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You should know that all your tomorrow's can be safe ones, but that this is a self-fulfilling prophecy. The only way you can attain a safe working environment is by working at it, every day.

Peter Gerstenberger, Technical Editor

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<tr>
<th>Size Dia.</th>
<th>Weight per 100 ft.</th>
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<tr>
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<td>TRUEBLUE SPECIFICATIONS</td>
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<td>1/2&quot;</td>
<td>8.5 lbs.</td>
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By Amelia Reinert
The views differ from inside and outside the agency.

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In 1970, Congress enacted the Occupational Safety and Health Act, and a new federal agency, The Occupational Safety and Health Administration (OSHA), was born. For the first time, American workers were protected by the watchful eye of Uncle Sam. The general duty clause of the Act mandated that all employers were to provide work places free from recognized hazards. That broad statement was further defined to guard against exposure to specific dangers such as lead, asbestos, dangerous machinery and electricity. Industry spent billions of dollars to create safe work places. Safety programs were written, safety directors were hired, machinery was redesigned and air quality was tested to ensure that American workers did not become ill or injured while earning their income. OSHA became so entrenched in the workplace that it is now difficult at times to remember that the agency is only 27 years old.

Laws are created in the United States to protect personal rights and freedoms and the public good. A college professor once loosely described American freedom as “the right to swing your fist as far and hard as you like, as long as your fist never comes in contact with another person or another person’s property.”

In that same vein, companies can use heavy machinery, but they must protect the employees required to
use it from being injured by that machin-ity. They can require workers to perform their jobs in high-rise buildings, but they must make certain that the air inside is safe to breathe. Police de-

When someone in the tree care in-
dustry has an accident, it is very likely to be a big one—the kind of ac-
cident that leaves wives widows and children orphans. OSHA would not have targeted the tree care industry as one of the most hazardous indus-
tries in the United States if everything in the world of tree care were as safe and sweet as a Sunday afternoon lemonade with the neighbors.

When the OSHA inspector arrives on a job site, he is fulfilling a promise that our society, through our Congress, has made to the workers among us. “Fear not the factory... we will protect you...” It’s such a wonderful ideal.

Unfortunately, the ideal is not the working reality. Certainly it is sometimes. Followers of the DeCoster Egg Farms disaster have seen OSHA’s mis-

sion carried out in glory. Poor, sick employees were working on sewage-swamped ground and sleeping in cramped quarters under leaking roofs. To say that the bathing facilities were inadequate is being generous. OSHA of-

ficials shut DeCoster down for a time, and fined the company millions of dol-

lers. The ultimate goal was to close DeCoster for good, or force them to make serious improvements to their facility. Some people might say that if the employees didn’t like conditions on the egg farm, they should have found another job. But what happens when there is no other work to be found? If we allow conditions like this to exist in the workplace and do nothing about it, we allow other employers to follow suit, and before long, skilled and un-
skilled labor alike will have no place to work safely. This is why OSHA be-
came necessary in the first place.

So why is there so much criticism of OSHA? Why did the Cato Institute call for the agency’s closure, and why have so many bills calling for OSHA reform been introduced to Congress? It’s relatively easy to see from the outside. In the commercial tree care industry, employ-

ers complain about the never-ending, ever-burdensome paperwork require-
ments. They complain about citations written for improperly marking a form or filing a report late. Others complain of OSHA’s inconsistency. A company owner and National Arborist Association member suffered the fatality of an em-

ployee late one Saturday afternoon in an incident that was ultimately determined to be a freak and tragic accident. The em-

ployer was not found liable in any way. Immediately after the accident, the em-

ployer did everything he was supposed to do. The crew foreman performed CPR while the employer called 911. The po-

lice and paramedics came, and the victim was transported to the local hospital. For-

tunately, the victim probably never even knew he had fallen from the tree. The
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<th>Feature</th>
<th>Tree Feeder</th>
<th>Other</th>
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<tr>
<td>Biodegradable?</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>Controls water flow?</td>
<td>YES</td>
<td>NO</td>
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<tr>
<td>Self-contained fertilizer?</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td>Need not be removed?</td>
<td>YES</td>
<td>NO</td>
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<tr>
<td>Helps prevent cavity</td>
<td>YES</td>
<td>NO</td>
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<tr>
<td>Esthetic color</td>
<td>Green</td>
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company owner notified the victim’s family and the other employees that Saturday night, and then tried to call OSHA to notify them of the fatality. The telephone at the local OSHA office rang, and rang, and rang. Nobody answered. The owner left a message with his insurance agent, who was camped on his doorstep the following Monday. All day Sunday, the owner tried to call OSHA. Still, the phone rang unanswered. When someone finally did answer the phone, on Monday morning, an OSHA compliance enforcement officer was immediately dispatched. After inspecting the job site and reviewing police reports, the inspector agreed with the police: The employer was not at fault in this accident. The inspector then proceeded to write a citation for failing to inform OSHA about the fatality within 24 hours of the incident. A second citation was written for a damaged piece of equipment, unrelated to the incident, which sat in the employer’s office awaiting repair. The total cost of the citation ran into thousands of dollars.

From the outside looking in, this is just another example of an overly aggressive and uncooperative OSHA picking on the tree care industry. The picture is entirely different from within OSHA, which views the tree care industry as inherently dangerous. Accidents are serious and occur all too often. While other industries deal with chemical burns, air quality and carpal tunnel syndrome, the tree care industry contends with death more often than we’d like to admit. These are gruesome deaths caused by electrocution, falls from great heights and chipper accidents. If you do not already know the horror of a chipper accident, hope that you never find out. When someone in the tree care industry has an accident, it is very likely to be a big one—the kind of accident that leaves wives widows and children orphans. OSHA would not have targeted the tree care industry as one of the most hazardous industries in the United States if everything in the world of tree care were as safe and sweet as a Sunday afternoon lemonade with the neighbors.

When enforcing regulations for such a dangerous profession, it is not unreasonable to expect that the local compliance officer might have little sympathy when he finds one of your climbers in a tree without a hard-hat. Certainly if we see OSHA as the big, bad wolf at the door, be assured that OSHA sees tree care company owners as the wicked stepmother.

The dilemma for both sides is how to find the middle of the road. Yes, tree care is a hazardous profession. If an employer has truly, negligently ignored OSHA regulations and ANSI standards and thereby allows an employee to be
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injured or die, then she deserves whatever citation she gets from OSHA. Yet there are many employers out there, probably the majority of employers, who go to great lengths to ensure the safety of their crews. They utilize training programs, such as NAA’s Tailgate Safety or Electrical Hazards Awareness Program. They teach climbers how to tie proper knots and secure themselves in a tree. They teach safe climbing, and show videos on proper use of chippers and chain saws. They discipline employees who do not use safe work practices. Still, accidents happen because even the most well-intentioned employers can’t be on every job site all the time. They can teach, but they can’t look over every employee’s shoulder, forcing him to use good judgment every step of the way. This is why it is so distressing when an OSHA inspector shows up on a safe job site and writes up several thousands of dollars worth of citations for violations that are not applicable to their operations.

We can only speculate on what it must be like to work for OSHA. Certainly some requirement of the job forced that inspector, and many like him, to write those citations. We can only speculate on what it must be like to work for OSHA, because OSHA field inspectors declined several requests for interviews. The common answer: “You’ll have to talk with my boss.” Understandable, but supervisors did not return calls.

Imagine for a moment that you are the field inspector. What motivates you? What frustrates you? We can guess that the same bureaucracy that burdens those governed equally burdens those that must carry out their missions. The code of federal labor regulations is long and can be difficult to decipher. It is not always perfectly clear. There are apparent contradictions. As we in the commercial tree care industry know, many situations do not fit neatly under any specific regulation.

For the sake of argument, consider that every inspector is just doing the job and really believes that he or she is making this world a better place in which to work. Understand, too, that compliance officers can be evaluated on the number of citations they write. If the job site is safe for tree workers, and OSHA has achieved its goals, the compliance officer would not have many citations to write. When evaluation time comes, it might look as if somebody hasn’t been doing his job. Heaven forbid that incognito news crews start following OSHA inspectors with hidden cameras and expose to the world that tax dollars are spent on lazy compliance officers. Maybe Congress will cut funding for OSHA if it works too well and
isn’t needed so much any more. Perhaps it better to just write the citation.

There are people at OSHA who do care about more than citations. There are people that work very hard to write regulations that make sense and create programs that will help employers and OSHA work cooperatively. David Wallis, a standards writer and senior electrical engineer with OSHA in Washington, D.C., was very willing to discuss the standards writing process. Wallis was particularly helpful in describing the history of 29 CFR 1910.269, more commonly known as the “vertical standard,” which very specifically regulates line clearance tree trimming operations.

In 1987, The Edison Electric Institute (EEI) strongly suggested that OSHA write a standard for electrical power generation. EEI presented a draft standard which OSHA adapted into its own language.

One particular paragraph was written to deal with line clearance tree trimming operations. When Wallis and his colleagues wrote this section, the relied largely on the American National Standards Institute (ANSI) Z133 standard for the tree care industry. Wallis also enlisted the help of the National Arborist Association (NAA), and worked closely with Robert Felix, who was executive vice president of NAA at that time. Together, the three organizations reached a consensus on a draft that would be reasonable and appropriate for all parties concerned.

Wallis noted that it can be difficult to draft standards when two different industries must work closely together. The needs of each industry can be very different. Therefore, what is reasonable for one party might not work for the other. For example, the vertical standard has a CPR training requirement for field personnel. This is not a difficult requirement for the utility industry, which tends to maintain long-term relationships with employees.

Six hours of training for new hires with a retraining every three years does not generally present a burden for utilities. In the commercial tree care industry, however, where there is very high crew turn-over, a CPR requirement for every crew member upon hire is difficult. When field personnel tend to change jobs within 12 months of hire, the constant CPR training is expensive and inefficient. In many cases, the employee is no sooner trained than he or she leaves the job, and sometimes the profession, altogether. The employer must start all over again. By working together, OSHA, the NAA, and EEI, were able to reach a reasonable compromise. Two trained CPR members on every crew, trained within three months of hire.

Wallis further noted that OSHA generally appreciates the cooperation of the industry being regulated. OSHA does not profess to be the expert on the safety requirements of every industry, and it is much easier to write standards that truly
The need for compliance officers to be better trained in the standards that should apply to the commercial tree care industry is evident. It is also evident that there are many employees who perform tree work who could be better trained, or who could take their training more seriously. Organizations such as the NAA have worked with OSHA in the past to create practical standards, and will do so again. The NAA has also helped fight every improper or unreasonable citation brought to its attention, and will do so again. Many, many voices have called for OSHA reform in the last several years. It is an inefficient agency which could only benefit from a new approach to its mission. Politicians are debating the issue now. Several members of Congress have called for OSHA reform, while others have fought reform every step of the way. As all of this is happening, climbers are going to work every day and making choices about their own safety. Will they or will they not wear hard-hats on this job? Will they or will they not only feed brush into chippers from the side? Will they or will they not work within full view or hearing distance of fellow crew-members? Are they ever too busy to work safely?

In the end, regulations will be written and training programs will be implemented, and politicians and small business owners will have a lot to say about what must be done for American workers. Regardless of who does what, today and every day, the person most responsible for your safety and the safety of your crew is you.

Amelia Reinert is deputy executive director of the National Arborist Association.
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Negotiate Discounts and Payment Terms Successfully

By Mark E. Battersby

Negotiate a discount? Negotiate payment terms? When ever I suggest this to small business owners, I hear similar reservations:

- "But, I respect my suppliers too much to attempt to reduce their prices."
- "If I ask for terms, my suppliers will doubt my ability to pay."
- "I'm not big enough to demand a discount from my suppliers."

Sound familiar? Far too many tree care professionals seem to want to be "best friends" with their suppliers rather than run a successful—and profitable—tree care or landscaping business.

Surprisingly, many suppliers point out that negotiating is rarely needed. After all, those suppliers need even the smallest tree care business in order to survive. So, instead of negotiating, simply ask.

What Should You Ask For?

Everyone should be aware that negotiating or even asking for better payment terms or trade discounts is not a sign of an under-funded or financially troubled business. Rather it is the sign of a business owner who is fully aware of how business is conducted and profits insured. Think about payment terms for example.

Many small business owners completely bypass sales reps to deal directly with suppliers. And if that's the way you operate, and your business, is flourishing, then congratulations. You have succeeded despite never negotiating either prices or terms with suppliers. But what price?

Dealing with reps almost automatically means that your tree care operation buys at the wholesale rather than the retail price. Those reps and other middlemen have, in essence, done the negotiating with the supplier for you—and added their profit onto the price that they charge their customers.

Looking at it from the producer's, manufacturer's or nursery's viewpoint, they either sell all of their output to a middleman at one special quantity price or they have two prices, a wholesale price for the middleman and another, higher price for any sales made directly to customers.

"When I first started, I didn't realize how much latitude I have to negotiate—I was just glad that the reps came around at all," says John Peters, the owner of Leafy Yards Inc., in Columbus, Ohio. He long ago discovered that any business owner can negotiate and, what's more it can be done pleasantly.

Quantity Discounts

The criteria used by many suppliers for granting a quantity discount is usually quite simple: how many units or how much by dollar value will you pay for the order?

The government has established rules
and regulations to level the playing field when it comes to offering discounts. For the record, the Robinson-Patman Act is a long and complicated piece of legislation—a delight for attorneys and a horror for most litigants. It was designed to protect individual competitors against the unfair or discriminatory trade practices of other competitors. Quite simply, a chain store operation that sells trees and shrubs may be able to purchase them at a much lower price than a small business. But unless the seller has a firm basis for those lower prices, such as quantity discounts, the small tree care business might have a basis for a lawsuit.

**Payment Terms**

Thus far, qualifying as a reseller for a trade discount and buying larger quantities in order to qualify for quantity discounts is fairly straightforward and requires few negotiating skills. Even taking advantage of special promotional discounts is simply a matter of asking for them. However, real negotiating skills may come in handy to get any supplier to change his payment terms. Fortunately, lengthy negotiation is not the norm here either.

When you receive an invoice for goods you probably either pay it immediately or postpone paying for it until funds are available. A few owners, usually inadvertently, take advantage of the payment terms stated on the invoices.

According to Cecil J. Bond, author of *Credit And Collections For Your Small Business* (TAB Books, 1989), the term “Net 30 Days” is about as basic as payment terms get. It means that the supplier does not offer any discount and the business has 30 days from the invoice date to pay.

On the other hand, payment terms such as “Two Percent, 10 days/Net 30,” means that you will enjoy a two percent discount by paying the invoice within 10 days from the invoice date. The “Net 30 Days” still means that you have 30 days from the date of the invoice to pay the total amount.

If your business is one of those that automatically pays each invoice when it comes in, do you take advantage of this discount? Or, more to the point, are you aware of how much you can save with a prompt payment?

Financing your business is a matter of trade-offs. If you withdraw money from an interest-earning account to pay for merchandise, you have a “cost” in the amount of the interest lost until the customer pays for the merchandise and the money is once again back in the interest-earning account.

If money is borrowed in order to purchase that merchandise, there is an interest cost. The interest cost runs between the time the money is borrowed and the goods paid for until they are eventually sold and the borrowed money repaid.

With a purchase of $1,000 in merchandise, the supplier is offering a discount of $20 if you use your money for that 10 day period rather than his. Of course, if you borrowed that $1,000 at 10 percent interest it would cost you $2.70 for that 10-day discount period.

Thus, with the two percent, 10 day payment terms, the borrower would re-
Management Exchange

receive a $20 discount on that $1,000 purchase while paying $2.70 in interest on the borrowed money. Using borrowed money (10 percent interest) to pay at the end of the 30 day payment period would save the tree care business $8.10 in interest costs.

Negotiating payment terms can be as easy as taking advantage of existing terms already offered by your suppliers. Or, you may want to play one supplier off against the other. In other words, base your purchasing decisions on the bottom-line cost of the goods ordered. Another good negotiating strategy for obtaining better payment terms involves the financial health of the tree care business. Many suppliers only offer payment terms such as C.O.D. (cash on delivery) or R.O.G. (receipt of goods) to small or startup operations. After a while those payment terms may be relaxed—but usually only if the business owner requests better terms.

Better Credit = Better Prices

Surprisingly, negotiating doesn’t require bullying. Of course, many suppliers are in the driver’s seat. You need them as much as they need one more small business. Even so, negotiating for better payment terms may only require completing a credit application. A credit rating established by one of the major credit-rating bureaus such as Dun & Bradstreet, TRW and others should help you negotiate better payment terms. Referring the supplier to that rating is often enough to stop having to pay at the time of your order.

For those that are not included among the over 975,000 businesses rated by the major credit-rating agencies and who may be reluctant to give anyone, let alone a supplier, a look at their financial statements, rest assured, you are not alone.

Many suppliers will accept the refusal to provide financial statements if it is a long-standing, blanket policy—not one just dreamed up in an effort to obtain credit or better payment terms. Even the credit-rating agencies accept a business’s long-standing policy.

Arranging with a banker or accountant to field credit questions is one alternative. Professionals will provide only the information that you allow them to convey. Thus, the supplier is not left out in the cold when it comes to determining the operation’s credit-worthiness. Once again, however, the owner must ask the supplier for better trade terms and work with them to prove his credit worthiness.

Fortunately, negotiation is frequently only a matter of asking politely. The results on the bottom-line can be quite startling.

Mark E. Battersby is a tax and financial advisor to small businesses. His syndicated weekly column appears in newspapers nationwide.
When it comes to insurance, CNA looks at businesses from all perspectives. In fact, CNA has been designing customized programs for more than 25 years. We even have one that's pruned to the exact needs of the tree care industry. It's more than basic property protection; it offers coverages for underground storage tank pollution, transportation of designated pollutants, other limited pollution and pesticide/herbicide applicator.

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SwapLoader, a manufacturer of hook-lift hoists, has been awarded a U.S. patent for the dual-capacity of its Model SL-241 BHD, a model designed for medium-duty trucks with 96 inches cab-to-axle. The hoist has two hydraulic cylinders that are sized to load a maximum, evenly distributed payload of 18,000 pounds. The maximum dumping capacity is 24,000 pounds. The hoist design promotes front end stability while onloading a rated load. For more information, contact: SwapLoader U.S.A., Ltd, 1800 NE Broadway Ave., Box D, Des Moines, Iowa 50316-0386. Phone/Fax: 515-266-3042. Email: swapldr@nefins.net.

