjust outriggers are an integral part of the lift. Eagle Aerial Lift, AmeriQuip, 1480 Arrow Hwy., La Verne, CA 91750. Phone: 800-824-9776, 909-392-2033; FAX: 909-392-4651.

Circle 52 on the Reader Service Card

TECO, INC.

The TECO Saturn features 44-foot side reach that reduces set-up times and allows operator to position easily in difficult areas. Articulation of the upper boom is 210 degrees and lower boom is 138 degrees for greater side reach. Side-by-side rectangular booms for strength, easy-to-operate one-handle platform control, no chains or cables and low maintenance design. TECO, Inc., 9733 Indianapolis Road, Fort Wayne, IN 46809. Phone: 219-747-1631; FAX: 219-747-6732.

Circle 53 on the Reader Service Card

TIME MANUFACTURING COMPANY

Time Manufacturing Company offers Versalift aerial devices in working heights to 65 feet. Featured is our most popular tree-trimming unit, the over-center model VO-50, with 55 feet of working height. Save time and money with a Versalift! Complete specs, pricing and delivery schedules available. Time Manufacturing Company, P.O. Box 20368, Waco, TX 76702. Phone: 817-776-0900; FAX: 817-776-7531.

Circle 54 on the Reader Service Card
AMERICAN ARBORIST SUPPLIES, INC.

THE complete supplier of all the tools and equipment an arborist needs to do his job properly and professionally. Our specialty is rigging, safety equipment and custom splicing. Turn-around time on an order is the best in the industry; all orders received by noon EST are shipped the same day! Call for our 130-page catalog. American Arborist Supplies Inc., 882 S. Matlack St., Unit A, West Chester, PA 19382. Phone: 800-441-8381.

Circle 55 on the Reader Service Card

AMERICAN SAFETY UTILITY CORP.

American Safety offers both the 10-inch and 16-inch climbing boots. The 10-inch boots are available with both plain toe or steel toe. Made of oil-resistant, slip-resistant nitrile cork sole and heel. Front of boot is two-ply leather, scuff-resistant leather heel and rust-resistant brass eyelets. American Safety offers a variety of boots. Literature available. American Safety Utility Corp., P.O. Box 1740, Shelby, NC 28151. Phone: 800-438-6013; FAX: 704-482-0450.

Circle 56 on the Reader Service Card

ARBOR CARE EQUIPMENT CO.

Hobbs Lowering Device allows a tree service company to perform large, zero-impact removals at competitive prices. Heavy trunk sections can be brought down in complete control. Large branches can be lifted away from wires and roofs. Whole leaders can be ratchedet up against their lean and dropped, saving hours of conventional rigging and cutting. We carry a complete line of rigging, climbing and tree pruning equipment. Arbor Care Equipment Co., 1650 W. Oakland Park Blvd., Fort Lauderdale, FL 33311. Phone: 800-626-6886.

Circle 57 on the Reader Service Card

BASHLIN INDUSTRIES

Bashlin Industries, manufacturer of high-quality linemen's and arborist's equipment, now offers full body protection. The #662RPH is Bashlin's newest fully adjustable harness. Featuring a D-ring on the back and support strap under the buttocks, it is a "one-size-fits-most" unit. Bashlin harnesses meet all appropriate OSHA, ASTM and ANSI specifications. Call or write for a copy of our full-line catalog. Bashlin Industries, Inc., P.O. Box 867, Grove City, PA 16127. Phone: 412-458-8340.

Circle 58 on the Reader Service Card
For over 49 years Bishop Company has supplied the professional arborist and landscaper with quality tools and equipment. Represented in our 128-page catalog are products from over 350 manufacturers. Whether you need climbing gear, pruning equipment or gardening tools, let Bishop be your "one source under the rainbow." Call toll-free for your free copy! Bishop Company, 12519 East Putnam St., P.O. Box 870, Whittier, CA 90602. Phone: 800-421-4833.


Ballard Friction Rope Break - Great and affordable for large tree and limb removal. Why struggle and guess with "wraps" around a large diameter trunk? The friction co-efficient is always the same regardless of bark type and ropes don't wear from rough bark. Time saved puts money on your bottom line. We carry a complete line of tree care equipment, tools and supplies, including a large selection of rigging and climbing gear. Lanphear Supply, 1884 S. Green Road, South Euclid, OH 44121. Phone: 800-332-TREE (8733), 216-381-1704.

The Niemeyer Corporation began in 1951 as a retail repair shop for mowers and chain saws. Today, Niemeyer also offers professional arborist supplies directly to the end user. The top climbers in our industry get their supplies from Niemeyer's - why not you? Niemeyer's special catalog is ready to be mailed to you. Call 800-327-2672 today. The Niemeyer Corporation, Box 355, Newtown Square, PA 19073. Phone: 215-356-2672; FAX: 215-353-7200.
**PEAVEY MFG. CO.**

Peavey Mfg. offers a variety of long-length handles in either white ash octagonal or fiberglass up to 16 feet long. We also carry sectional poles with light-weight aluminum couplers, pruner heads and saws, as well as a complete line of logging tools and pole line construction tools. Call or write for free brochure. Peavey Mfg. Co., P.O. Box 129, East Eddington, ME 04428. Phone: 207-843-7861.

**PREFORMED LINE PRODUCTS**

Labor-saving, economical, strong. Those are the benefits you get when you use the Tree-Crotch Grip™ to reinforce the crotch of a tree, and what you can expect from the Tree-Grip dead-end for tree cabling installation. Both the Tree-Crotch Grip and the Tree-Grip dead-end use the proven helical concept to grip strand. The helical method ensures that the Published Rated Breaking Strength of the strand is achieved. Installation time is greatly reduced, saving time and labor cost. Preformed Line Products, P.O. Box 91129, Cleveland, OH 44101. Phone: 216-461-5200.

**SAFETY TEST & EQUIPMENT COMPANY**

Safety Test & Equipment Co. manufactures and distributes a full line of tools, supplies and safety equipment for the tree care and utility industries. Free catalog. Safety Test and Equipment Company, Highway 150 East, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-438-0671; FAX: 704-482-7349.

**SIERRA MORENO MERCANTILE**

Hobbs Blocks - Since 1980 - None stronger, none lighter, none better. A lifetime guarantee and “Knot Rated” dead-eye slings. The block you’re using now is probably robbing your rigging system of more than half its strength and service life. Hobbs won’t compromise. Why should you? Sierra Moreno Mercantile, P.O. Box 292, Big Pool, MD 21711. Phone: 800-262-0800.
BANDIT INDUSTRIES, INC.

Bandit has a chipper to meet any user's need, including 6-inch, 9-inch and 12-inch diameter capacity, hand-fed, hydraulic feed, disc-style chippers; 12-inch and 16-inch drum chippers; 12-inch, 14-inch, 17-inch and 19-inch diameter capacity whole tree chippers - towable and self-propelled. Bandit's Model 250 is an example of Bandit's innovation. An open-spout chipper that effectively chips the limbiest materials.

Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340. Phone: 517-561-2270; FAX: 517-561-2273.

CLARK-KAVANAGH HOMES, INC.

Morbark E-Z brush chippers, call for free color brochure of five models available. We stock knives, parts, belts, mufflers, filters, Turbo 11 air-cleaners - fast delivery. Demolition knives available to chip material containing metal contaminants. "You've seen the rest - now try the best!" Carlton Stump Grinders for the professional! Ten sizes to choose from - free catalog.

Clark-Kavanagh Homes Inc., Box 862 - 8 & 20 Bridge Street, Bancroft, Ont KOL 1CO, Canada. Phone: 613-332-3393; FAX: 613-332-0411.

GRAVELY INTERNATIONAL

The Gravely PRO Chip 310 is powered by a 23-hp twin-cylinder Kohler engine and is engineered with a 360-degree rotating hopper with hydraulic feed. The feed hopper has a folding feed apron that accepts brush and limbs up to 6-inch diameter. The 310 features a 180-pound flywheel with 10-inch reversible knives. Gravely International, P.O. Box 5000, Clemmons, NC 27012-5000. Phone: 910-766-4721; FAX: 910-766-7545.

KARL KUEMMERLING, INC.

Manufacturers of the Mitts & Merrill brush chipper. Fast and economical. Takes brush (up to 8-inch diameter green wood) as fast as 2 or 3 men can feed it. Makes small chips which pack together on truck, resulting in fewer loads to dump. Small chips also excellent for mulch. No hydraulic system to maintain. Choice of 12-inch or 16-inch cutterhead and either gas or diesel engine. Karl Kuemmerling, Inc., 129 Edgewater Ave., N.W., Massillon, OH 44646. Phone: 216-477-3457.

TCI PRODUCT DIRECTORY - 21
WOOD/CHUCK W/C-9 HD

Wood/Chuck's new W/C-9HD offers disc chipper performance at drum chipper prices. This heavy-duty disc chipper can handle 9-inch material all day and still deliver years of service. Standard features include: 6-inch steel channel frame, Torflex axle with 5-year warranty, fuel tank mounted in frame, electric brakes, full lighting, extra set of knives and superior rust-resistant undercoating.

Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-269-5188; FAX: 704-482-7349.

Circle 71 on the Reader Service Card

WOOD/CHUCK W/C-17

The W/C-17 is engineered to take the punishment of chipping at full capacity -12 inch - all day, every day. Standard features include: 7000-pound front jackstand, heavy-duty lighting package, adjustable tongue, rear jackstand, electric brakes with breakaway switch, 6-inch steel channel frame, undercoating, Torflex axle with 5-year warranty and more! Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-269-5188; FAX: 704-482-7349.

Circle 72 on the Reader Service Card

BRUSH CHIPPERS

WOOD/CHUCK DRUM CHIPPERS

Wood/Chuck's 12-inch and 16-inch drum chippers offer a unique, patented serrated blade and rotor system with easy access for quick blade changes. Many engines and options available. Standard features include: electric brakes, instruments, lights, adjustable chip deflector, side discharge chute and superior rust-resistant undercoating. Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-269-5188; FAX: 704-482-7349.

Circle 73 on the Reader Service Card

WOOD/CHUCK ECOCHIP

Put EcoChip to work and end dumping problems. This unique, patented chipper/mulcher turns 6-inch diameter limbs into mulch in a single pass. Pulverize leaves and pine needles, reduce standard chip size by 50% AND use or sell the waste. Field tested - field proven, and packed with the same standard features as all Wood/Chuck Chippers. Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-269-5188; FAX: 704-482-7349.

Circle 74 on the Reader Service Card
HUSQVARNA FOREST & GARDEN CO.

Husqvarna offers a powerful new commercial chain saw featuring a unique air filtration system and generating the engine speed and power of much larger saws. Powered by a 3.5-cubic-inch (57cc) engine, the Husqvarna Model 257 is ideal for tree services, landscape contractors, farmers and heavy-duty homeowner use. Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Drive, Charlotte, NC 28216. Phone: 704-597-5000.

Circle 75 on the Reader Service Card

POULAN PRO

The new Poulan PRO Model 365 chain saw packs professional performance into a versatile, easy-to-handle 12-pound design. It features a 3.7-cubic-inch engine (60 cc) with one of the industry’s best power-to-weight ratios. It comes with an 18- or 20-inch guide bar, electronic ignition, gear-driven automatic adjustable oiler and anti-vibration system. Made in the USA. Poulan PRO, P.O. Box 91329, Shreveport, LA 71149-1329. Phone: 318-687-0100.

Circle 77 on the Reader Service Card

LASER SALES

National distributor of aftermarket replacement parts and accessories for outdoor power equipment including chain saws, lawn mowers, trimmers, and small engines. Also commercial walk-behind mower parts, inboard/outboard marine parts, chain saw safety clothing, and parts and accessories for the landscape and tree care industry. Laser Sales, 2008 E. 33rd St., P.O. Box 10308, Erie, PA 16514. Phone: 800-824-8521; FAX: 800 983-PART.

Circle 76 on the Reader Service Card

SHINDAIWA, INC.

Shindaiwa’s 377 chain saw was designed specifically for professional arborists. Based on Shindaiwa’s successful 360 model, the 377 produces increased torque from the same weight and size package, and incorporates professional features arborists need. For the independent servicing dealer nearest you, call Shindaiwa at 800-521-7733.

Circle 78 on the Reader Service Card
### STIHL

STIHL's new 020T chain saw is designed for arborists and utility workers who require high power, low weight and optimum balance. The 020T's 2.15-cubic-inch (35.2cc) engine produces 2.2 hp. The 7.7-pound saw is equipped with an attachment ring, single-lever master control, side access chain tensioner, lifetime warranted electronic ignition system, anti-vibration system, translucent fuel tank, Quickstop inertia chain brake, and easy access air filter and carburetor adjustments. **Call 800-43STIHL for the location of your nearest authorized STIHL dealer.**

Circle 79 on the Reader Service Card

### SIMONDS INDUSTRIES, INC.

Eliminate your knife concerns and maximize your chipping time with Simonds Limbinator knives. All Limbinator knives are made with high-quality chipper knife steel and heat treated to exacting tolerances. Simonds has been manufacturing chipper knives for over 115 years and pioneered the tough center brush chipper knife design. We have years of experience over our competition - perfect practice makes perfect product! **Simonds Industries, Inc., P.O. Box 500, Intervale Road, Fitchburg, MA 01420.** Phone: 800-343-1616.

Circle 80 on the Reader Service Card

### CLOTHING/JEWELRY

**AGAPE DESIGN**

What better way to say what you mean than to wear what you believe in. Our complete tree T-shirt product line of adult and children's sizes allows you to make a positive statement. We are able to customize any design with your company logo or allow us to design one especially for you. All of our logos are printed on Hanes T-shirts with four to six colors to allow full detail of our original designs. **Agape Design, 2600 W. Baseline Road, Mesa, AZ 85202. Phone: 602-820-3939; FAX: 602-820-3940.**

Circle 81 on the Reader Service Card

### EDUCATION

**C & P PRESS, INC.**

Introducing the Electronic Pesticide Reference for turf and ornamental products. The EPR-T&O brings together - in an easy-to-use computer program - all of the labels, MSDSs and indexes found in our best-selling Turf & Ornamentals Chemicals Reference. With 326 products from 25 chemical manufacturers, plus the ability to print both labels and MSDSs, EPR-T&O is the most comprehensive and user-friendly chemical reference available. **C & P Press, Inc., 800-544-7377.**

Circle 82 on the Reader Service Card
INTERNATIONAL SOCIETY OF ARBORICULTURE

The International Society of Arboriculture keeps its members informed on the latest practical and scientific information through the Journal of Arboriculture and Arborist News. Members receive each publication six times per year. In addition, members are entitled to discounts on over 20 different publications, videos and other items. To become a member, call ISA; annual membership is $70. ISA, P.O. Box GG, Savoy, IL 61874. Phone: 217-355-9411; FAX: 217-355-9516.

Circle 83 on the Reader Service Card

NATIONAL ARBORIST ASSOCIATION, INC.

Since 1938 the NAA has furthered the interests of arborists. We have over 25 safety and educational programs for managers and field personnel and a complete library of technical and safety training videos. NAA staff are advocates, consultants, speakers and information-givers for its members and the profession. The NAA - leading commercial arboriculture into the 21st century. Call or write for program or membership information. National Arborist Association, P.O. Box 1094, Amherst, NH 03031-1094. Phone: 800-733-2622.