The Eagle 2-45 is a trailer-mounted, articulated aerial lift with a 20 foot side reach and 45 foot working height. It features positive bucket leveling, 360 degree continuous rotation and offers portability for access to a variety of maintenance tasks. A proportional control valve with neutral position interlock allows simultaneous two-function operation and feathering capability. The two-man bucket has a capacity of 500 pounds. An 8 hp gas engine is standard, and 24V electric power or dual power (gas & electric) options are available. Eagle Aerial Lift, AmeriQuip, 1480 Arrow Hwy., La Verne CA 91750. Phone: 800-824-9776 or 909-392-2033; Fax: 909-392-4651.

Built-Rite introduces its new patent-pending "Multi-Wedge" system. By placing two hydraulically adjustable wedges on the same post, arborists can now split two, four or six ways (PTO 1 and 45 SCP) or two, four or eight ways (PTO 2 and 80 SCP) without having to change wedges. This saves operator time and effort and allows the production of more uniform firewood. Package wood producers can place the 6 or 8 way on the bottom and split chunks from 4 to 12 inches in diameter into kindling size. For information or a video, call 800-757-2520. Built-Rite Manufacturing Corp., 750 East Hill Road, Ludlow, VT 05149.
The Shindaiwa 357 now comes with considerable increase in cutting performance. Its distinctive rounded case is equipped with a stronger top handle. Optional heavy-duty, anti-vibration mounts that offer more control in some cutting conditions are also available. Shindaiwa's new 357 still weighs 9.1 pounds, and its 3.55cc/2.2 cubic inch engine develops 1.8 hp and has an increase in chain speed of at least an additional 1000 rpm. An improved reed valve construction contributes to the saw's low-profile design and high torque performance. Shindaiwa Inc., 11975 S.W. Herman Road, P.O. Box 1090, Tualatin, OR 97062. Phone: 503-692-3070; Fax: 503-692-6696.

Posi-Track has a machine that is perfect for land-clearing operations and for removals on sensitive lawns. The Posi-Track can work between fences, near houses and boasts excellent traction, stability and low ground pressure (less than 2 psi). The 70 hp diesel has a hydrostatic drive, 14 inch ground clearance and rubber/Kevlar tracks. For more information, contact: ASV Distribution, Inc., P.O. Box 5160, Grand Rapids, MN 55744. Phone: 800-346-5954, 218-327-3434; Fax: 218-327-9122.

Bandit Industries offers a chipper/chip box combo in a 6 and 9-inch diameter capacity chipper. Transported with a one-ton truck, this eliminates the need for a chip box truck and related costs. Operators will only need one truck for towing. And to keep that chipper running at peak performance, Bandit now offers a way for operators to touch up chipper knives while still in the chipper. The Knife Saver is a diamond-honed carbide tungsten sharpening tool that is pre-set to adjust automatically to the chipper knife blade. The Knife Saver will not repair badly worn or chipped knives. For more information on either product, call Bandit Industries Inc., at 800-952-0178.

Compact Technologies, An OmniQuip International Company, introduces its new line of power buggies, the Work Pro. The power hauler 150 and 155 come standard with an 8 hp Kohler engine and manual dump feature with 1500 pound (15 cubic foot) capacity. The 150 is a walk behind model while the 155 comes standard with a riding platform. The power hauler 250 comes standard with 13 hp Honda engine, hydrostatic drive, riding platform, travel speeds up to 7 mph and hydraulic dumping feature. An optional work platform has a flat deck and stake sides for handling bulky items. For more information, contact: Dave Horner, Compact Technologies, 369 W. Western Ave., Port Washington, WI 53074. Phone: 414-284-5571; Fax: 414-268-8931.
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Morbark Acquires GDS Screens

The world's largest manufacturer of wood chipping equipment has added the world's largest portable trommel screens to its product line.

Morbark recently acquired GDS Screens USM Equipment Company, Inc. The heavy duty trommels, which had been manufactured in Riviera Beach, Fla., will now be produced in Morbark's Michigan factory. The acquisition of GDS Systems compliments Morbark's line of tub and horizontal grinders.

As part of the transaction, Loran Balvanz, CEO of USM and founder of the largest wood waste grinding company in the United States, will work as a consultant, developing markets and applications for Morbark.

GDS screens range in size from the Model 615 to the massive Model 837, the world's largest portable trommel, with more than 750 square feet of screening area and throughput capabilities up to 400 yards per hour.

Telelect Now
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On March 19, 1997, Terex Telelect obtained certification of its Quality System in accordance with the Internal ISO 9001 standards series (model for quality assurance in design, development, and manufacturing). This certificate, which recognizes the effort to achieve quality at all levels of the business, applies to the design, development, and manufacture of Telelect digger derricks and aerial devices. ISO certification is a recognition of competence and expertise. It constitutes a passport to gain new national and international markets.

A Field Day to Remember

Virginia Tech's Hampton Roads Agricultural Research and Extension Center's Field Day offers a variety of informative and interesting activities for arborists. This annual event highlights current and continuing research and demonstration relating to the nursery, landscape and turf management, and urban tree care industries. From demonstrations of nursery/landscape equipment and techniques to hazard tree evaluation tours, this event is one to circle on your calendar: Wednesday, Sept. 24 in Virginia Beach, Va.

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Coast arborists to a rigging demonstration on July 24 at Mt. San Antonio Community College in Covina, Calif. For more details or to reserve space, call 800-421-4833.

For more information or the Vermeer dealer in your area, call 888-VERMEER (837-6337).

Vermeer Manufacturing Company recently kicked off The Hunt for the Longest Running Vermeer, a contest to locate its oldest operable machine. Contest rules and registrations are available at every North American Vermeer dealership where entries for the contest are being accepted until Nov. 1, 1997. The winning machine and its owner will be present at Vermeer in Pella during a celebration planned to commemorate the company’s 50th anniversary in 1998.

The Arboricultural Consulting Academy offers advanced training for developing the consulting dimension of the practice of arboriculture. Academy workshops focus on topics such as report writing, practice management, ethics, and expert witnessing.

The American Society of Consulting Arborists (ASCA) will hold its annual Arboricultural Consulting Academy on April 1-6, 1998 at the Arbor Day Farm (Lied Conference Center) in Nebraska City, Nebraska. To receive more information, call ASCA at (301) 947-0483.

"Call Backs:
The return visit to a client to remedy a problem and maintain one's integrity"

An article in the May issue, "Arborist Ropes" (Page 6), may have left readers with the mistaken impression that the internal core of an arborist's rope provides the line's strength. The internal core serves several functions, but providing strength is not one of them.
WHY our ARBORIST INSURANCE PROGRAM RUNS RINGS AROUND the COMPETITION.

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No One's Better Prepared for Tomorrow

ITT HARTFORD
New Orleans ... host city for the 1998 National Arborist Association Winter Management Conference. A city of sights, fabulous sounds (sweet “N'awlins Jazz”) and mystique, rich in history and cultural legacy. Next year’s meeting will run Tuesday, February 10, 1998 through Saturday, February 15, 1998. “Rolling on the River,” the theme for Tuesday’s opening reception, will take you back to the grandeur of the Old South - where you will enjoy the simple sounds and tranquil surroundings of life on the mighty Mississippi. Experience firsthand the aura that has long surrounded the New Orleans waterfront.

Tremendous educational opportunities have been planned to help your business succeed, through speaker presentations and optional activities. Throughout the week, enjoy all the city has to offer with a visit to the French Quarter, the Garden District or the great plantations along the banks of the Mississippi. Experience the distinctive cuisines of the many award-winning restaurants, or rise early and take the historic St. Charles Avenue streetcar line to Camellia Grill. However, your visit would not be complete without a café au lait and beignets from Cafe Du Monde. New Orleans truly represents a potpourri of musical richness, with everything from zydeco to jazz, rhythm and blues to new age rock. Music is literally in the air. So don’t forget to save an evening and plan a visit to one of New Orleans’ jamming music clubs.

As the week draws to a close, get ready for a down home, foot-stompin’ good time. You will be transported to an authentic Cajun Barn for a “Cajun Fais Do-Do” closing event that will have you on your feet dancing all night long. This will be a Winter Management Conference that will long be remembered.

New Orleans is accessible by air from almost every major U.S. city. For assistance with your air transportation, please call Travel Worldwide Network at 1-800-631-9675. Remember to identify yourself as an attendee of the NAA Winter Management Conference. Travel Worldwide Network is open Monday - Friday, 8:30 a.m. - 5:00 p.m., EDT. To make your reservations at the Hotel Inter-Continental, call 1-800-445-6563 and be sure to reference the National Arborist Association room block.

So when the winter blues begin to wear you down ... join us and get all JAZZed up. Attend the 1998 NAA Winter Management Conference. This is a great opportunity to learn how to manage your business better, network, socialize, relax and experience a city that has so much to offer everyone.

For more information, call Carol Crossland, Meeting Coordinator, at the NAA: 800-733-2622 or write PO Box 1094, Amherst, NH 03031-1094.
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The ABC’s of Total Loss Control for the Tree Care Industry

By George J. Klinger
The Cost of Accidents

For the owners of tree care companies, the indirect costs of accidents come right out of net profits. Indirect costs stem from such things as lost production due to accidents; the time spent investigating the accident, filling out reports; training a new employee; damage to tools, machinery, and property; and the loss of customers because of not being able to meet delivery schedules.

Although costs vary in amount from business to business, they usually average four times the direct cost paid by the insurance company. This means that an accident for which the insurance company pays $2,000 could, in the long run, cost your company more than $8,000. Let’s say, for example that your net profit margin is 10 percent. You would have to increase your sales by more than $80,000 to make up for the profits lost because of this single accident.

Because the cost of accidents and injuries can be expensive—especially when you pay for the additional premium or insurance deductible—you need a program to alleviate some of these costs. Loss management and cost reduction can be accomplished by implementing Total Loss Control (TLC) and accident prevention.

Management Sets the Standards

The owner or manager sets the arboricultural standards of the company. From the initial contact with the clients through the performance of tree care services, safety standards should be apparent. The appearance of the workers, quality of work performed and especially the job-site safety standards are all interrelated in the reputation of that tree care company.

Management must dictate these “occupation-specific” safety standards and demand enforcement by crew chiefs and all their workers.

OSHA uses the phrase “Competent Person” in many of its safety standards, which it defines as “one who is capable of identifying existing and predictable hazards ... and who has authorization to take prompt corrective measures to eliminate them.” A tree care company’s competent person is the owner, foreman or crew chief who is responsible for running the job. This person is empowered to make sure the crew performs the tree care work in a high quality, productive and safe manner, dictated by the company’s arboricultural standards. The crew workers should also be empowered to identify and correct hazardous working conditions.

According to OSHA, the number one cited violation of safety standards for general industry (including arborists) is a lack of written programs for hazard communication. Other common viola-
Loss Control

tions were for a lack of documentation for these programs:
• personal protective equipment policy and enforcement;
• accident prevention programs;
• safety inspections by a “Competent Person.”

Your team is your crew and the goal is to complete each job safely, efficiently and with quality workmanship. Total job-site safety must be a team (crew) effort, one job at a time. To increase the success of your safety program, employee participation is key. Employees must understand their role in preventing losses. Making employees an integral part of the safety program will lead to a more complete acceptance of the overall safety commitment.

Implementing an Effective Total Loss Control (TLC) Program

First, management must believe there is a return on their safety investment. Preventing accidents saves money and implementing a safety program is a sound business decision. It impacts the bottom line positively.

Unnecessary expenses can be reduced through implementing, maintaining and supporting an on-going Total Loss Control program. These programs have proven effective in preventing and controlling accidents, reducing operating costs, increasing efficiency and productivity, and improving employee morale and public relations. (Having a safety program may also be required for certain work contracts.) The results of developing an effective loss prevention program may take some time to materialize. However, through perseverance, a strong desire and management commitment, the benefits will reveal themselves, justifying the expended time, resources and efforts.

The documentation typically found in an arborist Total Loss Control and

Total Loss Control (TLC) is the prevention and/or reduction of all types of accidents, claims or losses. This would include worker injuries, vehicle accidents, equipment damages, liability and property losses.

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safety program are outlined below. These elements offer a basic guideline for safety practices and operational procedures to prevent and reduce accidents and injuries. Other, more specific programs may also be necessary, but all of these can be adapted to suit your company’s needs:

1. Company Safety Policy
2. Safety Rules and Regulations
3. Employee Safety Responsibilities
4. Employee Orientation and Training
5. Employee Selection & Driver Screening
6. Personal Protective Equipment
7. Electrical Hazard Awareness
8. Safety Preplanning and Public Protection
9. Accident Investigation and Reporting
10. Safety Meetings & Tailgate Safety Topics
11. First Aid and Tree Rescue Programs
12. Security and Theft Protection
13. Fire and Property Protection
14. Record-Keeping and Documentation

These program guidelines provide management with clear direction and a methodical approach to preventing losses. They also help employees realize management’s expectations concerning the safety program and using safe work practices and procedures.

A successful “TLC” safety program and a safe, healthful workplace have definite impacts on controlling costs. Such a program can:
- minimize human pain and suffering from any accident involving employees or the general public;
- reduce accidents of all kinds;
- reduce workers’ compensation claims, vehicular and property damage;
- may reduce insurance rates and premiums;
- improve productivity and efficiency;
- provide an outstanding, positive and professional public image for your company within your community;
- aid employees and provide them incentives to care for fellow workers and the environment.

**A Practical Approach to TLC**

The loss control elements outlined should have a practical application keyed to the tree care company’s crew size. The tree care company’s loss control program should establish practical safety guidelines. The larger the company, the greater the loss exposure with

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**TREE CARE INDUSTRY - JULY 1997**

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Loss Control

need for more formal loss prevention policies and programs. A suggested standard would be:

“A” 1-crew company = owner controlled

“B” 2-3 crew company = owner and crew chief controlled

“C” 3 or more crew company = owner/manager & multi-crew chief controlled

The criteria for grading the importance of specific loss control elements are keyed to the company’s crew size.

An “A” type company would have the owner on site working directly with employees. The owner would set safety standards in an informal manner, and therefore have direct control of the crew’s operations.

A “B” type company owner would have indirect contact with the crews, relying on a crew chief and himself to oversee the crew’s tree care operations.

The “C” type of larger tree care businesses would need more structured, formalized safety activities to insure proper controls are in place.

Practical loss control guidelines should be established for each program element, for each type of (A,B,C) company.

The ABC’s of Safety in the Arborist Industry

No matter how experienced you are, taking shortcuts on the job can be costly. It is always important to remember to apply the ABC’s of safety during any job:

Attitude—pay attention to what you’re doing and take safety guidelines seriously.

Behavior—follow established safety procedures to the letter, and don’t take shortcuts. Wear the appropriate protective gear at all times, and always question any directions that are unclear or incomplete.

Control—take responsibility for your own safety and that of your co-workers. Clean up your work area at the end of each day. Keep all equipment in proper working condition, and store it properly.

Your loss management program should include a specialty insurance agency that has an arborist consultant on staff. The consultant will assist you with developing Total Loss Control guidelines, which aid in the prevention of costly accidents and losses.

George J. Klinger is the Director of Loss Prevention with the Albiez Insurance Agency and has been a member of ANSI Z-133.1 since 1981. Founded in 1929, AIA is an Associate Member of the NAA and other tree care organizations. AIA has safety guidelines and itemized check-lists to assist you in controlling losses and reducing claims.

TWO IMPORTANT TRAINING & COMPLIANCE PROGRAMS

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Safety Improvement Action Plan - Can reprimanding an employee be viewed as anything but a downer? Yes! The Safety Improvement Action Plan can provide the motivation for employee improvement, help the employer document policy enforcement, which is essential for OSHA compliance, and give the employer a clear record of employee discipline procedures.

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It is common sense that electric wires can be hazardous to anyone doing tree work. OSHA Standard 1910.331 states that only qualified employees can come within ten feet of an overhead energized electrical conductor. Plus, OSHA Standard 1910.269 clearly defines who is legally permitted to work within the ten foot boundary. Finally, ANSI Z133.1 dictates very specific training and operational requirements that all tree care personnel need to follow for safety’s sake.

NAA Training Makes Sense. The National Arborist Association has exactly the training you need, whether you are a residential/commercial arborist or municipal arborist. It’s our Electrical Hazards Awareness Program. EHAP offers a simple, economical and practical way to provide training needed by your employees. This program creates awareness of electrical hazards, which is absolutely essential for all tree workers. Plus, EHAP can be used by line clearance tree workers to supplement mandatory training requirements specified in 1910.269.

Like all NAA training materials, EHAP is easy to use and easy to apply. The program is self-paced, to put your employees in control of meeting their goals, and presented by you, to keep you in control of your business. For more information about EHAP, or any NAA program, or to order, call our toll-free hotline, or send/fax the coupon below.

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☐ YES I’m ready to provide my personnel with training in Electrical Hazards Awareness.
☐ I’M interested in the EHAP program. Please send additional information.

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Spending Found Money

Are Free Estimates Costing You?

As experts and professional tree care representatives, arborists have learned to document high-risk concerns to life and property at every site visited. This professional service requires time and paperwork to do correctly. While there, wouldn't it also be professional to spend some time with the property owners to learn about their needs? Shouldn't arborists also pass along constructive tips on watering and mulching to customers?

Building a long-term relationship begins with an exchange of information. Why proceed with writing up a job for fine raking and cleanup when the owner could have done it himself? Rolf Briggs of Tree Specialists, Inc., in Holliston, Mass., insists that the time invested in a site visit should be compensated up front, not applied to a proposal. He reports great success charging $15 to $40 in fees for consultation visits. Last year, that added up to $6,000.

"These fees can be used toward covering a portion of the salesman's overhead," says Briggs. "And even this small charge will help ensure that when you arrive at a site, someone will be there. How often have you scheduled a time to give an estimate only to find no one at home?"

People who will not invest in a small consulting fee will probably also complain about the price of a proposal and will cause trouble with collections. Why make life more complicated?

Briggs says that arborists shouldn't bid blindly for jobs that they will only land 10 percent to 20 percent of the time. "Our return rate for on-site consultations is 80 percent. Don't waste time and money by running around leaving 'free' estimates."

Why work hard when it is possible to work smart?

Can We Be Fully Insured?