Circle 84 on the Reader Service Card

DETROIT DIESEL CORPORATION

Detroit Diesel products from Perkins are available in North America for industrial, automotive, marine and generator set applications. They cover a horsepower range from 5 to 900 horsepower and feature compact designs, excellent fuel efficiency and low noise and emission levels. Parts and service are provided by Detroit Diesel authorized distributors and their dealers in the U.S. and Canada. Detroit Diesel Corporation, 13400 Outer Drive, West, Detroit MI 48239-4001. Phone: 313-592-5000; FAX: 313-592-7288.

Circle 85 on the Reader Service Card

WIS-CON TOTAL POWER CORP.

The widest selection of engine options for the wood chipper and stump grinder market. Continental liquid-cooled power units and Wisconsin air-cooled units are offered with gasoline, diesel and LPG fuel options from 47 to 72 horsepower liquid-cooled and 7 to 65 horsepower air-cooled. We also offer worldwide parts and service after the sale. Wis-Con Total Power Corp., 3409 Democrat Road, Memphis TN 38118. Phone: 800-932-2858.

Circle 86 on the Reader Service Card
THE DOGGETT CORPORATION

Since 1941, we have manufactured the leading brands of soluble fertilizers and kept ourselves current on tree nutrition and fertilization research. Not only do we strive for the optimum in formulating the finest product for the tree but also to make the most suitable product for the tree health professional. Free catalog available. The Doggett Corporation, Cherry Street, Lebanon, NJ 08833. Phone: 800-448-1862.

Circle 87 on the Reader Service Card

GROWTH PRODUCTS, LTD.

Growth Products, Ltd., introduces Essential, organic matter management for the professional arborist in a liquid solution. Essential's unique blend of carbon-rich materials are selected to provide the stages of organic decomposition of natural matter. Essential provides an energy source for beneficial microorganisms and supplements plant nutrition with simple and complex sugars, enzymes, amino acids and natural organic chelates. Growth Products, Ltd., P.O. Box 1259, White Plains, NY 10602. Phone: 800-648-7626.

Circle 88 on the Reader Service Card

JRP INTERNATIONAL

Nutri-Pack controlled-release plant food for trees and shrubs increases growth rate by up to 25%. Handy packet feeds up to five years. Nutri-Pak packets can be inserted near root ball of new plantings or easily buried around drip line of existing trees, etc. Follow manufacturer's directions. JRP International, Inc., P.O. Box 1472, Fond du Lac, WI 54936-1472. Phone: 414-922-6717.

Circle 89 on the Reader Service Card

NORTHEAST SHADE TREE/ROOTS, INC.

ROOTS and iron ROOTS provide arborists with a new approach to plant health care. Healthy trees and shrubs can now be maintained with reduced pesticide use. Trees and shrubs treated with ROOTS are healthier and more stress tolerant than those treated with fertilizer alone. Plan now to use ROOTS in your fertilizer program. Roots, Inc., 24 Science Park Bldg. #29, New Haven, CT 06511. Phone: 800-841-2498 in NY, CT, MA, ME, NH, RI, and VT. All other states 800-342-6173.

Circle 90 on the Reader Service Card
PLANT FOOD COMPANY, INC.

We manufacture only fluid fertilizers because they are superior in composition, plant utilization and handling to dry forms. Apply Liqua-Form 14-7-4 Root Food or P.F.C.’s 16-4-5 and your customers will see healthier trees, improved appearance and faster growth. Plant Food Company, Inc., Hightstown-Cranbury Station Road, Cranbury, NJ 08512. Phone: 609-448-0935, 800-562-1291; FAX: 609-443-8038.

WEBSTER CORPORATION

The Model TC-300 deep root tree fertilizing machine drills and fills holes at uniform depth between the tree's trunk and drip line. Operators can make up to four holes per minute, each supplying four ounces of fertilizer at 6-inch, 8-inch, 12-inch and 16-inch levels below the soil surface. This places fertilizer below the turfgrass root zone so only tree roots can grow into the fertilizer. The unit also reduces soil compaction. Webster Corporation, 1641 94th Lane NE, Minneapolis, MN 55449. Phone: 612-785-8994; FAX: 612-785-9257.

FINANCE

GROW YOUR BUSINESS

CORPORATE CAPITAL LEASING GROUP, INC.

Grow your business. Get the equipment you need at the payment you want. We offer flexible financing (including seasonal payment plans) to the arborist industry. No financial statements necessary under $50,000. Call Jane Eppley at Corporate Capital Leasing Group, Inc. 800-537-9108 or 610-344-7878.

FORESTRY BODIES

AMERICAN TRUCK & TRAILER BODY CO.

American Truck & Trailer Body Company brings together the best in forestry body manufacturing. Heavy-duty steel fabrication of customized arborist trucks: cranes, dump bodies, forestry bodies, hoists, hydraulic tailgates, platform bodies, service bodies, tool boxes, truck bodies and more. For your next tailored need, contact Mike Garner. American Truck & Trailer Body Company, 100 W. Valpico Road, Building D, Tracy, CA 95376. Phone: 800-499-8985, 209-836-9885; FAX: 209-836-1871.
**ARBORTECH**

The large capacity of Arbortech chip bodies will make it easier for you to run an efficient and profitable business. In sizes ranging from 9 feet to 16 feet, an Arbortech body is sure to fit your needs. **ARBORTECH, 3203 West Lincoln Way, Wooster, OH 44691. Phone: 800-255-5715, 216-264-4266; FAX: 216-264-0891.**

Circle 95 on the Reader Service Card

**SCHODORF TRUCK BODY**

Schodorf Truck Body offers a complete line of forestry bodies and cabs. Some popular options include: cranes, lift-gates, removable roofs and sides, and sloped or notched rear corners. Units can be delivered uninstalled, in primer or complete with chassis. In business for 113 years, you can rely on our quality. Let us provide it for you. Contact Tom Siefert. **Schodorf Truck Body, 885 Harmon Avenue, Columbus, OH 43223. Phone: 800-288-0992.**

Circle 96 on the Reader Service Card

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**SOUTHCO INDUSTRIES, INC.**

The industry's largest manufacturer of forestry bodies. Sizes ranging from 10- to 30-cubic-yard capacity mounted on your choice of Ford, GMC, International or Freightliner chassis cabs to complete your package. Southco Industries also sells brush chippers, aerial units, knuckle boom cranes, service bodies and platforms. Southco's mission & guarantee is customer satisfaction. Find out why. **Southco Industries, Inc., 1840 E. Dixon Blvd., Shelby, NC 28150. Phone: 800-331-7655.**

Circle 97 on the Reader Service Card

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**W.A. CLEARY**

Cleary’s 3336 is a systemic fungicide that prevents and controls most major diseases that infect bedding plants, bulbs, flowering crops, woody ornamentals, conifers and shade trees. Cleary’s 3336 is recommended for controlling pathogens and diseases such as anthracnose, ascochyta blight, black spot, botrytis, cylindrocladium, diplodia tip blight, fusarium, leaf spots and others. It is recommended by state universities as a substitute for Benomyl. **W. A. Cleary Chemical Corp., 178 Ridge Road, Suite A, Dayton, NJ 08810. Phone: 800-524-1662, 800-524-1662.**

Circle 98 on the Reader Service Card
In the operation position, the new 10-foot long conveyor on the Haybuster HD8 Industrial Grinder will deliver to a loading height of seven feet. Support legs swing down to stabilize conveyor. The HD8 is ideal for grinding tree limbs up to six inches in diameter and waste wood into compost or landscape mulch. The HD8 is easily pulled with a 3/4-ton pickup and can be loaded with any skid steer loader.

Haybuster Mfg., Inc., P.O. Box 1940, Jamestown, ND 58402-1940. Phone: 701-252-4601; FAX: 701-252-0502.

Circle 99 on the Reader Service Card

Lightning protection systems for trees, golf shelters, restrooms, club houses, maintenance buildings and other structures. Independent Protection Co., Inc., P.O. Box 457, Goshen, IN 46526. Phone: 219-533-4116.