Is your tree care business really "fully insured?" Tree care companies' print ads and business cards proclaim that they are, but if they were to examine this statement more closely, they might find otherwise.

Few tree care companies carry more than a million dollars in umbrella coverage. Rather than telling everyone that the company is insured, arborists need to spell out that the business has the necessary coverage for auto, workers' compensation and general liability. While responsible companies are covered in most cases for exposure for the work they do, they must be careful in what they say and write. Everyone should know the limits and exclusions of their insurance.
The E-Z Beever Model 2500 is one of eleven high performance chippers in Morbark's new 2000 Series.

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Climbing Demonstrations

TCI EXPO '97, co-sponsored by the National Arborist Association and the International Society of Arboriculture, is the only green industry trade show featuring LIVE tree-climbing demonstrations!

Learn new techniques and reinforce existing ones in climbing, rigging, aerial rescue, and cabling and bracing from qualified professionals who share their "hands-on" experiences. The 30 foot tree towers over the trade show floor in the demonstration area, which lies in the center of the 118,000 square feet of exhibit space, amid more than 150 exhibitors.

The demonstrations at TCI EXPO '97 provide the arborist of the future with tremendous educational opportunities.

The demonstrations are scheduled during the TCI EXPO '97 trade show which will be held from Nov. 6-8, 1997 at the Greater Columbus Convention Center, Columbus, Ohio.

Experience these awesome demonstrations during TCI EXPO '97 at the following times:

Thursday, November 6, 1997
11:00 a.m.  Climbing Techniques
12:05 p.m.  Cabling and Bracing
1:30 p.m.    Aerial Rescue Techniques
2:30 p.m.    Rigging

Friday, November 7, 1997
10:45 a.m.  Climbing Techniques
12:05 p.m.  Cabling and Bracing
1:45 p.m.    Rigging

Saturday, November 8, 1997
10:45 a.m.  Climbing Techniques
12:05 p.m.  Lightning Protection
1:30 p.m.    Rigging for Removal

For additional information on TCI EXPO '97 or to receive a complete registration package, call the National Arborist Association, Inc. at 1-800-733-2622 or write to P.O. Box 1094, Amherst, NH 03031-1094.
TCI EXPO '97 is coming to Columbus, Ohio, and you’re looking forward to meeting new people and enjoying new experiences there. But face it: once you arrive, your free time will be limited. So if you want to experience the sights and sounds of your destination, you’ve got to plan. To make the most of your trip, begin that planning before you ever set foot outside your door. Use a few of these planning tips to make the most out of your trip—starting now.

**Before You Leave**

- Use your convention packet as a resource. Your packet includes brochures, maps, schedules and activities—perfect starting points for your itinerary.
- Review the travel guides. Guides like Fodors, Mobil or Frommer’s will give you insight into the workings and attractions of Columbus. They’re especially useful in tracking down quality dining facilities.
- Ask the Visitor’s Bureau. The Greater Columbus Convention and Visitor’s Bureau (614-221-2489) will send you a packet of up-to-the-minute tourist information, including valuable calendars of events and coupons for attractions, in response to a quick telephone call. They will also be able to answer questions in person at the show.
- Scan the CD-ROMS. CD-ROMS are on the “must” list for the serious travel planner. Check your favorite book store, computer store, or the Web for listings of excellent travel resources offering the sights and sounds of Columbus, as well as information.
- View the maps. Don’t neglect these simple tools. A traditional commercial map of Columbus shows the location of popular cultural, historical and athletic attractions. At the very least, it can help you plan your itinerary.
- Check out the transportation system. As part of your research, find out about the transportation options available to travel to and get around in Columbus.

**When You Arrive**

Although the best laid plans are those you make in advance of your trip, you can still change your itinerary after you arrive—especially if you discover some choice attractions. A few suggestions:

- Pick up the rack brochures. Your hotel will probably contain a rack consisting of brochures on the most popular attractions in the greater Columbus area. If you don’t see a rack, ask the desk clerk where you can obtain information on well-known sites.
- Scan the neighborhood publications. Many festivals and neighborhood events only make the neighborhood newspapers or specialty arts publications. Check the news rack in your hotel lobby and in stores located in neighborhoods you visit.
- Talk to ordinary people. Don’t accept everything the locals tell you as gospel, but remember that these folks usually know their community well and can probably tell you more about its local flavor than even the best of guidebooks.

**A Final Word**

Don’t limit your free time during TCI EXPO week to the popular attractions. As you plan your trip, make it a point to discover the lesser-known historical attractions, the arts, ethnic restaurants and offbeat shopping locations. If you plan to drive to Columbus, gather some information about potential stops along the way. By combining well-known attractions with homespun sites off the beaten path, you can get to know a community well—and create happy memories that will remain with you longer after you return home.

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**Surf the Web.**

The World Wide Web is chock-full of travel resources. You’ll find that Internet entrepreneurs have established sites rich in information, including street maps, calendars, descriptions of major attractions, and links to numerous local sites. You’ll often find colorful, “home spun” details here that you won’t find in the travel guides. Popular resources include:

- The Greater Columbus Convention and Visitor’s Bureau at www.columbuscvb.org
- Travelocity at www.travelocity.com/
- United States Network at www.united-states.com/

Want help planning your route? Check out AutoRoute at www.autoroute.com/

Want guides to the neighborhoods you’ll be visiting? Check out MapQuest at www.mapquest.com and print out detailed neighborhood street maps.

Web sites change in format and content quite frequently, and new sites are established all the time, so be prepared to surf just before you leave.
The Perils of Personnel
Not All Regulations Govern Field Work

"My clients are homeowners. Those men like my female crews—I make them wear shorts and tank tops."

The gentleman was asked if he had a good attorney.

Tree care company owners have a vested interest in complying with Department of Transportation and OSHA regulations, but there are other federal regulations that govern small business that should merit equal attention. These are the federal rules concerning employment. Tree care company owners in particular should be specifically concerned with the Americans With Disabilities Act (ADA) and discrimination laws.

The physically demanding nature of tree work and compliance with the ADA can make hiring qualified personnel very difficult. Employers need to know if a potential employee has any back injuries that might be aggravated by climbing trees. In the course of a job interview, it might seem very reasonable to ask about past back injuries. Unfortunately, questions about physical ailments are strictly prohibited by the ADA. You can, however, legally ask the candidate if he or she can perform the physical demands of the job, with or without accommodations.

If the candidate responds that accommodations are needed in order to perform the job, you must ask what accommodations are necessary. By law, you must provide whatever reasonable accommodations are necessary. If you do not provide accommodations, and you do not hire the candidate, you should be prepared to prove any or all of the following:

1. That the necessary accommodation would have placed unreasonable financial strain on the company or that the accommodation is not reasonable to the nature of the work being performed.
2. That the candidate's presence on a crew would threaten the safety of the candidate or others.
3. That the person you did hire was more qualified for the job. The decision not to hire any individual cannot be based solely on a history of back problems or other physical ailments. If it is, you can be sued for discrimination under the ADA for regarding the employee as handicapped due to past medical history. The ADA covers mental health in a similar manner. You may not ask a candidate if he or she has ever had mental disease.

When considering ADA requirements in the hiring process, make certain that all questions are objective in nature. You can show applicants a written job description and ask whether or not there is any reason why the employee may not perform or be trained to perform any of the duties on the list. Remember to include CPR used on other employees, aerial rescues, climbing, reporting to work at the specified time and staying until the specified end of the work day.

Many states have additional "protected
Choose John Deere engines for smooth-running chipper equipment.

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TREES CARE INDUSTRY - JULY 1997

39
Events & Seminars

July 15, 1997
Maryland Dept. of Natural Resources
 Arborist Safety: New Developments in Climbing & Rigging
BARC National Visitor Center
Laurel, Maryland
Contact: 410-768-0830

July 24, 1997
California Arborists Association
Back to Basics Workshop
Redding, California
Contact: Meg Burgin, 916-695-1764

July 18, 1997
The Scott Arboretum
"Woody Plants for the Landscape and Garden Center Industries Conference"
Lang Performing Arts Center
Swarthmore, Pennsylvania
Contact: 215-988-8800

August 2-5, 1997
International Society of Arboriculture
Annual Conference and Trade Show
Salt Palace Convention Center
Salt Lake City, Utah
Contact: 202-667-3300

September 10-11
Michigan Chapter, ISA
Educational Summer Conference 1997
Southfield, Michigan
Contact: 517-482-5530

September 16-17
Mendocino ReLeaf
"Tree Science for Better Tree Care"
Dr. Alex Shigo
Santa Rosa, California
Contact: John Phillips, 707-459-3015

September 16-18
Mt. Lake Vegetation Mgmt. Council
43rd Annual Meeting
Valley Forge Hilton, Valley Forge, Penn.
Contact: Dave Krause, 717-766-6661

September 17-20
American Forests
Cities by Nature's Design
Hyatt Regency, Atlanta, Georgia
Contact: 202-667-3300

October 6-8, 1997
TCI EXPO '97
Columbus Convention Center
Columbus, Ohio
Contact: 603-673-3311

October 15-18, 1997
American Society of Consulting Arborists
30th Annual Conference
Coronado Springs Resort
Orlando, Florida
Contact: ASCA at 301-947-0483

October 23-24, 1997
Florida Chapter, ISA
Annual Conference: "Florida Arboriculture: Establishing New Roots"
Orlando, Florida
Contact: Fax: 941-379-7425

October 24-25, 1997
New Jersey Shade Tree Federation
72nd Annual Meeting and Tree Expo
Atlantic City West Hotel
Pleasantville, New Jersey
Contact: 908-246-3210

November 6-8, 1997
American Forests
Cities by Nature's Design
Hyatt Regency, Atlanta, Georgia
Contact: 202-667-3300

December 4-5, 1997
Northeast Shade Tree
("Tree Chemistry Without Fear," By Dr. Alex Shigo
Portsmouth, New Hampshire
Contact: 603-436-4804

Send event and seminar listings to:
Editor, Tree Care Industry, PO Box 1094, Amherst, NH 03031-1094
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Advice on Core Samples

Thank-you for the excellent article on hazard trees by Ed Hayes in the April issue. Ed mentioned using the increment borer to estimate the extent of decay, and I'd like to add to that topic.

Boring into decayed wood can be a big problem. It can collapse inside the barrel, especially when there is sound wood on the other side of the decay. When it collapses, the sample can wedge itself in. Now you have an increment borer that cannot be used. It is best to stop as soon as decay is reached (by feel), insert the extractor, make a half turn counterclockwise, and pull the core out with the extractor. Then, back out the bit right away, because sometimes the wood will contract and trap it.

If you are saving the core sample, Everett Hansen taught me to put it right into a clear plastic straw. Immediately identify it by writing on the straw with an indelible marker. Now crimp the ends. It may be a tight fit in the field, but when the core sample dries, the wood shrinks, and it will fall out. I like to staple the ends when I get back to the office. You can usually analyze it through the straw.

Speaking of shrinking wood, that brings up the best way to get a jammed core sample out of the barrel. Alan Kanaskie taught me to put the barrel in the oven on low heat and dry it out. It will shrink, and extraction will be easier. Pushing (always from the cutting end) on the core with a chopstick or piece of wood sometimes works. Do not hit it, or you might blow out the end and you'll need a new bit.

Don't forget, that cutting end can cut you too. Never try to push the jammed core sample out with the extractor or it will bend, and you will have to buy a new extractor. If the extractor will not pull a sound core out, you should probably buy a new one anyway. Julian Dunster told me I could very slightly crimp the end of the extractor some more for a better bite. If you do that, you had better be as good as he is at it, or you'll ruin the core and the extractor. This method will not get a wedged-in sample out of the barrel. A shot of WD-40 for the whole works can be a good thing every once in a while.

When taking cores of roots, drill first with a 5/32-inch drill bit. (An 8-inch drill bit and a 10-inch increment borer will get you as deep as you usually need to go). The 5/32-inch diameter bit is the smallest that consistently will not break.

Now you'll know how deep you can go without ruining your increment borer bit into soil and stone. Keep pulling the drill shavings out and catch them in your hand. Save them in a labeled sample bottle. Look at them, feel them, smell them, save them. After a time, you won't need the increment borer so much.

Peter Torres, Arborist
Portland, Oregon

Alive & Well in Ark.

Your article "It Takes a Village to Save a Tree" was well-written and factual. It was an excellent description of what was required and accomplished. The tree are alive and well, and I can't say enough good things about Jean Wallace.

Duane E. Vandenberg
Hot Springs, Arkansas

Cooperation, Not Competition

Reading thru the April 1997 issue of TCI, I was really taken aback by some of the suggestions offered in the cover story "How to Land Commercial Clients." I wasn't sure I was reading about the "Green Industry." The approach was so aggressive, I had difficulty with it.

The suggestion "to spy on the competition" was particularly offensive to me. I have grown up in the business in New Jersey where people and trees are very concentrated. I have about 40 years in the industry. I don't think we could survive by spying on each other. We operate so very close to each other, that the spirit of cooperation has to be paramount in our thoughts of survival. With this spirit, we in New Jersey have been able to help each other, loan equipment when needed, have joint work day projects, and raise the level of compensation for these employees to the highest in the industry. If we were engaged in the practice of spying on each other, I don't see how the cooperative spirit could survive.

Harry P. Banker
Trees, Inc.
East Hanover, New Jersey

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Dedicated to the advancement of commercial tree care businesses.
Rehabilitation Through Arboriculture

By Colles Stowell

Arboriculture students at Putnamville Correctional Facility learn to clean up storm damage. Students decide when a tree should be removed, what type of tree should replace it and the best location for planting.
Several years ago, Sid Bennett ran a successful land surveying business in South Central Indiana. He had an office in Martinsville, five employees and all of the necessary licenses to do the surveying for everything from residential subdivisions to bridge replacement and land acquisition for highway projects.

"I had it all," he says. "But I blew it."

Bennett was arrested in 1994 for manufacturing amphetamines, convicted and sent to prison. The court stripped him of his professional licenses and sentenced him to the Putnamville Correctional Facility for a minimum of four years to think about what he had done, and ultimately, what he was going to do.

"All I’ve got here is time," he notes from the medium security state prison. But instead of spending that time trying to figure how to break out or fuming about the justice system, Bennett is taking part in a unique program to help him build a new future.

For the past several months he and three other inmates have been studying arboriculture in hopes of preparing themselves for jobs in the tree care industry.

Their text and principal guide? The National Arborist Association’s Home Study program. "I really like the NAA Home Study program," says Bennett. "It’s very helpful. All of us are likely to do some of the work when we get out, if not as a full-time occupation."

Bill Lee, Vocational Horticulture Instructor at the facility, is no less enthusiastic about the program’s prospects for success. "The program’s going real good so far," says Lee, who boasts that his students are acing their unit tests in the NAA format.

He insists, however, the true measure for the program’s success is whether inmates who are students in his program find tree care industry jobs when they leave Putnamville. "The goal is to make them employable when they are released, so they don’t come back again," he stresses. "We want them to stay employed and become productive citizens."

Lee began offering the arboriculture program at Putnamville last year, but he has been exposing some qualified inmates to tree care lessons since 1987. He first came to the prison in 1981 to teach inmates the fundamentals of horticulture.

Lee has been involved with horticulture since he was 15 years old, and he soon became involved with arboriculture when he ran his own business. With that kind of background, he was encouraged to be responsible for proper tree maintenance on the prison’s grounds soon after he arrived.

In 1987, he began involving some inmates in tree care. But before they could climb trees and handle chain saws outside the facility’s perimeter, the inmates had to be cleared for security reasons. A medium security prison, Putnamville usually houses inmates convicted of robbery, drugs, sex crimes and other offenses that generally carry sentences of from five to 15 years. No sexual offenders can qualify for the program, nor can any inmate with a history of escapes or violence. Another criteria is that everybody in the program must have obtained either a high school diploma or their GED.

During the late ’80s, Lee focused on teaching students the fundamentals of
In addition to learning pruning techniques, students practice rigging safety. Students pictured are working on limbs overhanging facility housing units.

Fred Cook, Supervisor of Education at Putnamville, "While we got a guy here, we're trying to rehabilitate him so he can get back into society. This program offers significant rehabilitation."

Cook views programs like the arboriculture project Lee set up as good taxpayer investments. "Ninety-eight percent of those in prison are going to be back in society. Now, how do you want them back? This program is designed to get them back as productive citizens. The other option is that we can lock them up for 23 hours a day, and then have them come back here in 10 years," which Cook stresses would end up costing taxpayers more money to house and feed the returned prisoners.

So far, Lee is pleased with the progress. "They [the inmates] have gone from the point where I'd do most of it myself and not let them try it," says Lee. Now I've got a couple of guys that I'd put anywhere I'd go. They can handle the different levels of danger because
they are skilled."

Before he brings any inmate into the program, Lee will take the candidate outside and let him try some practical applications "to see if they have the aptitude." Some of the disqualifying factors he looks for are a fear of heights or a fear of chain saws.

"When I get them, they're usually a Security Level C," explains Lee. But if they work well inside the perimeter, show determination and meet the qualifications, Lee can help them get boosted to a lower security risk level that would permit them to work outside the perimeter and obtain their NAA certificate.

While the students are climbing trees and working chain saws outside, they are also poring over the NAA Home Study program in the classroom. "I give them a week on each unit," says Lee. "In that time, they fill out the practice set and study it, and then after they've gone on that, we do an objective exam and then I give them the test."

Additionally, the students get some exposure to working in aerial lifts, because the linemen who work on Putnamville's own substation let the inmates do some work with their equipment.

Aside from offering the NAA correspondence course, Lee compiles a portfolio for each student to show what that student has accomplished in the program and how many hours have been spent learning about various aspects of arboriculture in the classroom and outdoors. That's helpful for any student who is released from Putnamville prior to completing the Home Study program.

Cook explains that one of the key benefits of the program is that the students will spend about six hours a day learning in the classroom and outside. "We can do attitudinal things, such as role modeling, that you couldn't do in just one hour," he notes.

One of Lee's objectives is to expand the number of students involved, and he is confident the program will grow as long as those who are released continue to find jobs. He says the optimum class size where he can still offer the proper amount of individual attention (yet move the students through each of the NAA
he hopes to have up and running. Ana pesticide applicators certification, home study units) is eight students. He is also working to offer an Indiana pesticide applicators certification, which he hopes to have up and running within six months. That would help make graduates more marketable.