Circle 100 on the Reader Service Card

Acecap implants are closed-system, micro-encapsulated insecticide implants. The non-restricted insecticide, acephate, is placed inside the tree - eliminating the need for a return service call, and there is no worry about container disposal. Acecap implants are available in convenient 100-Pak or economical 300-Pak, providing the industry's lowest unit cost systemic implant. Creative Sales, Inc., P.O. Box 501, Fremont, NE 68025. Phone: 800-759-7739.

Circle 101 on the Reader Service Card

Creating the smallest wound in the industry, the Mauget Micro Injection System infuses small doses of nutrients and protectants into the tree's sap stream. Mauget now introduces a hypo infusion system for small, thin bark trees. For over 30 years, Mauget has controlled chewing, sucking or boring insects, elemental deficiencies and pathogenic diseases without spraying. J.J. Mauget Company, 2810 N. Figueroa Street, Los Angeles, CA 90065. Phone: 800-873-3779; FAX: 213-225-3810.

Circle 102 on the Reader Service Card
**MONTEREY LAWN & GARDEN PRODUCTS, INC.**

Florel Fruit Eliminator, long used to control nuisance fruits (olives, carobs, crabapples and apples) is now registered to control both leafy mistletoe on deciduous trees and dwarf mistletoe on conifers as well as nuisance fruits on cottonwood, elm, pear, maple, oak, pine, sour orange, sweet gum, and sycamore. Odorless, non-staining, fast acting. Monterey Lawn & Garden Products, P.O. Box 5317, Fresno, CA 93755. Phone: 209-225-4770; FAX: 209-225-1319.

Circle 103 on the Reader Service Card

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**SOURCE TECHNOLOGY BIOLOGICALS, INC.**


Circle 104 on the Reader Service Card

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**FANNO SAW WORKS**

The Fanno Saw Works continues its reputation of offering tree care professionals quality and unique tools through the Fanno International name. The FL-1311 Tri-Edge hand saw offers its user the most durable saw of its type on the market. Fanno Saw Works, P.O. Box 628, Chico, CA 95927. Phone: 916-895-1762; FAX: 916-895-0302.

Circle 105 on the Reader Service Card

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**JAMESON CORPORATION**


Circle 106 on the Reader Service Card
BLOUNT, INC.

Hydro-Ax 621E and 721E are hydrostatically powered 4WD drive tractors designed for land clearing and maintenance. Both tractors carry and hydraulically power four attachments: a 20-inch feller bunching saw; a 20-inch feller bunching shear; an 8-inch brush mower; and a stump grinder. Blount, Inc. P.O. Box 568, Owatonna, MN 55060. Phone: 507-451-8654.

BROWN BEAR CORPORATION

The FS4000 is the second generation of R-O-W clearing machine. Like its predecessor, the FS4000 features a flail type horizontal shaft cutter head that not only cuts to ground level but also mulches the material without the danger of cuttings being thrown to the side. Known as the safest cutter in its size class, the FS4000 has on-board air compressor and storage tank, hydrostatic ground drive and implement drive. Video available. Brown Bear Corporation, P.O. Box 29, Corning, IA 50841. Phone: 515-322-4220; FAX: 515-322-3527.

BROWN BEAR CORPORATION

The All Terrain Carriers (ATC's) from Brown Bear Corporation are available in three cab styles, 116 or 152-hp; rail length custom-made to specification; and 30,000 to 50,000 GVW ratings. The rigid frame provides a stable platform for aerial devices while 4-wheel steering permits travel across steep, rough terrain without sacrificing maneuverability. All configurations feature full-time 4-wheel drive and powershift transmissions with road speeds up to 25 mph. Brown Bear Corporation, P.O. Box 29, Corning, IA 50841, Phone: 515-322-4220; FAX: 515-322-3527.

BROWN MANUFACTURING CORP.

The finest tractor-mounted mower on the market. The Tree Cutter can handle clearing and right-of-way problems behind your 60- to 100-hp farm tractor. The Brown Tree Cutter uses high-strength double off-set alloy blades with an ax-chopping effect. By backing into the material to be cut, the unit can cut up to 8-inch-diameter trees. Hydraulic or mechanical drive. Brown Mfg. Corp., Route 3, Box 339 Ozark, AL 36360. Phone: 800-633-8909.
BROWN MANUFACTURING CORP.

Our newest model, the Brown Right-of-Way 9601 9-1/2-foot brush shredder is designed to quickly reclear your right-of-way and is most effective in light to medium growth areas. This shredder is suited for use behind a properly guarded farm series tractor with dual wheels for maximum flotation and traction. Designed for rugged mowing without excessive weight. Light enough to use in rough areas yet heavy enough to mow 3-to-4-year growth. Brown Mfg. Corp., Route 3, Box 339 Ozark, AL 36360. Phone: 800-633-8909.

Circle 111 on the Reader Service Card

ROPE

THE AMERICAN GROUP - SAMSON DIVISION

Professional tools for the professional arborist. You take your work seriously, so do we; we always have. That's why you find the industries most complete product line under the Samson label. Our climbing ropes, bull ropes and arborist accessories offer quality as well as value. Visit your local professional arborist supplier and take a look for yourself. The American Group - Samson Division, 2090 Thornton St., Ferndale, WA 98248. Phone: 206-384-4669.

Circle 113 on the Reader Service Card

NEW ENGLAND ROPES

New England Ropes manufactures a wide variety of the highest quality climbing and bull ropes for the professional arborist. Bull ropes are available through 1-inch diameter (38,000 pounds breaking strength) with a unique abrasion resistant coating for enhanced durability. Our climbing lines continue to be the best overall performing ropes on the market today. Write for catalog and 9-inch sample. New England Ropes, 848 Airport Road, Fall River, MA 02720. Phone: 800-333-6679.

Circle 114 on the Reader Service Card
YALE CORDAGE

For over 40 years, Yale Cordage has been in the business of making braided ropes. Now a complete selection of tree ropes, pruner lines and safety lanyards are presented in the latest Yale Cordage "Ropes for Arborists" catalog. Free catalog/samples. Yale Cordage, Inc., 100 Fore St., Portland, ME 04101. Phone: 207-774-9253; Toll-free FAX: 800-255-9253.

Circle 115 on the Reader Service Card

RAPCO

Rapco carbide saw chains are available on Carlton and Oregon chain bodies from .325-inch pitch to -inch pitch and are available in all gauges. All sales for Rapco’s carbide chain and related products are addressed to: Rapco Marketing Inc., P.O. Box 5219, Vancouver, WA 98668. For additional information contact: Ron Blehm. Rapco Industries, Inc., 12130 N E Ainsworth Circle, Suite 240, Portland, OR 97220. Phone: 503-255-6355; FAX: 503-255-4807.

Circle 116 on the Reader Service Card

ISOLITE-POROUS CERAMIC

Isolite is a unique and environmentally safe soil modifier that creates excellent conditions for tree growth and development. Isolite’s non-compactable, continuous pore spaces keep Grow Gun soil fractures open to facilitate oxygen, water and nutrient exchange. Made from diatomaceous earth and kiln fired at 1800 degrees F. Sumitomo Corporation of America, 1560 Broadway, Suite 600, Denver, CO 80202. Phone: 800-Isolite (476-5483).

Circle 117 on the Reader Service Card

GREEN PRO SERVICES

“The one stop expert source” Polaris IPM Spray System features 6-tanks, 960 gallons, choice of pumps. Making multiple types of applications at one time increases profits dramatically and serves your customers better. Many other models from 100 gallons plus. Green Pro Service, 380 S. Franklin St., Hempstead, NY 11550. Phone: 800-645-6464.

Circle 118 on the Reader Service Card
NORTHEASTERN ASSOCIATES

Northeastern Associates offers a range of sprayers with tank sizes from 30 to 1000 gallons and pump capacities from 3 to 60 gpm. Our sprayers are affordable, dependable and easy to use, backed by quality and 25 years experience. Perfect for your Plant Health Care programs, a 12-volt diaphragm pump system that can reach up to 35 feet.