"This program is real good for rehabilitation," he explains. "We're teaching them to work with each other. One of the most important traits is to be able to get along with other people on the job."

Lee believes that Putnamville is the only prison that has a program which focuses on arboriculture. That is something he would like to see changed, given the early success his program is encountering.

Bennett agrees the program at Putnamville is something other prisons should look at. "There's an opportunity in the future for one heck of a program," says Bennett, who plans on getting a job with a tree care business as soon as he gets out.

Collie Stowell is a freelance writer and is syndicated nationally on UPI radio.

From Behind the Walls

I feel fortunate to be involved in the Arborist Program at Putnamville Correctional Facility and am thankful to Mr. Bill Lee (the instructor), the Education Department at P.C.F., and the state of Indiana for the opportunity.

I think it is important that I state that this letter is being written to you of my own accord and that my interest is to, hopefully, be of help in the future improvement and expansion of the program.

There are a few things I would like to say that may help you understand the program from the perspective of an inmate. I would expect that there might be those among your readers who will question the wisdom of the expenditure of government funds to educate convicted felons in the tree care industry. I'm sure you know of the studies which support the view that education is the surest method with which to reduce the recidivism rate. I don't think anyone questions the value of marketable skills with respect to functioning in society.

To be eligible for the Arborist Program an inmate must meet certain security level requirements. Among them are no history of violence, escapes or attempted escapes. Each student currently in the program was convicted of drug-related charges. Because of the criteria that must be met, "career" or "hardened" criminals are effectively denied the privilege of being students in the program.

The tree services performed by the students are done exclusively on state-owned property. Services are provided not only on land at the P.C.F., but also on other state-owned properties in Indiana. Every time we perform tree care services, we are doing a job that needs to be done. If we weren't available, the state would have to perform the work with their own personnel or hire outside contractors. Therefore, the funds required to provide an arborist education program not only fund an education program but also allow for the provision of a useful service.

For the past year or so, I've tried to read as much as possible about the tree care industry. A few issues ago, your magazine featured an article on educational programs for the tree care industry. It seems to me that the tree care business is thriving and the demand for knowledgeable workers is high. It also seems that the available educational programs are struggling to meet the demand for workers. I believe that selective, well-structured educational programs in the arborist profession are viable in a correctional environment. In many cases funding such programs can be a wise use of government funds.

I think that perhaps the aspect about the Arborist Program at P.C.F. that is different from most tree care educational programs is the emphasis placed on the development of the physical skills required to perform tree services safely. The combination of "book" work with "physical" work develops a solid foundation upon which to build a successful career in the tree care industry.

The inmates in the Arborist Program find performing tree care services to be enjoyable. Having the chance to occasionally "get away" for a while helps to alleviate the boredom of incarceration. One thing you have a lot of when incarcerated is time. An inmate who makes wise use of his time can pack a lot of learning. Those of us in the program are taking our opportunity seriously and are learning substantial amount about the arborist profession.

Finally, an educational program such as this is only as good as its instructor(s). P.C.F. is fortunate to have Mr. Bill Lee, whose overall knowledge and varied experience make him an invaluable member of the staff of the education department.

Again, I want to thank you for your interest. Although I'm a student/inmate, I have been in the Arborist Program during a period of time during which it has grown and improved. As a result, I feel pride in it and concern for its future. A little positive publicity often benefits a program and for that reason I thank you.

Sid Bennett, Inmate D.O.C. No. 955264
Putnamville Correctional Facility
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Strive for Excellence....

The pursuit of excellence is the lifeblood of this profession. When attained, excellence should be acknowledged, rewarded and respected.

The National Arborist Association’s Excellence in Arboriculture Awards is an annual program that began in 1995. This program recognizes companies and their clients who have distinguished themselves with excellence as shown by their work and dedication in the tree care profession. It rewards and recognizes commercial tree care projects of exceptional quality.

The award reflects NAA members’ commitment to preserve the health and beauty of the trees in our neighborhoods, towns and cities. At the same time, it recognizes companies, citizens and valuable clients who underwrite such projects. The awards are a source of motivation for arborists and are considered a benchmark for excellence. This helps boost the morale of the employees and helps them understand the true value of their labor. This also increases the public’s ability to differentiate between professional and non-professional arboriculture in the community.

The National Arborist Association strives to increase public awareness of environmental improvement through excellence in the tree care industry. Such recognition promotes quality tree care and fosters a greater appreciation for the benefits of trees and the professional care of trees. In addition, we hope that this program will challenge those responsible for tree care throughout the country to achieve a higher level of excellence. The awards program has received an enormously positive response from NAA members.

The judges will be looking for adherence to A300 standards, sensitivity to species characteristics, challenges involved in the project, the finished product compared with the state of the trees prior to the start of the project and the impact of the finished project.

The Grand Award, Award of Distinction and Honorable Mention Award are the three general categories for tree health management projects. The Heritage Award and the Arbor Day Award are stand-alone awards. A single project can win more than one award. The awards program, which is sponsored in part by Altec Industries, is open only to NAA members. For more information on the awards or membership, call the NAA at 800-733-2622.
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Please circle 24 on Reader Service Card
Our web site of the month is Aerial Lift, Inc. With nearly 40 years of experience in research and engineering, Aerial Lift, Inc. brings a variety of models to the tree care market. With the help of this web site, they are promoting their 24-hour customer service center. A request for a part can be sent via E-mail to the customer service department and the part will be rushed overnight to your location. You can browse the web site, without any sales pressure and make your own choice in the comfort of your home or office.

This on-line showroom allows customers to choose the type of unit that meets their requirements, ranging from 38 foot to 75 foot working heights. A display listing of different specifications and a working diagram of the model AL-60-50-L is available. These specifications include the model numbers, working height, maximum platform height, maximum platform capacity, side reach over center, side reach non-over center and degree of articulation lower and upper arm.

Aerial Lift is also an authorized dealer and distributor of Greenlee-Fairmont, Textron-Fairmont, “Limb-Looper” tools, including chain saws, circular saws, pruners and pole saws. All these tools are shown on their home page. Special links to other arborist related and ANSI/ISO sites are available from this site.

The web site is a year old and holds a lot of promise for the future. It is user friendly and provides key information about the company, products and how you can reach them. Visit the web site at http://www.aeriallift.com. This web site is a good example of how arborists can keep up with technology without leaving home and shows how a company can use the ever-growing Internet as a marketing tool.
The Location Factor

By Dick Gooding

The Location Factor is currently the average of the percentages of the Site, Contribution and Placement ratings of the plant being appraised. Site involves characteristics not necessarily related directly to the specific plant. However, both Contribution and Placement are directly influenced. The appraiser must understand both horticultural and currently accepted landscape design practices to correctly rate these.

Many plant appraisers are well versed in the growth characteristics and cultural needs of plants, since many have had or still have direct involvement in the growing and/or maintaining of plants. Many excellent written reference materials, informative nursery catalogues and even computerized plant libraries are available.

Proper landscape design techniques using the basic design elements may not be automatically understood or necessarily be a part of the appraiser’s training. Most appraisers should understand the basic functional attributes of plants, such as shade, privacy, erosion control, etc. Just as important, though, are the design elements of form, texture, line, scale and color (indiscriminate use of non-green foliage is not always positive). The architectural arrangement to accent structures, frame views, define space, use of focal points, etc., should also be considered. Foundation plantings near many contemporary structures may or may not be an acceptable design.

A simple phone call or fax of the appraiser’s site sketch to a landscape design professional, landscape architect or the horticultural teaching staff at local vocational or technical schools or universities may be in order on some projects. Better yet, attend landscape design courses and seminars to sharpen your appraisal skills so that you may assign location factor ratings more professionally.

Dick Gooding is the AAN Representative to CTLA.
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Dick Proudfoot was elected the 66th president of the National Arborist Association (NAA) at the Association’s annual meeting. Dick is the president and owner of Pruett Tree & Landscape in Lake Oswego, Oregon, a suburb of Portland. The company, founded in 1935, was acquired by Proudfoot 15 years ago and has been a member of the NAA ever since.

Dick was elected to the NAA board of directors in 1991. Prior to becoming president, he served as the chairman of the Association’s Membership Development Committee and of the Site Selection Committee. He was a trustee of the National Arborist Foundation and served as the chairman of the board of trustees of the Foundation for several years.

His other noteworthy professional accomplishments include: co-founder and past president of the Oregon Arborist Association; past board member of the Oregon Urban and Community Forest Council; and present member of the ISA Tree Climber Certification Committee. TCI magazine recently caught up with him on his way to Europe to meet with arborists there. He squeezed some time out from his busy schedule to discuss his role as president and some key issues concerning the future of the NAA.

TCI: How does it feel to be the president of the NAA?
DP: Feels great, it’s an honor. The position brings a lot of responsibilities and challenges with it.

TCI: Any goals you would like to accomplish for the NAA this year?
DP: I would like to focus on communication throughout the Association. Learn to do a better job of listening understanding, talking, touching with our members. Communication is a two-way street. I think about a plaque on my wall which says: “I know that you believe you understand what you think I said, but I am not sure you realize that what you heard is not what I said.” And therein lies the challenge. If you want to be the best, it’s not good enough to communicate in a manner that can be understood. If you want to be the best, you must be able to communicate in a manner that cannot be misunderstood. I would like to see us do the very best for our members and continue to focus closely on trying to reach out and be with our members so that we can better understand their needs and desires.

TCI: Any other ways you think the Association or the tree care profession could be improved?
DP: That is a huge question. I think that the NAA simply needs to understand where the Association can best help, assist and support its members, and continue to support them in a way that helps them to run a more efficient, more profitable business.

TCI: What is the role of the NAA within the “Green Industry”?
DP: People often make the statement that they do not understand the difference between ISA and NAA. Often there will be an NAA member who will say, “I don’t understand why I need to be a member of ISA.”

To me the difference is very clear: ISA membership is open to anyone who has an interest in trees; that would include students, community activists, members of a community’s tree board, people involved in parks departments, forestry divisions, utility foresters, owners and employees of tree care companies, etc. On the other hand membership in the NAA is open only to companies involved in commercial tree care.

The focus of the NAA is to support the success of commercial arborists, promote the importance of tree care and be the voice of commercial, for-profit tree care companies. That is what the NAA does best. It is interesting that the NAA is the one and only trade association that represents the interests of the commercial tree care companies. That is what we excel in.

TCI: Could you explain what you hope to accomplish with your series of meetings around the country entitled “Breakfast with the President”?
DP: A number of years ago the membership committee of the NAA had a plan to focus on increasing our communication with member companies. One of the ways we have done this is that any time a past president, board member, officer, staff person or committee chair attends an arboriculture meeting, we try to get the NAA members in the area together.

This provides a forum where we can answer questions and let them know what the NAA staff is doing and update them on the projects we are working on. It also gives the members an opportunity to talk to us. It is part of the listen-touch-feel-talk endeavor I mentioned earlier. Every such meeting I have been to has been very successful, and I have received positive feedback. The members seem to be very appreciative of the opportunity to gather together on a local level.

TCI: When did you think about joining the tree care profession?
DP: I am not a typical tree care com-
thing I should do is join the NAA. 

background. He said that the very first
honest with him and told him about my 

company. I have been associated with 
commercial tree care for the past 15 years. 
I liked a lot of things that the tree care 
business had to offer. It gave me the op-
portunity to work outside as well as inside. 
I could spend my time between business 
management, field work and sales. I have 
always loved to work with equipment. 
Tree care involves a service which, in 
most cases, is funded by the client through 
discretionary income. Client demograph-
ics of tree care companies show that these 
people are generally not as much affected 
by the ups and downs of the economy. 
They are better educated and easily un-
derstand the benefits of making an 
investment in trees and landscape. 
Looking at the companies in my area, I 
noted that everyone had a tree care back-
ground. I found that my business 
background gave me a competitive advan-
tage. I have since developed a love for 
trees and tree care which has further 
evolved into an appreciation and love for 
all things green. 

TCI: When and how were you intro-
duced to the NAA? 

DP: Within the first six months of 
buying the company, I called on the owner 
of the largest landscape company in our 
market. We got along, and he was the first 
person to tell me about the NAA. I was 
honest with him and told him about my 
background. He said that the very first 
thing I should do is join the NAA. 
In those days, membership was subject 
to peer review. One had to provide ex-
amples of work and other members had 
to come in and inspect your work and then 
approve or disapprove your company. I 
was fortunate to meet Dr. Alex Shigo and 
Donald Blair, and both of these people re-
forced that it was an absolute necessity to 
be a member of the NAA.

TCI: Do you have any predictions 
for the NAA? 

DP: I see the NAA continuing to 
grow and reach higher levels of sophis-
tication. It will be able to provide more 
and more assistance, support, guidelines
and programs to its members. As the 
profession continues to move forward, 
the ability to manage our businesses is 
going to become more and more criti-
cal. That is where the NAA will come 
in, and that is where it shines today. I 
see a great future for the NAA.
Specifically, more emphasis is needed 
in the area of governmental affairs. Most 
of our members face problems with gov-
ernment issues. We should be a part of 
the governmental process rather than helping 
members by responding to what somebody 
else did. We need to be at the table with 
the government talking about implement-
ing new regulations, changing regulations, 
etc. We need to be a part of that initial 
process, rather than being outside the door 
and hoping the new regulations will be up 
to our expectations.

TCI: Can you tell us more about 
your company? 

DP: We have a tremendous group of 
people here at Pruett. We have a wonder-
ful management team. All of our people, 
"The Pruett Family," are great individu-
als in their own right who pull together as 
the need arises. We have seen success 
because of the dedication of these people. 
They are the reason why I have the time 
to become more involved with the NAA.

TCI: Where do you see yourself in 
ten years? 

DP: Still involved with tree care. I 
see this Pruett family happy, healthy and 
prosperous.

TCI: Anything you would like to say 
to our readers? 

DP: I would like to emphasize that 
everyone involved with the care of trees 
should understand that this is a profes-
sion. I hope that they would choose to 
be a professional, practicing the profes-
sion of tree care.

Pogo once said - "We have identified 
the enemy. And he is us." This means 
that we are responsible for the chal-
lenges and problems in this profession, 
and collectively we are the only ones 
who have the power to change them. 
This can be done by conducting ourselves 
and our companies in a professional way, 
and by coming together collectively 
through forums like the NAA to help make 
our profession better. If there is some-
thing about the tree care profession that 
you do not like, you can change it. The 
first way of doing this is to become a 
member of the NAA. The second is to 
get active. The basic law of compensa-
tion has not changed. One of the Greek 
philosophers once said, "In order to 
gain more, you must give more."

Hear Dick speak on one of his favorite 
subjects, marketing, in the seminar pro-
gram at TCI EXPO '97, Nov. 6-8 in 
Columbus, Ohio.

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TREE CARE INDUSTRY - JULY 1997 57
Attack of the Asian Long-Horned Beetle

By Mark Garvin

Last summer an unusual vandal struck a death blow to the trees struggling to survive the harsh urban environment in the Greenpoint section of Brooklyn, N.Y. A resident of the area called the city's Parks & Recreation Department to report that smooth, circular holes were appearing in the street trees near his property. At first authorities believed that vandals were drilling into the trees, though no one could figure out why. But an investigation by city foresters revealed that the culprits were not human. Instead, a very large, strange-looking beetle was the cause of the problem.

Unable to identify this new pest, city officials sent samples of the beetles to Carolyn Klass, Cornell Cooperative Extension entomologist in Ithaca, N.Y., to determine the species. Klass had never seen the species before and showed it to her colleague, E. Richard Hoebeker, Cornell senior extension associate and assistant curator in entomology. "I gasped when I saw it," he recalls. "I knew this wasn't a species native to North America."
Hoebeke identified the insect as an Asian long-horned beetle. This beetle (*Anoplophora glabripennis*) is not native to the United States. As its name suggests, its normal range is limited to China, Korea and Japan. What makes this outbreak particularly serious is that the Asian long-horned beetle has no known predators and attacks healthy trees.

The U.S. Department of Agriculture’s Animal and Plant Health inspection Service (APHIS) sent a Rapid Response Team to Brooklyn to determine the extent of the insect’s spread. An Advisory Group was created to evaluate the threat and recommend a means of containment. They recommended a quarantine of the infested sites, followed by eradication.

Brooklyn is an international port, and scientists believe the beetle arrived in box crates, pallets or the log braces used to support cargo in ships. According to Hoebeke, the beetle has been detected in North America before, once in Ohio and again in Vancouver, British Columbia. Officials believe the beetle did not become established in these areas.

APHIS set up two quarantine areas, “both about 16 square miles,” relates Hoebeke. A second area of infestation, in Amityville, N.Y., was identified. The Amityville infestation likely resulted from infested branches and trunk sections being transported by a tree trimming company from Brooklyn to a wood chipping plant in that town. Given the size of the infestation—and the limited range of the beetle—officials believe it probably began in New York almost a decade ago.

“These are still the only areas we know to be infested,” relates Hoebeke. “A biometric survey is underway in northern New Jersey, Manhattan and the rest of Long Island to make sure it hasn’t spread.

“The beetle’s own powers of dispersal are limited,” Hoebeke notes hopefully. “They are capable of moving as much as 1,000 meters, but often
The appearance of this exotic pest prompted entomologists and foresters to search for literature in China and Japan on the habits of the beetle and on possible remediation efforts.

They learned that in China adults are active from mid-June through early October, peaking in July. In New York, adults were observed by entomologists from August through October. The long-horned beetle is known to attack cut logs, stressed and healthy trees. Adults tend to re-infest the same part of a tree year after year until it dies.

Adult beetles emerge from the heartwood of the tree by boring an exit hole through the outer bark. After the beetles emerge, they mate and females chew small cavities into the bark to lay their eggs. They then cover the eggs with a secretion that hardens.

When the eggs hatch, the larvae, which are cream colored, bore into the inner bark to feed, destroying the tree’s vascular system. Later they bore into the heartwood and pupate in the spring. The adult beetle then chews its way out, leaving the hole that was first noticed and attributed to vandals. Incredible for an infestation that went unnoticed for years, the exit holes can be as large as ½ inch in diameter. Most tree damage is caused by larval feeding.

“It prefers maples, especially Norway maples, and we have found it on horsechestnut, poplar and willow,” reports Hoebeke.. “The symptoms are pretty dramatic. Arborists should look for large circular holes and large accumulations of sawdust. And large amounts of sap flow are associated with this.