Northeastern Associates, 231 Commerce Road, Fairfield, NJ 07004 Phone: 201-227-0359; FAX: 201-227-0865.

Circle 119 on the Reader Service Card

WESTHEFFER COMPANY, INC.

For over 35 years, Westheffer Co., Inc., has been building quality tree and turf sprayers for the tree and turf industry. Featured is our standard 750-gallon split compartment truck unit, with a Hydracell pump that is PTO driven. We custom build our equipment to meet your specific needs; no unit is too small or too big. We also stock over $1 million worth of parts and replacement items for the equipment we sell. Westheffer Co., Inc., P.O. Box 363, Lawrence, KS 66044. Phone: 800-362-3110.

Circle 120 on the Reader Service Card

STUMP GRINDERS

ALITEC/EAGLE

The Alitec SG40 Skid Steer Stump Grinder provides 40-hp performance, but skid steer mobility and at a much lower cost than comparable tow-behind models. Utilizing high flow loader hydraulics, the SG40 includes hydraulic swing, raise/lower, and telescopic extend. Alitec/Eagle 802 E Main Street, Brownsburg, IN 46112. Phone: 317-852-8622.

Circle 121 on the Reader Service Card

J.P. CARLTON COMPANY

The 2500-4 is a 25-hp 4-wheeled self-propelled unit that delivers maximum cutting power in hard-to-reach areas. Hydraulic steering and 4-wheeled stance offer unmatched stability and maneuverability. This compact machine is 35 inches wide and fits easily through standard backyard gates. Model 2500-4 incorporates many of the features found in larger Carlton models and is built to last. J.P. Carlton Company, 121 John Dodd Road, Spartanburg, SC 29303. Phone: 800-243-9335, 803-578-9335; FAX: 803-578-0210.

Circle 122 on the Reader Service Card
FOX MANUFACTURING, INC.

Fox stump routers feature 30-year proven design, impressive speed and depth capabilities exceeding 12-inches. Chips are retained under machine, great maneuverability, easy load and unloading and quick change cutter head. Kohler engines from 18 to 25 hp. Low cost to purchase and maintenance is primarily sharpening your teeth and many, many happy customers. All this backed by great warranty. Video on request. Fox Manufacturing, Inc., P.O. Box 6, Lowell, IN 46356. Phone: 219-696-1440; FAX: 219-696-8107.

HODGES MFG., CO

Hodges Mfg., Co. has changed all its stump routers to the new Kohler command overhead valve engine. Hydraulic and walk-behind stump routers are available with 18-hp, 20-hp or 25-hp engines. The hydraulic units can work hooked or unhooked from towing unit. All Hodges stump routers are self-propelled. Hodges also manufactures commercial-duty log splitters. Hodges Mfg. Co., Inc., Route 4, Box 328B, Mountain Home, AR 72653. Phone: 800-525-6312; FAX: 501-492-6801.

KAN-DU STUMPERS, INC.


PARTNER INDUSTRIAL PRODUCTS

Portable and affordable, Partner's lightweight stump grinder removes stumps within minutes. Weighing just 44 pounds, it is an easy-to-use, walk-behind unit that eliminates the need for heavy, expensive stump removal equipment. Grinds stumps to below ground level within minutes with a specially designed 8-inch grinding wheel. The handle is easily folded for convenient carrying and transport. Partner Industrial Products, 905 W. Irving Park Road, Itasca, IL. Phone: 800-323-3553.
DowElanco manufactures tree growth regulators that allow utility foresters to improve their system management program while increasing productivity and cost-effectiveness. The products, Cutless and Profile, help establish or maintain a trim cycle, manage fast-growing species and reduce the amount of biomass from future trimmings. Products can be injected or applied to the soil around trees. DowElanco, 9330 Zionsville Road, Indianapolis, IN 46268. Phone: 317-337-4436; FAX: 317-337-4350.

East Hill Manufacturing has been building firewood processors for over five years. The Brute Model H106, priced between $29,900 and $32,500, is available with gas or diesel engine. Brute also has introduced the M106 mid-sized processor. Priced at around $20,000 and available with gas or diesel engine, the M106 is designed to cut and split smaller logs. East Hill Manufacturing Corp., 166 Spruce St., Box 6265, Rutland, VT 05702. Phone: 802-773-0199, FAX: 802-773-0691.
Upcoming NAA Events

November 17 - 19, 1994
TCI Expo '94
Doubletree Hotel/Pennsylvania Convention Center
Philadelphia, PA

February 14 - 19, 1995
Annual Meeting & Management Conference
Buena Vista Palace
Orlando, FL

November 16 - 18, 1995
TCI Expo '95
Hyatt Regency/Indianapolis Convention Center
Indianapolis, IN

February 13 - 17, 1996
Annual Meeting & Management Conference
San Diego Hilton Beach and Tennis Resort
San Diego, CA

GFX CORPORATION

Re-introducing the Money Machine. All this machine can do for you is pay for itself, month after month. If you're in the firewood business, big or small, and you don't have one or more "Super Splits," you're wasting time! It's fast, it's tough. It will make you money. Call or write GFX Corporation, 200 Recreation Park Drive, Hingham, MA 02043. Phone: 617-740-0350; FAX: 617-740-0355.

Circle 131 on the Reader Service Card
### CHEMICALS

#### Adjuvants/Misc. Chemicals
- American Arborist Supplies, Inc.
- Aquatrols Corp of America
- Artistic Arborist, Inc.
- CWC Chemical, Inc.
- ESSCO Distributors, Inc.
- J. Mollema & Sons
- Monterey Lawn & Garden Products
- Pro-Lawn Products, Inc.
- Rockland Corporation
- Source Technology Biologicals, Inc.
- Spectrum Technologies, Inc.
- W.A. Cleary Chemical Corp.

#### Biopesticides
- American Arborist Supplies, Inc.
- Ciba Turf & Ornamental Products
- J. Mollema & Sons
- Miles, Inc.-Ag. Chemical Division
- Monterey Lawn & Garden Products
- Sandoz Crop Protection
- W.R. Grace Company

#### Chemical Absorbents
- American Arborist Supplies, Inc.
- CWC Chemical, Inc.
- J. Mollema & Sons
- JRM Chemical, Inc.
- Precision Laboratories, Inc.
- New Pig Corporation

#### Fertilizers
- American Arborist Supplies, Inc.
- Amsoil Synthetic Lubricants
- Artistic Arborist, Inc.
- Creative Sales, Inc.
- The Davey Tree Expert Co.
- The Doggett Corporation
- ESSCO Distributors, Inc.
- Growth Products, Ltd.
- Hickson Kerley
- J.J. Mauget Company
- JRPEnternational, Inc.
- Landscapers Supply Corp.
- Lanphear Supply
- LESCO, Inc.
- Lutz Corporation
- Medi-Ject Tree Injection Systems
- Monterey Lawn & Garden Products
- Moyer & Son, Inc.
- NACCO/Grow More, Inc.
- Northeast Shade Tree
- Northeastern Associates
- Plant Food Company, Inc.
- Pro-Lawn Products, Inc.
- Prodx
- Rockland Corporation
- Roots, Inc.
- The Scotts Company
- Sherrill Arborist Supply
- W.A. Cleary Chemical Corp.

#### Fungicides
- American Arborist Supplies, Inc.
- Artistic Arborist, Inc.
- Ciba Turf & Ornamental Products
- ESSCO Distributors, Inc.
- J.C. Ehrlich Chemical Company, Inc.
- J.J. Mauget Company
- J. Mollema & Sons
- Landscapers Supply Corp.
- LESCO, Inc.
- Monterey Lawn & Garden Products, Inc.
- Northeastern Associates
- Rockland Corporation
- Source Technology Biologicals, Inc.
- Van Waters & Rogers
- W.A. Cleary Chemical Corp.

#### Growth Retardants/Regulators
- American Arborist Supplies, Inc.
- American Cyanamid Company
- Arborchem Products Co.
- Artistic Arborist, Inc.
- Ciba Turf & Ornamental Products
- CWC Chemical, Inc.
- DowElanco
- Monterey Lawn & Garden Products, Inc.
- Northeast Shade Tree
- Northeastern Associates
- Prodx
- Rockland Corporation
- Roots, Inc.

#### Herbicides
- American Arborist Supplies, Inc.
- American Cyanamid Company
- Arborchem Products Co.
- Blackhorse Services Company
- Ciba Turf & Ornamental Products
- CWC Chemical, Inc.
- DowElanco
- J.C. Ehrlich Chemical Company, Inc.
- J. Mollema & Sons
- Landscapers Supply Corp.
- Monsanto Company
- Monterey Lawn & Garden Products, Inc.
- Northeastern Associates
- Professional Tree & Turf Equipment
- Rockland Corporation
- W.A. Cleary Chemical Corp.

#### Insecticides
- American Arborist Supplies, Inc.
- American Cyanamid Company
- Artistic Arborist, Inc.
- Ciba Turf & Ornamental Products
- Creative Sales, Inc.
- CWC Chemical, Inc.
- ESSCO Distributors, Inc.
- FMC Turf & Ornamentals Corporation
- J.C. Ehrlich Chemical Company, Inc.
- J.J. Mauget Company
- J. Mollema & Sons
- Klein Tools, Inc.
- Landscapers Supply Corp.
- LESCO, Inc.
- Monterey Lawn & Garden Products
- Northeastern Associates
- Phone-Poullenc Ag. Company
- Rockland Corporation
- Uniroyal Chemical Co.
- Van Waters & Rogers
- W.R. Grace Company

#### Chemical Storage
- CWC Chemical, Inc.
- New Pig Corporation
- Safety Storage, Inc.

### EQUIPMENT

#### Aerial Lifts
- Aerial Equipment, Inc.
- Aerial Lift, Inc.
- Allied Utility Equipment, Inc.
- Altec Industries, Inc.
American Hydraulics, Inc.
Ameriquip
Armlift, Div of TG Industries, Inc.
Baker Equipment Engineering Co.
Buckeye Truck Equipment
C.U.E.S., Inc.
CAL-LINE Equipment Company
Holm Mfg., Inc.
Lift All/Hydra Tech, Inc.
MIRK Inc./Toombs Truck Equip.
Morgan Crane Company, Inc.
S.J. Ross Services, Inc.
Simon-Telelect, Inc.
Southeastern Equipment Co.
Tamarack Clearing, Inc.
TECO, Inc.
Time Manufacturing Company
Western Tree & Landscape Supply
Workforce Products, Inc.

Aerial Lift Parts
Aerial Equipment, Inc.
Alliance Equipment Company, Inc.
Ameriquip
Baker Equipment Engineering Co.
C.U.E.S., Inc.
Holm Mfg., Inc.
Morgan Crane Company, Inc.
Plastic Composites Corporation
S.J. Ross Services, Inc.

Brush Chippers
Aerial Equipment Inc.
Alexander Equipment Co.
Allied Utility Equipment, Inc.
Altec Industries, Inc.
American Arborist Supplies, Inc.
American Hydraulics, Inc.
AmeriQuip
Artistic Arborist, Inc.
Bandit Industries
Big John South Central Region
Blade Equipment, Inc.
C.U.E.S., Inc.
Cal-Line Equipment Company
Clark-Kavanagh Homes, Inc.
ESSCO Distributors, Inc.
Gravelly International
Grazer Div. of Ingersoll Equipment
Hamilton Equipment, Inc.
Hawkenesen Enterprises Co., Inc.
Hodges Mfg. Co., Inc.
Karl Kuehmerling, Inc.
Lanphear Supply
Mackissic Inc.
MIRK Inc./Toombs Truck Equip.
Morpark E-Z Beaver Corp.
Niemeyer’s Corp.
Northeastern Associates
Olathe Manufacturing, Inc.
Opdyke, Inc.
PeCo, Inc.
Powertech Equipment, Inc.
S. J. Ross Services, Inc.
Sherrill Arborist Supply
Southco Industries, Inc.
Southeastern Equipment Co.
Steiner Turf Equipment, Inc.
Tamarack Clearing, Inc.
VC Marketing, Inc.
Vermeer Manufacturing Co.
Wesspur, Inc.
Western Tree & Landscape Supply

Brush Chipper Knives
Aerial Equipment, Inc.
Alliance Knife, Inc.
American Arborist Supplies, Inc.
American Hydraulics, Inc.
Artistic Arborists, Inc.
Bandit Industries, Inc.
Blade Equipment, Inc.
C.U.E.S., Inc.
CAL-LINE Equipment Company
Clark-Kavanagh Homes, Inc.
ESSCO Distributors, Inc.
Hawkenesen Enterprises Co., Inc.
J.T.M.
Karl Kuehmerling, Inc.
Northeastern Associates
Lanphear Supply
Penn-Holz Sales & Service
Sharp Tool Co., Inc.
Sherrill Arborist Supply
Simonds Industries, Inc.
Southeastern Equipment Co.
Wesspur
Western Tree & Landscape Supply
Zenith Cutter Company

Brush Cutters/Line Trimmers
Aerial Equipment, Inc.
American Arborist Supplies
Bishop Company
Forestry Suppliers
Homelite
Husqvarna Forest & Garden Co.
Karl Kuehmerling, Inc.
Landscapers Supply Corp.
Peavey Manufacturing Company
Penn-Holz Sales & Service
Poulan-Weed Eater
Professional Tree & Turf Equipment
Shindaiwa Inc.
Solo Incorporated
Stihl, Inc.
Tanaka
Tudor & Jones

Chain Saws & Accessories
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
Artistic Arborists, Inc.
Baylor’s
Bishop Company
Brewt Power Systems/MAIBO
Bryan Equipment Sales

Forestry Suppliers
Goldce International Equipment Corp.
Grandberg International
Greenlee Fairmont
Hawkenesen Enterprises Co., Inc.
Homelite/TEXTRON
Husqvarna Forest & Garden Co.
Hydron, Inc.
Jameson Corporation
Karl Kuehmerling, Inc.
Landscapers Supply Corp.
Lanphear Supply
Laser Sales
LESCO, Inc.
McCullough Corporation/Central Power System
Niemeyer’s Corp.
Northeastern Associates
Oregon Cutting Saws
Partner Industrial Products
Penn-Holz Sales & Service
Poulan/Weed Eater
Professional Tree & Turf Equipment
Racine Hydraulic Tools, Inc.
Rapco Industries, Inc.
Shindaiwa, Inc.
Solo, Inc.
Stihl, Incorporated
Tanaka
Tilton Equipment Company
Western Tree & Landscape Supply

Clothing and Jewelry
Agape Designs

Communication Systems
Forestry Suppliers
Northeastern Associates

Cranes
Arbortech
Baker Equipment Engineering Company
C.U.E.S., Inc.
MIRK Inc./Toombs Truck Equip.
Morgan Crane Company Inc.
Simon-Telelect, Inc.
Southco Industries, Inc.

Engines & Engine Parts
Briggs & Stratton Corp.
C.U.E.S., Inc.
Comet Industries
Cummins Michigan, Inc.
Detroit Diesel Corporation
Deutz Corporation
Engine Center, Inc.
Engine Distributors, Inc.
Hercules Engines, Inc.
Hoffco, Inc.
John Deere Industrial Equipment
Company
Kohler Co., Engine Div.
Laser Sales
North American Engine Co.
Northeastern Associates
Piedmont Power Products
Power Great Lakes
Professional Tree & Turf Equipment
Wesspur
Wis-Con Total Power Corp.