“Often you can see chewed out cavities in the bark where the beetle lay their eggs. Another sign is that trees that have been affected for a while will experience dieback. The dead branches will have a lot of emergence holes. They are highly visible.”

The only method to attack the beetle that is recommended by APHIS is to remove and chip any infested trees.

Firewood presents a special danger, because larvae live on in freshly cut logs. A truckload of firewood from the area was intercepted at the Canadian border. Fortunately, this wood was found to be free of beetles. Tourism and economic development officials are worried that if the infestation is not checked on Long Island, it could severely impact the maple syrup and foliage-related industries throughout the Northeast.

Plan of Action

Up to 1200 street trees, park trees and trees on private property have been removed thus far in the two quarantined areas. They were chipped and incinerated.

If this doesn’t contain the infestation, “we will look at other methods of control,” continues Hoebeke, who is a member of the advisory panel APHIS put together to devise a plan of attack. “We haven’t explored other options yet, though chemical and bio-controls haven’t been found to be useful. There are more questions than answers at this point. Since this is a beetle that is not native to the area, we don’t know how it will react to the native environment. There is still a lot we don’t know.”

Restoring the Urban Forest

Sharon Ossenbruggen, regional urban forester for New England and New York, was sent down to organize the community to replace the trees lost to the pest. “This is a community with a small canopy to begin with. Brooklyn has the fewest amount of trees of any part of New York City.”

“The community was very crowded,” explains Ossenbruggen. “Often, the row houses have no access to the backyards. Some of the trees taken out were 60- to 80-year-old horsechestnuts. Contractors had to cut the trees up into little pieces and take them through the houses to the street. It was so sad, because for
many people a lone tree had provided shade and privacy for decades. Some of these trees had been planted in memory of relatives.

Funds have been allocated from several sources, including the city and state of New York and the federal government, to replace and even add to the trees that were lost. Ossenbruggen hopes that the increased awareness among residents of the community of the value of the urban forest will help promote and protect a larger, healthier canopy when the entire project is finished.

All tree-care specialists need to be familiar with the appearance of this pest and its characteristics. If it is found—or if you suspect you have identified the pest—report you concerns immediately to the nearest APHIS office.

"Next year will be a telling year," predicts Hoebeke. "If it is still out there, we hope people will notice it right away this time and contact us to deal with it."

Mark Garvin is editor of TCI.

How to Recognize the Asian Long-Horned Beetle

- Both ends of the off-white oblong eggs are slightly concave.
- The prothorax of the brown larvae has a brown mark.
- The eighth segment of the abdomen of the off-white pupae has a protruding structure.
- From late spring to early fall adult beetles may be found. Adults are approximately 1 ¼ inches long, with black and white antennae that are as long as the body on the female. The antennae of the males are 2.5 times their body length. Their bodies are jet black with white spots.
- Exit holes can be as large as 3/8 inch to ½ inch in diameter and are almost as smooth as drill holes.
- Below the exit holes large piles of sawdust will appear around the base of the tree or roots.
- Exit holes may prompt extensive sap flow.

APHIS needs your help to prevent the spread of this serious pest. Please do not remove wood, stumps or hardwood nursery stock from the quarantined areas. If you suspect you have found an Asian long-horned beetle anywhere else, call APHIS in your state immediately.
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Michael Dirr, a professor of horticulture at the University of Georgia, has taught thousands of students and gardeners over the span of his long career. He has been recognized for his dedication to the advancement of the green industry by many prestigious organizations, such as the Garden Clubs of America and the National Federation of Garden Clubs. He has also introduced many new cultivars of landscape plants to the nursery trade. Despite all this, Dirr is best known by green industry professionals as the author of The Manual of Woody Landscape Plants.

The manual has been the "Bible" for information on plant material used in the United States for years. Arborists consult the manual to find the cultural requirements of an unfamiliar tree or to discover which diseases may be common to a certain tree. Other green industry professionals may grab the manual from their book shelf to reference hardiness information or check the ultimate size of a certain cultivar. Students of arboriculture and horticulture can be seen carrying the manual across campus grounds as they learn to identify trees and shrubs for their plant materials classes.

Most species in the manual are listed with pertinent information the professional needs: Morphology, floral characteristics, ultimate size, hardiness, habit, growth rate, texture, foliage color, fruit, general culture, diseases and insects, and lists of cultivars are outlined for the reader. The manual is indeed comprehensive, but one thing it has always needed is pictures! Until now, that is.

The new Michael Dirr's Photo-Library of Woody Landscape Plants on CD-ROM now provides you with those pictures. From more than 92,000 catalogued slides in Dirr's personal collection, he has chosen 7,600 of the best to be included in this digital photo collection.

Various characteristics of important plant species are represented. For example, choose *Tilia cordata* from the scientific name menu and a landscape image showing the graceful habit of the littleleaf linden appears. The very next image is a pleached row of littleleaf lindens, demonstrating a traditional hedging style often used in Europe, the tree's native habitat. For identification, there are close-up photos of leaves, flowers, buds and bark. One photo
grants a linden the opportunity to show off its brilliant, greenish-yellow fall coloration. A landscape image of *Tilia cordata* 'Greenspire' gives the user a chance to view the habit of a cultivar commonly used as a street tree.

Most commercially important plant species are represented in the same thorough manner. A photo or two of many lesser known plants are also included, ensuring that green industry professionals will be able to look up new and different plant material. For example, there are two photos of 'Sinowilsonia henryi', the Henry Wilsontree.

That leads one to the next question! Now that you have found a photo of the Henry Wilsontree where can you find some information about it? It's not even in the current edition of the *Manual of Woody Landscape Plants*! Well, Dirr and his colleagues at PlantAmerica, the publishers of the CD-ROM photo-library, are one-step ahead of you. They are currently constructing an interactive, CD-ROM version to compliment the next edition. The tentative publication date is this fall and an upgrade for Dirr's CD-ROM photo-library will also be available. You will need to pay an additional charge, not yet determined, for the upgrade.

The functionality of the photo-library is impressive. Users can search through three menus listing common name, scientific name or family name. One can toggle back or forth through the library by mouse key or use the "auto" function and let the program proceed on its own. The user can compile and save special lists of plants, such as pollution tolerant trees, by using the "pick" and "save" function. Select the "quiz" and "auto" modes to pit your knowledge of plant material against that of Michael Dirr's! The images will appear in slide-show fashion without the names being shown. Images can also be printed for personal viewing.

Dirr's CD-ROM photo-library requires; a 386DX/2 66 MHz, but a 486DX/2 66 MHz or better is recommended, 8MB RAM or more, double spin CD-ROM drive or better, and VGA graphics with IM video RAM or better. It will run with 256 colors, but 32K or 64K color capability is recommended. No Mac version is currently available.

The PlantAmerica company was founded three years ago to develop new, interactive educational tools for educators, professionals and amateurs alike. "Tool" is the key word here. The functions of the CD-ROM photo-library do make this a valuable tool for compiling your own personal photo-library. The planned upgrade with the new version promises to make this an even more valuable tool, rather than simply a reference.

Robert Rouse is staff arborist for the National Arborist Association.

Michael A. Dirr's Photo-Library of Woody Landscape Plants on CD-ROM comes with a set of four CDs, accompanied by an 81-page sourcebook and a binder with ten sleeves for your printed images. It is available for $149.95 (plus $5 shipping) from PlantAmerica, PO Box 589, Locust Valley, NY 11560. Phone: 888-PLANT CD. Their web site is: www.plantamerica.com.

TO TREE CARE INDUSTRY - JULY 1997 73
Funding Training Programs

By Mike Dirksen, ArborMaster Training Program for the Illinois Arborist Association
Sponsored by The Bishop Company for the advancement of our industry.

As today's arborists know, training is no longer a luxury. Seasoned arborists as well as the newest employee need training to keep up with this ever-changing profession. Of course, continuing education and training can be expensive, both in terms of both time and cash outlays. The purpose of this article is to help those interested in pursuing arboricultural training to find funding and assistance that is available through grants and special project contracts.

In my own experience this past year, I was involved in bringing a training program to our city to provide technical arboricultural training for local tree care companies. This was something new and much needed in our area. Although the training program was a good value, I felt that the expense may have been somewhat prohibitive for small tree care companies or individuals wanting to participate. This led me to our state's Department of Forest Resources to see if this type of program would qualify for financial assistance. To my surprise, it did. Enough funding was received to provide upstate and downstate training programs and to cut the cost to participants considerably.

There's no doubt about it: A good training program is going to cost what it's worth (just like good tree work), but this need not be an eliminating factor. With a little research, one can discover assistance available through different organizations, especially governmental. The U.S. Forest Service provides funds for urban forestry programs through state forestry agencies. To fund training programs, they must be urban forestry related, such as arboricultural training or urban forestry management programs. In addition, many of the state conservation departments can provide contracts for specials projects that may not meet the specified U.S. Forest Service requirements.

Grant or contract qualifications will vary, depending upon which state you live in, but usually a 50/50, dollar-for-dollar match or some type of in-kind contribution is required. The grants applications require a detailed explanation of the type of training that will be performed, the dates the program will take place, and the total cost for the program. A word of advice, applying for grants usually requires more detail than a special project contract and the contracts can be easier to obtain, but are limited in their distribution.

The first step in searching for financial assistance is to contact the state agency that is in charge of forestry in your area. This may be the state forestry division or some type of environmental or natural resource department that is responsible for the state's tree resources. Other areas to search include an extension office that has a horticulture program, a city or municipal arborist or a state or regional arborist association. For further research, the U.S. Forest Service has also published the Urban & Community Forestry Program Natural Resource Directory that lists every state forestry department in the nation and their urban forestry contact person. This publication can usually be found at a local library. Keep in mind, your state urban forestry contact person may be the key to a successful grant or contract application. He can assist you with all of the specific details when applying for a grant or contract.

Secondly, the grants or contracts usually can only be obtained by a unit of local government or a not-for-profit group, such as an arborist association or government entity such as a municipality or a park district. The training program that I was involved with was sponsored by the Illinois Arborist Association, a not-for-profit organization. They helped promote the program and provided funding to meet the 50/50 match. The other required matching funds came from the participants' registration fees. This project was an outstanding success. With the combination of financial assistance, the association's support and the participants' registration fees, a very affordable, high-quality training program was presented.

Up-to-date and progressive training is the key to an arborist's professional career. With the funding that's available today, this should give those interested in the arboricultural training an incentive to pursue the suggested areas to see what's available. The assistance is there, you just have to ask for it.
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One Rope Per Fork, Please!

By Michael S. Henning

My story begins on a fall day in St. Louis. It was one of those dark, dreary days that would have been much nicer at home, wrapped up in bed. I was working for a private company with a total of three men, one of whom was the owner of the business who was almost always away from the job.

That left Brad and I to remove a large American elm leaning over the roof of a house. This was an elm with widespread limbs and a low canopy, making it rather difficult to walk out on the branches over the home. Brad and I were basically inexperienced in the field of climbing, having only a few months of experience and on-the-job training, which consisted of putting on a saddle and learning a few knots. In other words, we should not have attempted to remove the tree without experienced supervision.

Both of us had been taking turns climbing and playing groundman for the other. It was my turn to climb on this particular day, and as I began to body thrust myself into the tree, Brad fueled the saws and explained to him that I would cut the limbs and tie a slipknot in the line and pull it tight. I asked Brad to take up the slack and tied a slipknot in the line and pulled it tight.

Once tied in, I surveyed the tree for the best route for removing limbs. I decided to clear out the side of the tree over the driveway to make room for lowering the limbs over the house and onto the driveway. Since there were two of us and I was in the tree, we had quite a mess building up on the ground. I planned to help clean up when I descended from the tree.

Brad tied on my saw and lowering rope. In other words, we should not have attempted to remove the tree without experienced supervision.

I heard the crackling of wood splitting above me. Before I could look up, I had a sick feeling in my stomach as if I had just dropped down the opening hill on the fastest, tallest roller coaster in the world.

We continued to rope the limbs one after another, and considering the size of the tree, we were impressing ourselves. Brad wrapped the lower end of the line around the trunk twice to let the tree hold the weight of the branch. Then I began to cut. The limb seemed to be going in the direction we planned, and then it happened...

I heard the crackling of wood splitting above me. Before I could look up, I had a sick feeling in my stomach as if I had just dropped down the opening hill on the fastest, tallest roller coaster in the world. And then I was yanked to a sudden stop. Strangely enough, I was still hanging from my climbing line, danging in mid-air about 30 feet below the limb I had been standing on. Stunned, I looked up and saw that the long, lanky limb I was tied into had snapped about 30 feet below the fork that both lines were running through.

The weight of the branch was too much for the fork I was tied into, causing it to break under the stress. Fortunately, the fork had caught in a lower limb parallel to the one we were using, which saved me from hitting the ground.

We were successful in clearing the roof without damage, but my kidneys felt as though they had been ripped from my body. And we hadn't finished the job yet!

I slowly descended to the ground, only to ascend the tree once again to complete the removal.

We learned an important lesson that day, and luckily without injury. You can bet I never set a lowering line in the same crotch that I tied into again. Thinking back on it now, 12 1/2 years later, it seems like a stupid mistake. These kinds of mistakes sometimes can cost lives, and hopefully my story will help prevent that. So train new climbers well, and remind everyone—one rope per fork, please!

Michael S. Henning is executive forestry supervisor for the City of Richmond Heights, Missouri.

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.
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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 reach 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 800-245-5438, USA 800-446-5438; Fax: 203-878-2549. http://www.aeriallift.com; E-mail: aerialinfo@aol.com

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ALTEC INDUSTRIES, INC.

Altec's complete line of high-quality tree care products include aerial lifts with superior reach for maximum productivity and wood chippers with a proven record of durability and performance. Altec totally supports the tree care equipment it manufactures with a direct nationwide sales and service network and a warranty policy unsurpassed in the industry. For more information on Altec tree care equipment, call 800-958-2555. http://www.altec.com

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The EAGLE 47 is a trailer-mounted, articulated aerial lift with a 25 ft. side reach and 47 ft. working height. It features positive bucket leveling, 360 degree continuous rotation and offers outstanding portability for easy access to a variety of maintenance tasks. A proportional control valve with neutral position interlock allows simultaneous two function operation and complete feathering capability. Heavy-duty, quick-adjust outriggers are an integral part of the lift. An 8 hp gas engine is standard equipment. 24 V electric power or dual power (gas & electric) options are available. Contact Eagle Aerial Lift, AmeriQuip, 1480 Arrow Hwy, La Verne, CA 91750. Phone: 800-824-9776, 909-392-2033; Fax: 909-392-4651.

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Hidro-Grubert manufactures aerial lifts to fit most small trucks with working heights up to 43 feet. Complete trailer models available. Honda electric start engine powers hydraulics. Connections for hydraulic tools, air, pneumatic and electricity in bucket. Three-hundred and sixty degree continuous rotation. Handpump option at N/C to arborist industry. These are designed to fit in your truck. Hidro-Grubert, 7332 Park Vista Circle, Charlotte, NC 28226. Phone: 704-544-9950; Fax: 704-541-1266. Prices from $12,980.

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TCI PRODUCT DIRECTORY - 3
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Arborsonic Decay Detector: the very latest technology for hazard tree assessment. Through the use of ultrasound, the presence of decay (whether incipient or advanced) can be determined and located. The ADD is neither species nor season dependent and produces results which are instantaneous and easy to interpret. The ideal tool for consulting arborists, municipalities, utilities, foresters and loggers. American Arborist Supplies, Inc., 882 S. Matlack St., Unit A, West Chester, PA 19382. Phone: 800-441-8381; Fax: 610-430-8560.

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The Ben Meadows Catalog is the natural resource for quality arborist, forestry, landscape, environmental, and land management supplies. With over 8,000 items in our full-color catalog, you will be glad you tapped into this 41-year-old natural resource. And we guarantee complete satisfaction with every order. Call today for your free catalog. Ben Meadows Company, 3589 Broad Street, Atlanta, GA 30341. Phone: 800-241-6401; Fax: 800-628-2068; http://www.benmeadows.com

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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 50 different publications, videos and other member items. To become a member, call ISA; annual membership is $85. ISA, PO Box GG, Savoy, IL 61874. Phone: 888-ISA-TREE (472-8733) or 217-355-9411; Fax: 217-355-9516. E-mail: isa@isa-arbor.com; http://www.ag.uiuc.edu/isa
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Alamo systemic fungicide, which fights oak wilt and Dutch elm disease, is now available in 10-milliliter micro-injection units that are easily inserted into a tree's flare roots. The new application system drastically reduces application time. Alamo is most effective when used to prolong the life of trees with as much as 20 percent crown loss. Alamo is also available in quarts for macro injection. Novartis Turf & Ornamental Products, PO Box 18300 Greensboro, NC 27419-8300. Phone: 800-395-Turf (5873) or 910-547-1160.

NU-ARBOR TREE & SHRUB CARE PRODUCTS

NU-ARBOR, a manufacturer of premium fertilizers and specialty products, introduces the new starter package containing the Kioritz Soil Injector, 5 gallons of NU-ARBOR 5-16-16 Root Fertilizer plus Root Enhancer, and 1 gallon of NU-ARBOR Soil Rejuvenate. NU-ARBOR fertilizers are designed to enhance vigorous root growth and improved plant/soil relations. NU-ARBOR Specialty Products include Soil Amendments, Anti-Transpirant, Spray Adjuvant and a natural Plant Wash. For a free catalog and details, contact NU-ARBOR, PO Box 151455, Grand Rapids, MI 49515-1455. Phone: 616-364-5509; Fax: 616-364-7616.

PLANT HEALTH CARE, INC.

At PHC, Inc. we believe that the natural systems approach to plant, soil and water management should be the foundation of an effective plant health care program. PHC offers its customers high quality biological products for plant, soil and water management together with knowledgeable technical support. Call or write for the PHC Green for Life catalog. Plant Health Care, Inc., 440 William Pitt Way, Pittsburgh, PA 15238. Phone: 800-421-9051; http://www.planthealthcare.com

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., 3120 Weatherford Road, Independence, MO 64055. Phone: 800-342-6173; Fax: 816-254-1408.
W.A.CLEYARY CHEMICAL CORPORATION

Cleary’s 3336 systemic and Protect T/O fungicides form the basis of a complete plant protection program for deciduous and evergreen trees and shrubs. Used separately, or tank mixed for complete protection, these products provide control of anthracnose, diplodia tip blight, phomopsis, and over 25 leaf spot diseases. W.A.Cleary Chemical Corp., 178 Ridge Road, Suite A, Dayton, NJ 08810-1501. Phone: 800-524-1662 or 908-329-8399 for more information.

OMNI LEASING, INC.

Now you can get lease financing up to $97,000 on new or used arborist equipment. Easy one-page application, with no tax returns. We offer financing up to 60-month terms on new and used equipment (call for more details). You get the best equipment to do the job more efficiently and less costly than your competition. Get the arborist equipment you need for the lowest investment today! Call for your new Omni Card. We accept competitors’ credit cards. Omni Leasing, Inc. Phone: 800-945-OMNI (6664); http://www.omnilease.com; E-mail: tree@omnilease.com

CCLG/FIRST SIERRA FINANCIAL, INC.

With an ArborCard™, you can walk into any arbor dealer, choose any new or used equipment and we will arrange all the financing for you—fast and easy. Simply call today and apply for your ArborCard, the industry-leading equipment financing card, available for up to $150,000 without financial statements. Get the equipment you need to grow your business. Call 800-537-9108 today. CCLG/First Sierra Financial, Inc., 109 East Evans Street, Box 504, West Chester, PA 19381. Phone: 800-537-9108; Fax: 800-344-7712.

MITSUBISHI GENERATOR SALES & SERVICE

PETERSEN INDUSTRIES, INC.

The one man operated TL-3 is perfect for routine tree care cleanup and a great tool for emergency wind and ice storm cleanup! Petersen Industries, Inc., 446 U.S. 27 North, Lake Wales, FL 33853. Phone 800-930-LOAD (5623); Fax: 941-676-6844.

Please Circle 144 on Reader Service Card

CNA INSURANCE COMPANIES

Property and casualty insurance specifically for the tree care industry. Coverages include workers' compensation, property, liability and auto. Optional coverages such as business interruption, commercial umbrella, underground storage tank, commercial crime, inland marine and pesticide and herbicide applicator coverage. CNA also offers you personalized, expert service through our CNA agents. You will also receive prompt, efficient claims handling and professional loss control assistance. CNA Insurance Companies, CNA Plaza–38 South, Chicago, IL 60685. Phone: 800-CNA-6241 (262-6241).

Please Circle 145 on Reader Service Card

THE HARTFORD

Comprehensive Insurance Protection. That's what The Hartford offers arborists every day. Cost-effective and designed specifically for arborists. Workers' Compensation, General Liability, Automobile, Property and Equipment coverage available through your local agent. Helpful people include Lorna Verrastro, Billy Boguski, Joe Brophy, Mike Rook, Jenny Mortell and Maureen Johansen. The Hartford, Hartford Plaza, T-18 Programs Unit, Hartford, CT 06115. Phone: 800-533-7824 or 860-547-4277; Fax: 860-547-6649.

Please Circle 146 on Reader Service Card

ADI PRUNING TOOLS

AD! pruning tools from TOL Incorporated of Tulare, California, are designed with the professional arborist in mind. AD! offers a complete line of tools including hydraulic chain saws, circular saws, loppers and pistol grip chain saws. AD! tools meet the requirements for certification as insulated live-line tools. For complete information, call 800-732-2142. ADI Tools/Div. TOL Incorporated, PO Box 1498, Tulare, CA 93275. Phone: 209-686-2844; Fax: 209-685-1006.

Please Circle 147 on Reader Service Card
CORONA CLIPPER

Corona's new line of aluminum-handled loppers cut so clean, so fast, so easy and are so strong and simple to maintain, that virtually everyone who has tested them says they’re the best loppers they’ve ever used. Three models: a 21-inch version (AL 6623) with a 1 1/2-inch diameter cutting capacity suitable for vines and shrubs; 26-inch (AL 6643) and 32-inch models (shown, AL 6663) with a 2 1/2-inch diameter cutting capacity for tree pruning. Lifetime warranty. Corona Clipper, 1540 E. Sixth Street, Corona, CA 91719. Toll-free order line: 800-847-7863; Fax: 909-737-8657. E-mail: sales@coronaclipper.com; http://www.coronaclipper.com

Please Circle 148 on Reader Service Card

PRUNING TOOLS

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, PO Box 628, Chico, CA 95927. Phone: 916-895-1762; Fax: 916-895-0302.

Please Circle 149 on Reader Service Card

PRUNING TOOLS

JAMESON CORPORATION

Stick with the best. Jameson fiberglass pruner poles are more versatile, durable, safer, lighter and more cost effective to use. Choose from a full line of interchangeable pruning and sawing heads, each featuring our unique adapter system, which enables all accessories to lock easily into any handle. Available in foam core and hollow varieties, in sectional and fixed lengths, all Jameson pruner poles meet OSHA regulations. Jameson Corporation, PO Box 240277, Charlotte, NC 28224. Phone: 800-346-1956; Fax: 704-522-6161.

Please Circle 150 on Reader Service Card

FRED MARVIN ASSOCIATES

For over 50 years, Marvin pruners and saws have become standard equipment for the professional arborist. New to Fred Marvin are fiberglass poles and pruning packages. Several packages are available with an assorted length of pole extensions. Fred Marvin Associates, 1968 Englewood Avenue, Akron, OH 44312. Phone: 330-784-9211; http://www.pruner.com. E-mail: fma@pruner.com

Please Circle 151 on Reader Service Card

TCI PRODUCT DIRECTORY - 20
BANDIT INDUSTRIES, INC.

The Model 3680 Beast Recycler is a waste reduction machine you can afford to own and operate. Unique cuttermill cuts stumps, tree, brush, pallets, construction waste, housing demolition, railroad ties, piled brush, yard waste, wet newspapers and palm trees into fine particles of ideal size for mulch, boiler fuel or animal bedding. For further information, contact Bandit at 1-888-3BANDIT (322-6348), 800-952-0178.

BROWN MANUFACTURING CORP.

The NEW 2600 Series Brown Tree Cutter has a hydraulic folding rear deck for added safety, allowing the operator two distinct types of mowing operations. With the deck folded up, the unit can back into and cut standing trees up to 8 inches in diameter. Positioned down, the unit cuts and grinds material that the tractor has driven over without the discharge problem usually produced by other models. 810 RPM blade bar allows blade contact 54 times per second. Brown Mfg. Corp., Route 3, Box 339, Ozark, AL 36360. Phone: 800-633-8909 or 334-795-6603; Fax: 334-795-3029.

JOHN BROWN & SONS, CO.

Major utilities are maintaining up to 25,000 acre ROWS with the Brontosaurus System... some using the Bronto exclusively! This is truly hassle-free ROW management—with few or no safety or environmental issues. The Brontosaurus is the safest, most durable and versatile method of brush and small tree management available today. John Brown & Sons, Co., Sawyer Industrial Park, Weare, NH 03281. Phone: 603-529-7974.

THE AMERICAN GROUP-SAMSON DIV.

• Standards for strength and usage • knots and rigging • rope inspection and retirement • product specifications. The Samson Professional Arborist Ropes catalog includes complete information and specifications for selecting Samson ropes and products developed specifically for the professional arborist. To get a copy, see your local Samson Arborist Products dealer, or contact us directly at 800-227-7673. We will be glad to send you a copy.
BUCCANEER ROPE COMPANY

Our policy has always been safety first. Only top quality American-made raw materials go into our braided and twisted ropes. Add our specially formulated, environmentally friendly coating and you have a product that’s hard to beat. We specialize in finding out what you want, then designing and producing it to your specifications. And we do it for less. That’s the Buccaneer Difference. Distributor inquiries welcome. Buccaneer Rope Company, 4711 126th Ave. N., Clearwater, FL 34622. Phone: 800-358-ROPE (7673) or 813-573-6066; Fax: 813-573-1210; E-mail: bucrope@earthlink.net

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.

Please Circle 156 on Reader Service Card

SOFTWARE

TREE MANAGEMENT SYSTEMS, INC.

Software for the Newton hand-held and office PCs. (Use the software in your office for 30 days risk free!) Imagine converting handwritten estimates to print instantly and presenting them to your customers! Yes, it’s true! Estimates download to your PC, eliminating manual entry! The home-based software runs in MS Windows, tracks jobs, inventory, equipment and employees, schedules crews, invoices and much more! Also introducing new Plant Health Care software. Call Tree Management Systems, Inc., at 800-933-1955 for details.

Please Circle 157 on Reader Service Card

SPRAYERS & ACCESSORIES

JOHN BEAN SPRAYERS

Our stainless steel DM20E300SERH is a favorite of serious tree and grounds-care professionals everywhere. In fact, we offer a wide selection of tree sprayers with stainless steel tanks up to 1,500 gallons and pumps up to 60 gpm at 800 psi. Options include a variety of spray guns and hose reels. John Bean Sprayers, 395 Industrial Drive, Hogansville, GA 30230. Phone: 706-637-5251. Sales: PO Box 1404, LaGrange, GA 30241. Phone: 800-241-2308; E-mail: johnbean@durandwayland.com

Please Circle 158 on Reader Service Card
KLUSMEIER, INC.

The Porta-Seeder is a new 300-gallon machine with a 14-foot aluminum trailer, 8hp Briggs & Stratton, 100-foot, 1½-inch hose, 19-gallon auxiliary tank, electric rear brakes, road-ready, 2-year warranty, all corrosion-free parts. For more information, contact: Klusmeier, Inc., 4930 Coconut Boulevard, Royal Palm Beach, FL 33411. Phone: 800-659-9967, 561-798-3892; Fax: 561-798-9245.

Please Circle 160 on Reader Service Card

BORDER CITY TOOL & MANUFACTURING COMPANY

Established in 1954, Border City Tool is the original manufacturer of carbide-tipped stump cutter teeth. After 42 years, our commitment to quality products, prompt service and reasonable prices is still our goal. We have a full line of products for your stump cutter needs. Call our toll-free number for information on our products or to place an order. Border City Tool & Manufacturing Company, 23325 Blackstone Avenue, Warren, MI 48089. Phone: 800-421-5985; Fax: 810-758-7829.

Please Circle 161 on Reader Service Card

J.P. CARLTON COMPANY

J.P. Carlton Company manufactures a full line of stump cutters. Carlton machines incorporate many exclusive features. The available wired remote control, which allows the operator to distance himself from the noise and dust, reduces operator fatigue—increasing productivity. The optional torsion flex suspension system reduces wear to both the stump cutter and tow vehicle while enhancing cutting performance. We invite you to compare a Carlton. Phone: 800-243-9335.

Please Circle 162 on Reader Service Card

GREEN MANUFACTURING, INC.

Greenteeth™—designed, tested and built to be the best. Now you can turn your tooth instead of changing it! Just loosen the ½ inch locknut, turn the tooth 120 degrees and tighten the nut. To change the tooth, remove the locknut, pull the tooth out and replace with a new tooth. Green Manufacturing, Inc., PO Box 640, New Boston, MI 48164-0640. Phone: 888-81GREEN (814-7336); Fax: 313-753-5226. Visit us on the Web at http://www.greenmanufacturing.com; E-mail: green@cdlcorp.com.
HODGES MANUFACTURING COMPANY, INC.

Hodges is the maximum revenue generator for all stump grinders! Three efficient models that generate extra income for you. All provided by the innovators of technology for our environment.


Please Circle 164 on Reader Service Card

KAN-DU STUMPERS

The Kan-Du Stumper—the only stump grinder you need. Designed by tree men for tree men. Self-propelled, fast walk travel speed. Except for cutting wheel, all work done with hydraulics, including steering. Easily goes through 30-inch gate. Cuts over 30 inches above ground and 24 inches below ground. Powerful 24-hp engine.

Kan-Du Stumpers, 512 S. Summit, Sioux Falls, SD 57104. Phone: 800-359-2235, 605-334-0775; Fax: 605-334-7534.

Please Circle 165 on Reader Service Card

MILLER MACHINE WORKS

Stump grinding attachments for use on tractors and skidsteer loaders. Using your tractor or skidsteer as both power source and tool carrier provides the lowest cost per delivered horsepower on the market ... by far! When combined with a tractor, front-end loader or skidsteer bucket, then stump removal, back-filling and wood handling becomes a one-man mechanized job. Six models are available from 24 to 150 horsepower. All are professional-grade machines with simplicity, durability and ease of maintenance, as well as low cost. Powerful, proven, patented performers.

Miller Machine Works, PO Box 11, Brownsburg, IN 46112. Phone: 317-659-1524.

Please Circle 166 on Reader Service Card

RAYCO MANUFACTURING, INC.

Only Rayco makes a complete line of stump cutters from 12 to 175 hp. Worldwide, Rayco stump cutters command amazing popularity for their high profit earning performance and superior value. Either gasoline or diesel powered, each Rayco model (including the RG 106 DXH, shown) has special features that increase productivity while enhancing operator safety at a minimal labor cost.


Please Circle 167 on Reader Service Card
VERMEER MANUFACTURING COMPANY

The Vermeer 1102 Stump Cutter. This high-production stump cutter delivers 102 hp performance in a very efficient, compact design. Patented Auto Sweep system monitors engine speed and automatically adjusts cutter wheel feed rate. Exclusive beltless cutter wheel drive system for reduced maintenance. Exclusive Pro Series teeth. Three hitch options, narrow profile design. Vermeer Manufacturing Company, PO Box 200, New Sharon Road, Pella, IA 50219. Phone: 515-628-3141.

Please Circle 168 on Reader Service Card

INDEPENDENT PROTECTION COMPANY, INC.

Lightning protection systems for trees, golf shelters, restrooms, club houses, maintenance buildings and secondary lightning surge protection for sprinkler systems. Tree lightning protection sales and installation kit available along with VHS, "How to Install Lightning Protection in Trees." Free computer estimating program provides itemized material list for a specific tree. Independent Protection Company, Inc., PO Box 537, Goshen, IN 46527. Phone: 219-533-4116; Fax: 219-534-3719.

Please Circle 169 on Reader Service Card

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, PO Box 91129, Cleveland, OH 44101. Phone: 216-461-5200.

Please Circle 170 on Reader Service Card

TREE MOVING NETWORK (TMN)

Join the Tree Moving Network (TMN), exclusively for the tree transplanting contractor. TMN offers a competitive equipment package (balls 30 inches to 156 inches), built-in sales leads from national advertising, critical training, updating and certification, detailed job-costing analysis, together with specialized consumer brochures, advertisements, press release kits and promotional flyers. Tree Moving Network (TMN), PO Box 582, Oxford, MI 48371. Phone: 888-5050-TMN (888-505-0866); Fax: 248-628-1317.

Please Circle 171 on Reader Service Card
ARBORTECH

For the professional, Arbortech produces a complete line of forestry bodies: chip bodies, crew cabs, brush bodies, pickup caps, tool boxes. Ready-to-roll, turn-key packages are available with financing. Arbortech, 3203 W. Old Lincoln Way, Wooster, OH 44691-3298. Phone: 800-255-5715 or 330-264-4266; Fax: 330-264-0891; http://www.aip.com/arbortech

Please Circle 172 on Reader Service Card

GMC DIVISION, GENERAL MOTORS CORPORATION

GMC T-Series tilt cab and C-Series conventional cab trucks are available in single or tandem axle, tractor and LoPro versions. Comes in a variety of GVWR’s and wheelbases. Savana offers the largest cargo volume of any full-size van. The Sierra pickup comes in many versions and configurations. Call 1-800-GMC-8782!

Please Circle 173 on Reader Service Card

SCHODORF TRUCK BODY & EQUIPMENT COMPANY

“Silver Knight” forestry bodies, lengths from 9 feet to 18 feet. Very popular options include aluminum removable roofs, dump-through liftgates and “DRS.” Complete packages with chassis are available. You deserve the best. Let us provide it for you. For a free brochure/quote, contact Tom Siefert. Schodorf Truck Body & Equipment Company, 885 Harmon Avenue, Columbus, OH 43223. Phone: 800-288-0992.

Please Circle 174 on Reader Service Card

SOUTHCO INDUSTRIES, INC.

SOUTHEASTERN EQUIPMENT COMPANY

Meet the Southeastern Equipment Company staff! We are waiting to assist you with your next equipment purchase! Left to right: Don Fowler, Jana Fowler, (Leasing & Finance), Walter Bein (Mechanic), Kyle Hobbs (Sales), Don Dayton (Lead Mechanic), Don Burgess (Sales & Service), Jim Frederick (Sales), Tony Baggett (Fabrication), Charlotte Fowler (Office Manager). Southeastern Equipment Company, 4180 Highway 20, Buford, GA 30518. Phone: 800-487-7089, 770-271-8286; Fax: 770-271-4496.

B & B MANUFACTURING

Sell your wood at $300 per cord or more. Double or triple your profits by shrink wrapping wastewood or firewood with WOODPAKer! Attractive, various-sized packages can be obtained with our high production, easily operated and affordable machines. Seven machines available. Inquire for free details. Video and packing samples at nominal fee. B & B Manufacturing, West River Road, Olean, NY 14760. Phone: 800-654-5320.

BANDIT INDUSTRIES, INC.

Bandit’s Log Buster will: Split or quarter big oversized logs; split stumps; break big material to size for chipping or grinding; rid stumps of rock and dirt before you grind, chip or shred. For further information, contact Bandit at 1-888-3BANDIT (322-6348), 800-952-0178.

BRUTE MANUFACTURING CORP.

GFX CORPORATION

The amazing Super Split can produce two cords of fire-wood per hour the way you want it—fast, clean and easy! You may think you need something bigger, like a W.P., but it ain't necessarily so. Three Super Splits are much less expensive! GFX Corporation, 200 Recreation Park Drive, Hingham, MA 02043. Phone: 800-439-2188, 617-740-0350; Fax: 617-740-0355; http://www.2shore.net/logsplit; E-Mail: logsplit@shore.net

HOLLIE WOOD ENTERPRISES


MULTITEK, INC.

Multitek now offers two John Deere engine power choices for its popular Model 2020 series Fuelwood Processor. Multitek recommends the Deere Model 3014-D to power Model 2020SL—a 3-cylinder, low noise, fuel-efficient diesel (33 HP). This processor uses an arm lift to feed logs to the processor. Rated one cord per hour with one operator. Also, the Deere Model 4019-T, a water-cooled, turbocharged engine (54 HP), doubles production to two cords per hour. Multitek, Inc., PO Box 170, Prentice, WI 54556-0170. Phone: 800-243-5438.