Fertilization/Aeration
Artistic Arborists, Inc.
B & G Equipment Co.
Grow Gun Corporation
LESCO, Inc.
Northeastern Associates
Professional Tree & Turf Equipment
Ransomes America Corporation
Webster Corporation
Western Tree & Landscape Supply

Forestry Truck Bodies
American Truck & Trailer Body Co.
Arbor-tech
Artistic Arborist, Inc.
Baker Equipment Engineering Company
Blade Equipment, Inc.
C.U.E.S., Inc.
MIRK Inc./Toombs Truck Equip.
Morgan Crane Company, Inc.
Schodorf Truck Body & Equip. Co.
Southco Industries, Inc.

Lawn Mowers
Exmark Manufacturing Company
The Grasshopper Co.
Grazer Div. of Ingersoll Equipment
Homelite, Division of Textron, Inc.
Husqvarna Forest & Garden Co.
John Deere Industrial Equipment Company
Landscapers Supply Corp.
Laser Sales
LESCO, Inc.
Northeastern Associates
Poulan - Weed Eater
Ransomes America Corporation
Roxy Turf
Steiner Turf Equipment, Inc.

Lease/Rental/Used Equipment
Aerial Equipment, Inc.
Artistic Arborist, Inc.
Bush Leasing, Inc.
C.U.E.S., Inc.
Cal-Line Equipment Co.
Clark-Kavanagh Homes, Inc.
Hawkensen Equipment Co., Inc.
Holam Manufacturing
Karl Kuenmerling, Inc.
Landscapers Supply Corp
MIRK Inc./Toombs Truck Equip.
NESCO, Inc.
Omni Leasing
Opdyke, Inc.
S.J. Ross Services, Inc.
Tamarack Clearing, Inc.
Wesspur

Log Splitters
Alliance Knife, Inc.
AmeriQuip
Bailey's
Bandit Industries, Inc.
Carl Neutzse/Landscape Services, Inc.
Clark-Kavanagh Homes, Inc.
Continental Biomass Industries, Inc.
ESSCO Distributors, Inc.
Fox Manufacturing, Inc.
Grazer Div. of Ingersoll Equipment
GFX Corporation
Hawkensen Equipment Co., Inc.
Hodges Mfg. Co., Inc.
Karl Kuenmerling, Inc.
Miltiex, Inc.
Niemeyer's Corp.
Northeastern Associates
Penn-Holo Sales & Service
Powertech Equipment, Inc.
Western Tree & Landscape Supply

Pruning Systems
American Arborist Supplies
Arlmill, Div of TG Industries, Inc.
Bishop Company
Bailey's
Brewt Power Systems/MAIBO
C.U.E.S., Inc.
Corona Clipper Company
Cutwell Products
Greenlee Fairmont
Hydron, Inc.
Jameson Corporation
Karl Kuenmerling, Inc.
Lanheath Supply
Morgan Crane Company, Inc.
Niemeyer's Corp.
Northeastern Associates
Peavey Mfg. Co.
Penn-Holo Sales & Service
Sherrill Arborist Supply
Solo, Inc.
Wesspur

Recycling Equipment
Bandit Industries, Inc.
Cal-Line Equipment Co.
Haybuster Manufacturing, Inc.
Kenco Engineering
Karl Kuenmerling, Inc.
Morback E-Z Beaver Corp.
Muitiex, Inc.
Olahite Manufacturing, Inc.
Powertech Equipment, Inc.
Western Tree & Landscape Supply

Right of Way/Off Road Equip.
American Hydraulics, Inc.
Blount, Inc.
John Brown & Sons, Inc.
Brown Bear Corporation
Brown Manufacturing Corp.
Jarruff Industries, Inc.
Karl Kuenmerling, Inc.
Landscapers Supply Corp

Sprayers & Accessories
Acuflex
Agrotec, Inc.
American Arborist Supplies, Inc.
Artistic Arborist, Inc.
B & G Equipment Co.
Cooper Pegler Sprayers
D.B. Smith Co.
ESSCO Distributors, Inc.
Forestry Suppliers
Green Garde Division/H.D. Hudson
Mfg. Co.
Green Pro Services
Hypro Corporation
Karl Kuenmerling, Inc.
Lanheath Supply
LESCO Inc.
MacKissie, Inc.
Minnesota Wanner Co.
Niemeyer's Corp.
Northeastern Associates, Inc.
Professional Tree & Turf Equipment
Ransomes America Corporation
Reelcraft Industries, Inc.
Renwick Inc.
Solo Inc.
Western Tree & Landscape Supply
Westheffer Co., Inc.

Stump Cutters
Aerial Equipment Inc.
Alitee/Eagle
Artistic Arborist, Inc.
Blade Equipment, Inc.
Blount, Inc.
Cal-Line Equipment Company
CEI
Clark-Kavanagh Homes, Inc.
Continental Biomass Industries, Inc.
ESSCO Distributors, Inc.
Fox Manufacturing, Inc.
Hodges Mfg. Co., Inc.
J. P. Carlton Company
Kan-Du stumpers
Karl Kuenmerling, Inc.
Lanheath Supply
MacKissie Inc.
Northeastern Associates
Partner Industrial Products
Powertech Equipment, Inc.
Rayco Manufacturing, Inc.
Sherrill Arborist Supply
Southeastern Equipment Co.

Stump Cutters
TCI PRODUCT DIRECTORY - 40
Vermeer Manufacturing Co.
Wesspur, Inc.
Western Tree & Landscape Supply

Stump Cutter Teeth
Alice/Eagle
American Arborist Supplies, Inc.
Arbor Care Equipment
Bishop Company
Border City Tool & Mfg. Co.
C.U.E.S., Inc.
CAL-LINE Equipment Company
CEI
ESSCO Distributors, Inc.
Hodges Mfg. Co.
Karl Kuemmerling, Inc.
Lanphear Supply
Leonardi Teeth, Inc.
Northeastern Associates
Penn-Holo Sales & Service
RAYCO Manufacturing, Inc.
Southeastern Equipment, Inc.
The Sharp Tool Company
Sherrill Arborist Supply
Wesspur
Western Tree & Landscape Supply

Traffic Safety
American Arborist Supplies, Inc.
Artistic Arborist, Inc.
Bishop Company
Federal Signal Corp.
Forestry Suppliers
Halls Safety Equip. Corporation
J.L. Mathews Company, Inc.
Karl Kuemmerling, Inc.
Lanier Industrial Products
National Safety Equipment Outlet
Northeastern Associates
Services & Materials Co., Inc.
Trafix Devices, Inc.
Western Tree & Landscape Supply

Tree Spades
Blade Equipment
Big John Tree South Central Region
Powertech Equipment, Inc.
Vermeer Manufacturing Co.

Trenchers
Bradco Div of ATI Incorporated
E-Z Implements, Inc.
Line-Ward Corporation
Vermeer Mfg. Co.

Trucks & Truck Accessories
American Isuzu Motors, Inc.
Andy’s Truck Center
Arbortech
Artistic Arborist, Inc.
Baker Equipment Engineering Co.
Blade Equipment, Inc.
C.U.E.S., Inc.
Elmore Truck Accessories, Inc.
GMC Trucks
Highway Products, Inc.
Jameson Corporation
Knaack Manufacturing Co.
Mathews Ford
MIRK Inc./Toombs Truck Equip.
Morgan Crane Company
Nation Wide Ladder & Equipment Co.
NESCO, Inc.
Nissan Diesel America, Inc./UD Trucks
Opdyke, Inc.
Ransomes America Corporation
Reelerraft Industries, Inc.
Schodorf Truck Body & Equip. Co.
Southco Industries, Inc.
Tamarack Clearing Inc.
Wells Cargo, Inc.

Utility Carts
American Arborist Supplies, Inc.
Hawkensen Equipment Co., Inc.
Northeastern Associates
Ransomes America Corporation

Wood Processors
B & B Manufacturing
Bandit Industries, Inc.
Carl Neutszel/Landscape Services, Inc.
Clark-Kavanagh Homes, Inc.
Continental Biomass Industries, Inc.
East Hill Manufacturing
Hawkensen Equipment Co., Inc.
Haybuster Mfg., Inc.
Karl Kuemmerling, Inc.
Multitek, Inc.
Powertech Equipment, Inc.