TIMBERWOLF MANUFACTURING CORPORATION

Timberwolf Manufacturing Corporation introduces the Model HD Wood Processor—by far the best value for the buck. High volume production: 1 1/2 to 3 cords per hour. Quality engine options. Affordable wood processing with high quality parts. Also offering a standard and PTO model. Professional wood splitters and conveyors. Timberwolf Manufacturing Corporation, 118 Spruce Street, Rutland, VT 05702. Phone: 802-775-4227; Fax: 802-773-1275; http://www.timberwolfcorp.com; E-Mail: twolf@sover.net
The directory contains listings of companies supplying the tree care industry with products and specialized services. The information contained herein should not be construed as an endorsement of products or techniques.
**CHEMICALS**

**Adjuvants/Misc. Chemicals**
- American Arborist Supplies, Inc.
- Artistic Arborists, Inc.
- CWC Chemical, Inc.
- W.A. Cleary Chemical Corp.
- ESSCO Distributors, Inc.
- Forestry Suppliers, Inc.
- Green Pro Services
- L-Tek Enterprises, Ltd.
- J. Mollema & Son, Inc.
- Monterey Lawn & Garden Products, Inc.
- Nu-Arbor Tree & Shrub Care Products
- Professional Tree Surgeon Supplies, Inc.
- Remke Enterprises, Inc.
- Rockland Corporation
- Shelter Tree, Inc./Tree Care Products
- Tree Tech Microinjection Systems
- The Troubled Soils Company, Inc.

**Biopesticides**
- American Arborist Supplies, Inc.
- Green Pro Services
- J. Mollema & Son, Inc.
- Professional Tree Surgeon Supplies, Inc.
- Rockland Corporation

**Chemical Absorbents**
- American Arborist Supplies, Inc.
- CWC Chemical, Inc.
- Green Pro Services
- J. Mollema & Son, Inc.

**Fertilizers**
- American Arborist Supplies, Inc.
- Amsoil/Aggrand Products
- Artistic Arborists, Inc.
- Ben Meadows Company
- W.A. Cleary Chemical Corp.
- Creative Sales, Inc.
- The Doggett Corporation
- DowElanco
- ESSCO Distributors, Inc.
- Green Pro Services
- Growth Products, Ltd.
- Haimbaugh Enterprises, Inc.
- Lanphear Supply
- LESCO, Inc.
- J.J. Mauget Company

**Fungicides**
- American Arborist Supplies, Inc.
- ArborSystems, LLC
- Artistic Arborists, Inc.
- Bayer Corporation
- W.A. Cleary Chemical Corp.
- ESSCO Distributors, Inc.
- J.J. Mauget Company
- J. Mollema & Son, Inc.
- Monterey Lawn & Garden Products, Inc.
- Northeastern Associates
- Novartis Specialty Products/Turf & Ornamental Products
- Professional Tree Surgeon Supplies, Inc.
- Rockland Corporation
- Tree Tech Microinjection Systems
- Van Waters & Rogers

**Herbicides**
- American Arborist Supplies, Inc.
- Ben Meadows Company

**Growth Retardants/Regulators**
- American Arborist Supplies, Inc.
- Artistic Arborists, Inc.
- CWC Chemical, Inc.
- DowElanco
- LESCO, Inc.
- J. Mollema & Son, Inc.
- Monterey Lawn & Garden Products, Inc.
- Rockland Corporation
- Roots, Inc.
- Sherrill Arborist Equipment & Supply

**Insecticides**
- American Arborist Supplies, Inc.
- ArborSystems, LLC
- Artistic Arborists, Inc.
- Bayer Corporation
- Ben Meadows Company
- W.A. Cleary Chemical Corp.
- Creative Sales, Inc.
- ESSCO Distributors, Inc.
- FMC Corporation-ACG Specialty Products
- Forestry Suppliers, Inc.
- J.J. Mauget Company
- J. Mollema & Son, Inc.
- Monterey Lawn & Garden Products, Inc.
- Northeastern Associates
- Professional Tree Surgeon Supplies, Inc.
- Rhone-Poulenc Ag. Company
- Rockland Corporation
- Tree Tech Microinjection Systems
- Van Waters & Rogers

**EQUIPMENT**

**Aerial Lifts**
- ADI Pruning Tools by TOL Incorpor
- Aerial Equipment, Inc.
- Aerial Lift, Inc.
- Altec Industries, Inc.
- AmeriQuip
- Baker Equipment Engineering Company
- CUES, Inc.
- Elliott Equipment Company
- Hydro-Gruber
- Holan/Mobile Tool International, Inc.
- JLG Industries, Inc.
- Lewis Utility Truck Sales, Inc.
- MIRK, Inc./Toombs Tool & Equipment
- Opdyke, Inc.
- Polecat Industries, Inc.
- S.J. Ross Services, Inc.
- Simon-Telelect, Inc.
- Southeastern Equipment Company

**TCI PRODUCT DIRECTORY - 30**
Aerial Lift Parts

Aerial Equipment, Inc.
Aerial Lift, Inc.
Alliance Equipment Company, Inc.
Baker Equipment Engineering Company
CUES, Inc.
DUECO (Dalum's Utility Equip Company)
Elliott Equipment Company
Holan/Mobile Tool International, Inc.
JLG Industries, Inc.
MIRK, Inc./Toombs Truck & Equip.
Plastic Composites Corporation
S.J. Ross Services, Inc.
Simon-Telelect, Inc.
Specialized Hydraulics, Inc.
Time Manufacturing Company

Augers-Earth & Bits

A & F Warehouse
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
Artistic Arborist, Inc.
Ben Meadows Company
Border City Tool & Mfg. Co.
Ditch Witch of Charlotte
Echo Incorporated
Elliott Equipment Company
Forestry Suppliers, Inc.
Grow Gun Corporation
The Niemeyer Corp.
Sherrill Arborist Equipment & Supply
STIHL Incorporated
Tanaka
Tilton Equipment Company
Tree Tools

Brush Chippers

Aerial Equipment, Inc.
Altec Industries, Inc.
Arbor Eater Brushwood Chippers, Ltd.
Arborist Supply Company, Inc.
Artistic Arborist, Inc.
Bandit Industries, Inc.
Cal-Line Equipment, Inc.
J.P. Carlton Company
CUES, Inc.
Danequip
Ditch Witch of Charlotte
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
Tree Equipment Division
Dosko East, Inc.
Doskoeil Industries, Inc.
DUECO (Dalum's Utility Equip Company)
ESSCO Distributors, Inc.
Gravely International, Inc.
Hawkensen Equipment Co., Inc.
Holt Company of Ohio
Karl Kuemmerling, Inc.
Lanphear Supply
Lewis Utility Truck Sales, Inc.
MIRK, Inc./Toombs Truck & Equip.
Morbark E-Z Beever Company
Mountain Town Manufacturing, Ltd.
The Niemeyer Corp.
Northeastern Associates
Norwalk Power Equip. Co.
Opdyke, Inc.
Professional Tree Surgeon Supplies, Inc.
Salsco, Inc.
Sherrell Arborist Equipment & Supply
Southeastern Equipment Company
Tamarack Clearing, Inc.
Tilton Equipment Company
Tree Tools
Vermeer Manufacturing Co.
WesSpur, Inc.
Western Tree & Landscape Supply
Wood/Chuck Chipper Corp.

Brush Cutter Knives

Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
Arborist Supply Company, Inc.
Artistic Arborist, Inc.
Cal-Line Equipment, Inc.
J.P. Carlton Company
Ditch Witch of Charlotte
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
Tree Equipment Division
ESSCO Distributors, Inc.
Hawkensen Equipment Co., Inc.
J.T.M.
Key Knife, Inc.
Lanphear Supply
Leonardi Manufacturing Co., Inc.
Links Lumber and Landscape
Mountain View Tree Service
Northeastern Associates
Professional Tree Surgeon Supplies, Inc.
Sharp Edge, Inc.
Sherrell Arborist Equipment & Supply
Simonds Industries, Inc.
D.J. Snyder Company
Southeastern Equipment Company
Tree Tools
WesSpur, Inc.
Western Tree & Landscape Supply
Wood/Chuck Chipper Corp.

Chain Saws & Accessories

ADI Pruning Tools by TOL Incorporated
A & F Warehouse
Aerial Equipment, Inc.
Alliance Equipment Company, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
Arborist Direct/Div. of Norman Prince
Assoc., Inc.
Artistic Arborist, Inc.
Bishop Company
Cutter's Choice, Inc.
John Deere Consumer Products
Ditch Witch of Charlotte
Ditch Witch of North Carolina/
Tree Equipment Division
Echo Incorporated
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
GB American, Inc.
Hawkensen Equipment Co., Inc.
McCulloch Corporation
Mountain View Tree Service
The Niemeyer Corp.
Northeastern Associates

TCI PRODUCT DIRECTORY - 31
Norwalk Power Equip. Co.
Oregon Cutting Systems Div./Blount, Inc.
Plantoil, Ltd.
PoulanPRO
Professional Tree Surgeon Supplies, Inc.
Rapco Industries, Inc.
Sherrill Arborist Equipment & Supply
Shindaiwa, Inc.
D.J. Snyder Company
STIHL Incorporated
STIHL Limited
Sunbelt Outdoor Products, Inc.
Tanaka
Tilton Equipment Company
Tree Line Supply
Tree Tools
Wallenberg Sales Corporation
Weaver Leather, Inc.
Western Tree & Landscape Supply

Communication Systems
A & F Warehouse
Aearo Peltor
Arbor Computer Systems
Ben Meadows Company
Forestry Suppliers, Inc.
Links Lumber and Landscape
Sherrill Arborist Equipment & Supply
Tree Tools

Cranes
Arbortech
Baker Equipment Engineering Company
CUES, Inc.
DUECO (Dalum’s Utility Equip. Company)
Elliott Equipment Company
MIRK, Inc./Toombs Truck & Equip.
National Crane Corporation
S.J. Ross Services, Inc.
Southco Industries, Inc.
Southeastern Equipment Company
D.J. Snyder Company

Engines & Engine Parts
A & F Warehouse
Cal-Line Equipment, Inc.
Cummins Michigan, Inc.
John Deere & Co.-Power Systems
Deutz Corporation
Ditch Witch of Charlotte
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
Tree Equipment Division
Echo Incorporated
Engine Center, Inc.
Engine Distributors, Inc.
ESSCO Distributors, Inc.
Industrial Engine and Equipment Company
Kraft Power
Laser Sales
Navistar International
The Niemeyer Corp.
North American Engine Company
Palmer Johnson Distributors
Powder Great Lakes, Inc.
Professional Tree & Turf Equipment
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tanaka
Tree Tools
Wis-Con Total Power Corp.
Wood/Chuck Chipper Corp.

Fertilization/Aeration
A & F Warehouse
Artistic Arborist, Inc.
Ben Meadows Company
Forestry Suppliers, Inc.
Green Pro Services
Grow Gun Corporation
Haimbaugh Enterprises, Inc.
Klusmeier, Inc.
Lanphear Supply
Forrest Lytle & Sons, Inc.
J. Mollema & Son, Inc.
Northeastern Associates
Nu-Arbor Tree & Shrub Care Products
Plant Food Company, Inc.
Plastoplan North America
Professional Tree Surgeon Supplies, Inc.
Professional Tree & Turf Equipment
Sherrill Arborist Equipment & Supply
Tree Line Supply
Tree Pro

Forestry Truck Bodies
Arbortech
Baker Equipment Engineering Company
CUES, Inc.
Lewis Utility Truck Sales, Inc.
MIRK, Inc./Toombs Truck & Equip.
Opdyke, Inc.
Petersen Industries, Inc.
Royal Truck & Equipment, Inc.
Schroeder Truck Body & Equip. Co.
Southco Industries, Inc.
Southeastern Equipment Company
Tamarack Clearing, Inc.

Generators
A & F Warehouse
Ben Meadows Company
Ditch Witch of North Carolina/
Tree Equipment Division
Echo Incorporated
Industrial Engine and Equipment Company
Mitsubishi Generator Sales & Service
Norwalk Power Equip. Co.
Tree Tools

Grapples
Hawkensen Equipment Co., Inc.
Hollie Wood Enterprises
ImpelMax Equipment Co., Inc.
Petersen Industries, Inc.
Southeastern Equipment Company

Ladders
A & F Warehouse
American Arborist Supplies, Inc.
Artistic Arborist, Inc.
Forestry Suppliers, Inc.
Kramer Equipment Company, Inc.
J.L. Matthews Company, Inc.
The Niemeyer Corp.
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Tree Tools
Western Tree & Landscape Supply

Lawn Mowers
A & F Warehouse
American Chainsaws & 2 Cycle, Inc.
R.E. Chapin Mfg. Works, Inc.
Gravelly International, Inc.
Hawkensen Equipment Co., Inc.
Husqvarna Forest & Garden Company
Lanphear Supply
Lawn Mowers
LESCO, Inc.
Links Lumber and Landscape
The Niemeyer Corp.
Norwalk Power Equip. Co.
PoulanPRO
Tree Tools

Lightning Protection Systems
American Arborist Supplies, Inc.
Artistic Arborist, Inc.
Forestry Suppliers, Inc.
Independent Protection Co., Inc.
Tree Tools

Log Splitters
A & F Warehouse
Arbor Eater Brushwood Chippers, Ltd.
Bailey’s Mail Order Woodsman Supplies Company
Blockbuster, Inc.
Built-Rite Manufacturing Corporation
Cal-Line Equipment, Inc.
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
GFX Corporation
Hodges Mfg. Co., Inc.
Hollie Wood Enterprises
Multitek, Inc.
The Niemeyer Corp.
Northeastern Associates
Norwalk Power Equip. Co.
Professional Tree Surgeon Supplies, Inc.
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tilton Equipment Company
Timberwolf Wood Processing Equipment
Tree Tools
Valley Processors, Inc.
Western Tree & Landscape Supply

Power Pruning Equipment
ADI Pruning Tools by TOL Incorporated
Bandit Industries, Inc.
Brown Bear Corporation
Brown Manufacturing Corp.
Gravely International, Inc.
Husqvarna Forest & Garden Company
Lanphear Supply
MIBK, Inc./Toombs Truck & Equip.
Rayco Manufacturing, Inc.
Ronin Manufacturing, Inc.
Southern Equipment Company

Snow Removal Equipment
Brown Bear Corporation
CUES, Inc.
Echo Incorporated
Gravely International, Inc.
Hawkense Equipment Co., Inc.
Husqvarna Forest & Garden Company
Lanphear Supply
Shindaiwa, Inc.
Southern Equipment Company

Sprayers & Accessories
Accuflex Industrial Hose, Ltd.
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
Arborist Direct/Div. of Norman Prince Assoc., Inc.
John Bean Sprayers
Ben Meadows Company
R.E. Chapin Mfg. Works, Inc.
Echo Incorporated
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
Green Garde Div.
ITB Company, Inc.
Klusmeier, Inc.

Stump Cutters
Aerial Equipment, Inc.
Alpine Machine
Arborist Supply Company, Inc.
CEI
Cal-Line Equipment, Inc.
Cleaves Company, Inc.
Danequip
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
    Tree Equipment Division
Dosko East, Inc.
Dosko:cutil Industries, Inc.
ESSCO Distributors, Inc.
Green Manufacturing, Inc.
Hodges Mfg. Co., Inc.
Holt Company of Ohio
Husqvarna Forest & Garden Company
Kan-Du Stumpers
Northeastern Associates
Opdyke, Inc.
Professional Tree Surgeon Supplies, Inc.
Rayco Manufacturing, Inc.
S. J. Ross Services, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
Southeastern Equipment Company
Norwalk Power Equip. Co.
Vermeer Manufacturing Co.
Wallenberg Sales Corporation
Western Tree & Landscape Supply

Stump Cutter Teeth
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
Bishop Company
Border City Tool & Mfg. Co.
CEI
Cal-Line Equipment, Inc.
J.P. Carlton Company
Danequip
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
Tree Equipment Division
ESSCO Distributors, Inc.
Green Manufacturing, Inc.
Hodges Mfg. Co., Inc.
J.T.M.
Lamphere Supply
Leonardi Manufacturing Co., Inc.
Links Lumber and Landscape
Northeastern Associates
Opdyke, Inc.
Professional Tree Surgeon Supplies, Inc.
Rayco Manufacturing, Inc.
Sharp Edge, Inc.
Sherrill Arborist Equipment & Supply
South Eastern Equipment Company
Tree Tools
Vermeer Manufacturing Co.
WesSpur, Inc.
Western Tree & Landscape Supply

Traffic Safety
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Safety Utility Corp.
Artistic Arborists, Inc.
Ben Meadows Company
Bishop Company
Bone Safety Signs
Ditch Witch of North Carolina/
Tree Equipment Division
Forestry Suppliers, Inc.
Hawkensen Equipment Co., Inc.
Links Lumber and Landscape
J.L. Matthews Company, Inc.
Northeastern Associates
Safety Test & Equipment, Inc.
Sherrill Arborist Equipment & Supply
Tree Line Supply
Tree Tools
Western Tree & Landscape Supply

Tractors
American Truck & Trailer Body Co., Inc.
Ditch Witch of Charlotte
Ditch Witch of North Carolina/
Tree Equipment Division
Forestry Suppliers, Inc.
Links Lumber and Landscape
D.J. Snyder Company
Wood/Chuck Chipper Corp.

Tree Spades
Ben Meadows Company
Big John Tree Transplanter Mfg., Inc.
Safety Test & Equipment, Inc.
Vermeer Manufacturing Co.

Trenchers
Ben Meadows Company
Ditch Witch of Charlotte
Ditch Witch of North Carolina/
Tree Equipment Division
Dokuko Industries, Inc.
Opdyke, Inc.
SwapLoader, U.S.A., Ltd.
Vermeer Manufacturing Co.