PROF.SERV.

Advertising/Public Relations
The Davey Resource Group
Hoffco, Inc.
The Pancoast Concern, Inc.

Computer Software/Hardware
ACRT, Inc.
Arbor Computer Systems, Inc.
Arbormaster, Incorporated
Armor Systems, Inc.
C & P Press, Inc.
Data General Corporation
Environmental Consultants, Inc.
Marathon Data Systems
Practical Solutions
Tree Management Systems, Inc.

Consulting
ACRT, Inc.
Arborists Supply House, Inc.
Artistic Arborists, Inc.

FINANCING

Corporate Capital Leasing, Inc.

INSURANCE

Albiez Insurance Agency
Alexander & Alexander/ITT Hartford
CNA Insurance Companies

LABORATORIES/TESTING

Artistic Arborists, Inc.
CLC Labs
The Davey Resource Group
Plastic Composites Corporation

WOOD RECYCLING/PROCESSING

Bandit Industries, Inc.
Carl Neutszel/Landscape Services, Inc.
Multitek, Inc.
Woodwaste, Inc.

SUPPLIES

Cabling & Bracing
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
Arbor Care Equipment
Artistic Arborist, Inc.
Bartlett Manufacturing Company
Bishop Company
Buckingham Manufacturing Co., Inc.
Edward W. Daniel Co.
ESSCO Distributors, Inc.
Fehr Bros. Industries
Kramer Equipment Company, Inc.
Karl Kuemmerling, Inc.
Lanphear Supply
Lawson & Lawson, Inc.

TCI PRODUCT DIRECTORY - 41
Misc. Arborist Supplies

- Alliance Knife, Inc.
- American Arborist Supplies, Inc.
- American Safety Utility Corp.
- American Wholesale Nurseries, Inc.
- Artar Care Equipment
- Arborist Supply House, Inc.
- Artistic Arborist, Inc.
- Bartlett Manufacturing Company
- Bashlin Industries, Inc.
- Bishop Company
- Buckingham Manufacturing Co., Inc.
- Burkes Protective Coatings
- Canadian Forestry Equipment Ltd
- CEI
- Cleaves Company, Inc.
- CRS Inc.
- Deep Root Partners, L.P.
- Eastern Power Equipment
- ESSCO Distributors, Inc.
- Forestry Suppliers
- Hall’s Safety Equip Corporation
- Hydro, Inc.
- Kramer Equipment Company, Inc.
- Klein Tools, Inc.
- Karl Kuenmmerling, Inc.
- Landscape Supply Corp.
- Lanphair Supply
- Miller Equipment
- Nation Wide Ladder & Equipment Co., Inc.
- New England Ropes Inc.
- Niemeyer’s Corp.
- Northeastern Associates
- Norwalk Power Equip. Co.
- Penn-Holo Sales & Service
- Rope Step Inc.
- Terra Tech, Inc.
- Wesspur
- Western Tree & Landscape Supply

Climbing Gear

- American Arborist Supplies, Inc.
- Arbor Care Equipment
- Arborist Supply House, Inc.
- Bartlett Manufacturing Company
- Bashlin Industries, Inc.
- Bishop Company
- Buckingham Manufacturing Co., Inc.
- ESSCO Distributors, Inc.
- Forestry Suppliers
- Hall’s Safety Equip Corporation
- Hydro, Inc.
- Kramer Equipment Company, Inc.
- Klein Tools, Inc.
- Karl Kuenmmerling, Inc.
- Landscape Supply Corp.
- Lanphair Supply
- Miller Equipment
- Nation Wide Ladder & Equipment Co., Inc.
- New England Ropes Inc.
- Niemeyer’s Corp.
- Northeastern Associates
- Norwalk Power Equip. Co.
- Penn-Holo Sales & Service
- Rope Step Inc.
- Terra Tech, Inc.
- Wesspur
- Western Tree & Landscape Supply

Clothing

- American Arborist Supplies, Inc.
- Artistic Arborists, Inc.
- Forestry Suppliers
- Karl Kuenmmerling, Inc.
- LESCO, Inc.
- Metriguard
- Northeastern Associates
- Services & Materials Co., Inc.
- Terra Tech

Diagnostic Tools

- American Arborist Supplies, Inc.
- Artistic Arborists, Inc.
- Forestry Suppliers
- Karl Kuenmmerling, Inc.
- LESCO, Inc.
- Metriguard
- Northeastern Associates

Irrigation Products

- Aquapore Moisture Systems, Inc.
- LESCO Inc.
- Neptune Chemical Pump Co.
- Rain Bird Sales, Inc.
- Terra Tech, Inc.
- Tree Pro
- Weaver Leather, Inc.
- Wesspur, Inc.
- Western Tree & Landscape Supply

Nursery Stock

- American Wholesale Nurseries, Inc.
- Kauai Nursery & Landscaping, Inc.
- Lake County Nursery, Inc.

Personal Protective Equip.

- American Arborist Supplies, Inc.
- Arbor Care Equipment
- Artistic Arborist, Inc.
- Bartlett Manufacturing Company
- Bryant Orthopedic, Inc.
- Buckingham Manufacturing Co., Inc.
- Cooper Pegler Sprayers
- Dicke Tool Co.
- Direct Safety Co.
- ESSCO Distributors, Inc.
- Forestry Suppliers
- Green Roofs Inc.
- Karl Kuenmmerling, Inc.
- Kramer Equipment Company, Inc.
- Karl Kuenmmerling, Inc.
- Landscape Supply Corp.
- Lanphair Supply
- Miller Equipment
- New Pig Corporation
- Niemeyer’s Corp.
- Northeastern Associates
- Norwalk Power Equip. Co.
- Oberon Company
- Professional Tree & Turf Equipment
- Renwick Inc.
- TEC Laboratories, Inc.
- Terra Tech, Inc.
- Tilton Equipment Company
- Western Tree & Landscape Supply

Pruning Tools

- American Arborist Supplies, Inc.
- Arbor Care Equipment
- Arborists Supply House, Inc.
- Artistic Arborist, Inc.
- Bartlett Manufacturing Company
- Bashlin Industries, Inc.
- Bishop Company
- Brewt Power Systems/MAIBO
- Corona Clipper Company
- Cutwell Products
- Dicke Tool Co.
ESSCO Distributors, Inc.  
Fanno Saw Works  
Forestry Suppliers  
Growtech, Inc.  
Hall's Safety Equipment Corporation  
J. Mollema & Sons  
Jameson Corporation  
Kramer Equipment Company, Inc.  
Karl Kuemmerling, Inc.  
Landscapers Supply Corp.  
Lanphear Supply  
LESCO, Inc  
Niemeyer's Corp.  
Northeastern Associates  
Penn-Holo Sales & Service  
Professional Tree & Turf Equipment  
Terra Tech  
Vaca/Village Blacksmith/SMS Ind.  
Wesspur, Inc.  
Western Tree & Landscape Supply

Reference Books  
American Arborist Supplies, Inc.  
Arborists Supply House, Inc.  
Artistic Arborist, Inc.  
Bishop Company  
The Book Tree  
C & P Press, Inc.  
ESSCO Distributors  
Forestry Suppliers  
Hall's Safety Equip Corporation  
Landscape Management  
Northeastern Associates  
Timber Press  
Trans Products & Services  
Western Tree & Landscape Supply

Root Barriers  
American Arborist Supplies, Inc.

Arborists Supply House, Inc.  
Artistic Arborist, Inc.  
Bishop Company  
Deep Root Partners, L.P.  
J. Mollema & Sons  
Karl Kuemmerling, Inc.  
Northeastern Associates  
Reemay, Inc.  
Shawtown Industries, Inc.  
Western Tree & Landscape Supply

Rope  
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