Trucks & Truck Accessories
American Truck & Trailer Body Co., Inc.
Arbor Tech
Artistic Arborist, Inc.
Baker Equipment Engineering Company
Ben Meadows Company
Brown Bear Corporation
Cal-Line Equipment, Inc.
CUES, Inc.
Elliott Equipment Company
Forestry Suppliers, Inc.
GMC Division, General Motors Corp.
Knaack Manufacturing Company
MIRK, Inc./Toombs Truck & Equip.
Navistar International
O'Connor Truck Sales, Inc.
Opdyke, Inc.
Petersen Industries, Inc.
Royal Truck & Equipment, Inc.
Schodorf Truck Body & Equip. Co.
Southco Industries, Inc.
Southeastern Equipment Company
D.J. Snyder Company
Specialized Hydraulics, Inc.
SwapLoader U.S.A., Ltd.
Thayer Chevrolet Toyota Ford Nissan

Used Equipment
Aerial Equipment, Inc.
Altec Industries, Inc.
Artistic Arborists, Inc.
Cal-Line Equipment, Inc.
J.P. Carlton Company
CUES, Inc.
Ditch Witch of Charlotte
Ditch Witch of Louisiana
Ditch Witch of North Carolina/
Tree Equipment Division
Elliott Equipment Company
Hawkensen Equipment Co., Inc.
Hollie Wood Enterprises
Lanphare Supply
Lewis Utility Truck Sales, Inc.
MIRK, Inc./Toombs Truck & Equip.
Opdyke, Inc.
Professional Tree Surgeon Supplies, Inc.
S. J. Ross Services, Inc.
Royal Truck & Equipment, Inc.
Sherrill Arborist Equipment & Supply
Southeastern Equipment Company
Specialized Hydraulics, Inc.
TECO, Inc.
Thayer Chevrolet Toyota Ford Nissan
Tree Line Supply
Wallenberg Sales Corporation
WesSpur, Inc.
Wood/Chuck Chipper Corp.

Utility Carts
Hawkensen Equipment Co., Inc.

Services

Computer Software/Hardware
ACRT, Inc.
Arbor Computer Systems
C & P Press, Inc.
Creative Automation Solutions
Davey Resource Group
Environmental Consultants, Inc.
Natural Resource Technologies, LLC
Practical Solutions, Inc.
Service Communications Software
Tree Management Systems, Inc.
Waterwheel Software

Consulting
ACRT, Inc.
Arbor Computer Systems
Arborist Supply House, Inc.
ArborMaster Training, Inc.
Artistic Arborist, Inc.
Creative Automation Solutions
Davey Resource Group
Howard L. Eckel & Associates
Environmental Information & Design, Inc.
Green Pro Services
Natural Path Forestry Consultants, Inc.
Natural Resource Consulting, Inc.
Plant Health Care, Inc.

Education/Training/
Reference Information
ACRT, Inc.
American Chainsaws & 2 Cycle, Inc.
Arborist Supply House, Inc.
ArborMaster Training, Inc.
Artistic Arborists, Inc.
Bishop Company
C & P Press, Inc.
Davey Resource Group
Green Pro Services
International Society of Arboriculture
Landscape Management
Lanphare Supply
National Arborist Association
Natural Path Forestry Consultants, Inc.
Sierra Moreno Mercantile
Tree Climbers International

**Financing**
Corporate Capital Leasing/
First Sierra Financial, Inc.
Navistar International
Northcoast Capital Leasing Co.
Omni Leasing, Inc.
Quaker State Leasing Company
RSR Capital Corp./AMG Ltd.
Tamkin Capital Partners, Inc.

**Insurance**
Albiez Insurance Agency, Inc.
CNA Insurance Companies
Global Indemnity Insurance Agency, Inc.
The Hartford
Navistar International
Sol J. Oberman, CPCU
Ogilvy, Gilbert, Norris & Hill Insurance

**Investing**
Tamkin Capital Partners, Inc.

**Lease/Rental**
Arbor Computer Systems
Brown Bear Corporation
R.E. Chapin Mfg. Works, Inc.
Hawkensen Equipment Co., Inc.
Links Lumber and Landscape
MIRK, Inc./Toombs Truck & Equip.
Navistar International
Opdyke, Inc.
Wood/Chuck Chipper Corp.

**Newsletter Design/Printing Services**
Taylor-Braedon Publishing

**Regulatory Compliance**
American Safety Utility Corp.
High Voltage Test Lab
Infotrac, Inc.
24-hour DOT Compliance Line
TARA-The Association Resource Alliance
DOT Drug & Alcohol Testing

**Repair/Rebuilding**
American Chainsaws & 2 Cycle, Inc.
Dosko East, Inc.
JLG Industries, Inc.
Repair/Rebuilding of Aerial Equipment
Links Lumber and Landscape
MIRK, Inc./Toombs Truck & Equip.
Norwalk Power Equip. Co.
All Types of Equipment, Large & Small

**Tree Transplanting**
Tree Moving Network

**SPPILLES**

**Arborist Supplies-General**
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
American Safety Utility Corp.
Arbor Supply of the Northwest, Inc.
Arborist Direct/Div. of Norman Prince Assoc., Inc.
Arborist Supply Company, Inc.
Arborist Supply House, Inc.
Artistic Arborists, Inc.
Bailey’s Mail Order Woodsman Supplies Company
Barnel International, Inc.
Bartlett Manufacturing Company
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Buckingham Manufacturing Co., Inc.
CEI
R.E. Chapin Mfg. Works, Inc.
Cleaves Company, Inc.
Cutter’s Choice, Inc.
Ditch Witch of North Carolina/
Tree Equipment Division
ESSCO Distributors, Inc.
Fanno Saw Works
Fehr Brothers Industries
Forestry Suppliers, Inc.
Hollie Wood Enterprises
Klusmeier, Inc.
Kramer Equipment Company, Inc.
Lanphear Supply
Laser Sales
Leonardi Manufacturing Co., Inc.
LESCO, Inc.
Links Lumber and Landscape
Forrest Lytle & Sons, Inc.
The Niemeyer Corp.
Northeastern Associates
Preformed Line Products
Professional Tree Surgeon Supplies, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tree Tools
WesSpur, Inc.
Western Tree & Landscape Supply

**Cabling & Bracing**
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
Artistic Arborists, Inc.
Bartlett Manufacturing Company
Ben Meadows Company
Bishop Company
ESSCO Distributors, Inc.
Fehr Brothers Industries
Fujikura Europe Limited
Innovative Garden Supply
Kramer Equipment Company, Inc.
Lanphear Supply
Lawson Landscape Products
Links Lumber and Landscape
The Niemeyer Corp.
Northeastern Associates
Preformed Line Products
Professional Tree Surgeon Supplies, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tree Tools
WesSpur, Inc.
Western Tree & Landscape Supply

**Climbing Gear**
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
American Safety Utility Corp.
Arborist Direct/Div. of Norman Prince Assoc., Inc.
Arborist Supply Company, Inc.
Arborist Supply House, Inc.
Artistic Arborists, Inc.
Bartlett Manufacturing Company
Ben Meadows Company
Bishop Company
ESSCO Distributors, Inc.
Fehr Brothers Industries
Fujikura Europe Limited
Innovative Garden Supply
Kramer Equipment Company, Inc.
Lanphear Supply
Lawson Landscape Products
Links Lumber and Landscape
The Niemeyer Corp.
Northeastern Associates
Preformed Line Products
Professional Tree Surgeon Supplies, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tree Tools
WesSpur, Inc.
Western Tree & Landscape Supply
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Buckingham Manufacturing Co., Inc.
Climb Axe, Ltd.
Continental Western Corporation
Cutter’s Choice, Inc.
Ditch Witch of North Carolina/
Tree Equipment Division
ESSCO Distributors, Inc.
Excalibur DMM
Forestry Suppliers, Inc.
Fujikura Europe Limited
Hollie Wood Enterprises
Innovative Garden Supply
Kramer Equipment Company, Inc.
Lanphear Supply
Links Lumber and Landscape
J.L. Matthews Company, Inc.
Mountain View Tree Service
New England Ropes
The Niemeyer Corp.
Northeastern Associates
Norwalk Power Equip. Co.
On Rope 1, Inc.
PMI-Petzl Distribution, Inc.
Professional Tree Surgeon Supplies, Inc.
Professional Tree & Turf Equipment
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
Southeast Ocean Services, Inc.
D.J. Snyder Company
Sunbelt Outdoor Products, Inc.
Tree Climbers International
Tree Line Supply
Tree Tools
Wall Industries, Inc.
Weaver Leather, Inc.
WesSpur, Inc.
Western Tree & Landscape Supply
Wichard, Inc.
Yale Cordage, Inc.

Tree Line Supply
Tree Tools
WesSpur, Inc.

Diagnostic Tools
A & F Warehouse
American Arborist Supplies, Inc.
Arbor Computer Systems
Artistic Arborist, Inc.
Fujikura Europe Limited
Forestry Suppliers, Inc.
RF InterScience Company, Inc.
RICK-MARX
Shannon Technology Corporation
Sherrill Arborist Equipment & Supply
Tree Tools
WesSpur, Inc.

Irrigation/Aeration Products
A & F Warehouse
Artistic Arborist, Inc.
Ben Meadows Company
Forestry Suppliers, Inc.
Haimbaugh Enterprises, Inc.
Plastopan North America

Office Supplies
Penny Wise Office Products

Nursery Stock
R.E. Chapin Mfg. Works, Inc.
Klusmeier, Inc.
Plastopan North America

Personal Protective Equipment
A & F Warehouse
Aearo Peltor
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
American Safety Utility Corp.
Arborist Direct/Div. of Norman Prince
Assoc., Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey’s Mail Order Woodsman Supplies
Company
Bartlett Manufacturing Company
Forestry Suppliers, Inc.
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Buckingham Manufacturing Co., Inc.
Climb Axe, Ltd.
Cutter’s Choice, Inc.
Ditch Witch of North Carolina/
Tree Equipment Division
Echo Incorporated
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
Fujikura Europe Limited
Hawkensen Equipment Co., Inc.
Husqvarna Forest & Garden Company
Kramer Equipment Company, Inc.
Lanphear Supply
Links Lumber and Landscape
Northeastern Associates
Norwalk Power Equip. Co.
PMI-Petzl Distributors, Inc.
Professional Tree Surgeon Supplies, Inc.
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
Tilton Equipment Company
Tree Line Supply
Tree Tools
Wall Industries, Inc.
Weaver Leather, Inc.
WesSpur, Inc.
Western Tree & Landscape Supply

Pruning Supplies
ADI Pruning Tools by TOL Incorporated
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
American Safety Utility Corp.
American Standard Company
Arborist Direct/Div. of Norman Prince
Assoc., Inc.
Arborist Supply Company, Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey’s Mail Order Woodsman Supplies
Company
Barnel International, Inc.
Bartlett Manufacturing Company
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Corona Clipper
Cutter’s Choice, Inc.
John Deere Consumer Products
Fanno Saw Works
Forestry Suppliers, Inc.
Fujikura Europe Limited
Gilmour Group
Growtech, Inc.
Hollie Wood Enterprises
Jameson Corporation
Kramer Equipment Company, Inc.
Lanphear Supply
Links Lumber and Landscape
Northeastern Associates
Norwalk Power Equip. Co.
PMI-Petzl Distributors, Inc.
Professional Tree Surgeon Supplies, Inc.
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
Tilton Equipment Company
Tree Line Supply
Tree Tools
Wall Industries, Inc.
Weaver Leather, Inc.
WesSpur, Inc.
Western Tree & Landscape Supply

Clothing
A & F Warehouse
Agape Designs
American Arborist Supplies, Inc.
American Safety Utility Corp.
Arborist Supply Company, Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey’s Mail Order Woodsman Supplies
Company
Bartlett Manufacturing Company
Forestry Suppliers, Inc.
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Buckingham Manufacturing Co., Inc.
Climb Axe, Ltd.
Cutter’s Choice, Inc.
Ditch Witch of North Carolina/
Tree Equipment Division
Echo Incorporated
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
Fujikura Europe Limited
Hawkensen Equipment Co., Inc.
Husqvarna Forest & Garden Company
Kramer Equipment Company, Inc.
Lanphear Supply
Links Lumber and Landscape
Northeastern Associates
Norwalk Power Equip. Co.
PMI-Petzl Distributors, Inc.
Professional Tree Surgeon Supplies, Inc.
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
Tilton Equipment Company
Tree Line Supply
Tree Tools
Wall Industries, Inc.
Weaver Leather, Inc.
WesSpur, Inc.
Western Tree & Landscape Supply

TCI PRODUCT DIRECTORY -36
Northeastern Associates
Norwalk Power Equip. Co.
Oregon Cutting Systems Div/Blount, Inc.
Professional Tree Surgeon Supplies, Inc.
Professional Tree & Turf Equipment
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tree Line Supply
Tree Tools
WesSpur, Inc.
Western Tree & Landscape Supply

Root Barriers
American Arborist Supplies, Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Ben Meadows Company
Bishop Company
Deep Root Partners, L.P.
Forestry Suppliers, Inc.
J. Mollema & Son, Inc.
Sherrill Arborist Equipment & Supply
Tree Tools
Western Tree & Landscape Supply

Rope
A & F Warehouse
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
The American Group - Samson Division
American Safety Utility Corp.
Arborist Direct/Div. of Norman Prince
Associ., Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey’s Mail Order Woodsman Supplies
Company
Bartlett Manufacturing Company
Bashlin Industries, Inc.
Ben Meadows Company
Bishop Company
Buccaneer Rope Company
J.P. Carlton Company
Climb Axe, Ltd.
Columbian Rope Company
Continental Western Corporation
Cutter’s Choice, Inc.
Ditch Witch of North Carolina/
Tree Equipment Division
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
Holliw Wood Enterprises
Kramer Equipment Company, Inc.
Lanphear Supply
Lift-All Company, Inc.
Links Lumber and Landscape
J.L. Matthews Company, Inc.
New England Ropes
The Niemeyer Corp.
Northeastern Associates
Norwalk Power Equip. Co.
On Rope 1, Inc.
PMI-Petzl Distributors, Inc.
Professional Tree Surgeon Supplies, Inc.
Professional Tree & Turf Equipment
Safety Test & Equipment, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Southeast Ocean Services, Inc.
Sunbelt Outdoor Products, Inc.
Tree Line Supply
Tree Tools
Wall Industries, Inc.
Wellington Leisure Products
WesSpur, Inc.
Western Tree & Landscape Supply
Yale Cordage, Inc.

Soil Amendments
A & F Warehouse
Artistic Arborist, Inc.
Ben Meadows Company
Green Pro Services
Growth Products, Ltd.
Isolite/Davison Golf, Inc.
Klusmeier, Inc.
Northeast Shade Tree
Northeastern Associates
Nu-Arbor Tree & Shrub Care Products
Plant Health Care, Inc.
Professional Tree Surgeon Supplies, Inc.
RICK-MARX Roots, Inc.
Shelter Tree, Inc./Tree Care Products
Tree Pro
Tree Tools
The Troubled Soils Company, Inc.

Tree Injection/Implants
American Arborist Supplies, Inc.
American Chainsaws & 2 Cycle, Inc.
ArborSystems, LLC
Artistic Arborist, Inc.
R.E. Chapin Mfg. Works, Inc.
Creative Sales, Inc.
DowElanco
ESSCO Distributors, Inc.
Forestry Suppliers, Inc.
Green Pro Services
Haimbaugh Enterprises, Inc.
Lanphear Supply
Links Lumber and Landscape
J.J. Maugt Company
J. Mollema & Son, Inc.
Professional Tree Surgeon Supplies, Inc.
Shelter Tree, Inc./Tree Care Products
Sherrill Arborist Equipment & Supply
D.J. Snyder Company
Tree Line Supply
Tree Tech Microinjection Systems
Western Tree & Landscape Supply

Tree Protectors
A & F Warehouse
American Arborist Supplies, Inc.
Arborist Supply House, Inc.
Artistic Arborist, Inc.
Bailey’s Mail Order Woodsman Supplies
Company
Ben Meadows Company
Deep Root Partners, L.P.
Forestry Suppliers, Inc.
Sherrill Arborist Equipment & Supply
Tree Pro
Tree Tools
Western Tree & Landscape Supply

Conveyors
Blockbuster, Inc.
Built-Rite Manufacturing Corporation
Holliw Wood Enterprises
Timberwolf Wood Processing Equipment

Digger Derricks
Specialized Hydraulics, Inc.

Gas Guns
American Arborist Supplies, Inc.

Hydro-Seeding Machines
Klusmeier, Inc.

Lubricants
Amsoil/Aggrand Products
Plantoil, Ltd.

PTO Stump Grinders
Miller Machine Works

Portable Sawmills
Bailey’s Mail Order Woodsman Supplies
Company
Wood-Mizer Products, Inc.

Pressure Washers
Tilton Equipment Company

Slings/Chains
Kramer Equipment Company, Inc.
Lift-All Company

Tool Boxes
Knaack Manufacturing Company
Kramer Equipment Company, Inc.
(S) ACRT, Inc. - Environmental Specialists
2545 Bailey Road, PO Box 401
Cuyahoga Falls, OH 44221-0401
800-622-2562
330-945-7500
Fax: 330-945-7200
http://www.acrtinc.com
E-Mail: askacrt@acrtinc.com
Richard E. Abbott
Jeff A. Saltzman
A full-service consulting firm providing electric hazard awareness (EHAP) and line clearance training, testing and certification. We also offer consulting, research and technical services pertaining to urban forestry, utility forestry and the environment.

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PO Box 1498
Tulare, CA 93275
800-732-2142
209-686-2844
Fax: 209-685-1006
Scott Hermann
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Fax: 011-441-428-654181
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In CT 800-245-5438
203-878-0694
Fax: 203-878-2549
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Manufacturer of aerial lifts, hydraulic dump chip boxes and accessories.
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Fax: 908-634-6459
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Sr. Vice President-National Arborist Sales
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330-821-2291 x221
Fax: 330-821-4836
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Fax: 209-836-1871
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Fax: 800-628-2068
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301 Lakeside Drive
Southampton, PA 18966
215-322-4040
Fax: 215-322-9404
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1651 Calks Ferry Road
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Fax: 803-356-3672
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Richard Dubé

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Manufacturer of folding saws, curved-blade tree saws, pole saws & special purpose saws. Also, supplier of pole pruners with wood or fiberglass poles. Fanno International, supplier of Tri-Edge pruning saws with durability in mind.

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Fax: 614-851-5015
Dwight Dana

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Knaack Manufacturing Company
420 E Terra Cotta Avenue
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Fax: 614-873-6775
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Fax: 215-639-1860
Richard Blum

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