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COVER PHOTO:
Our feature story this month focuses on the history of arboriculture and the techniques and equipment used over the past 50 to 60 years.
The future is now! That’s not to say that yesterday should be forgotten, but we need to spend our time thinking ahead—not looking behind.

Many tree service firms did very well this year and many just survived. Believe me, many are no longer with us. We all had to work hard and, in some cases, twice as hard as usual to sell half as much.

I can’t predict what kind of a year 1992 will be any better than anyone else can and, certainly, not as well as some. But I do know this: Success in any business climate is no accident. It comes with careful planning, attention to detail and the desire to make everything happen. In more difficult times you just have to work harder at it.

Now is the time to take a good look at 1991, decide what worked well for you and what didn’t and plan 1992 on your strengths while at the same time minimizing the weaknesses. You can be sure of one thing: Your competitors all know what worked well for you and every one of them will be using your ideas wherever they can in 1992. I know our competition will. They already are.

You have to be innovative, creative and unrelenting. You can’t stand still. So let’s get at it.

As I said, the future is now and now is going to be great. I’m full of confidence for 1992. TCI has a game plan for 1992 and we are going to make it work. We’re not going to worry about the competition. We are just going to do a great job and make the plan work.

You do the same. Put together a sound financial plan, an aggressive marketing strategy and a production schedule that ensures a profit. Don’t waste any time, 1992 will be as good as you want to make it.

The TCI family, Editor Peter Gerstenberger, Associate Editor Angela Cosgrove, Administrator Pat Felix, Director of Sales Tom Clancy, Circulation Manager Nancy Gagnon, our contributing editors and I would like to wish you all a very Merry Christmas and a healthy, happy and prosperous New Year!

Robert Felix, Publisher
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Crew members from Bartlett Tree Expert Company perform cavity work in the 1920s. The worker on the left is using a power tool while the worker on the right is using a hand chisel. Photo courtesy of Bartlett Tree Expert Company.
Arborists know there is much more to the care of trees than outdoor work. Field crews know that the work they do—and how they do it—is based on years of research and experimentation.

In the early days of arboriculture, however, things were much different. The following collection of old photos and writings by Leeman Strout, who worked with the Bartlett Company for many years, offers a glimpse of those early days.

Leeman F. Strout was born in Brunswick, Maine, in 1888. In 1910 he was hired by the Frost and Bartlett Company in Stamford, Connecticut, after having held a series of odd jobs. Little did he know that he would be with the Bartlett Company until his death in 1968.

Strout’s first job with Bartlett was as muscle man on a 50-gallon Gould barrel sprayer. That meant he pumped by hand to keep the pressure maintained for the man on the nozzle end, who sometimes had to climb as high as 50 feet into the tall trees to hit the top with the spray.

This experience prompted him to learn how to climb and improve the spraying process. Bartlett’s first gasoline powered spray rig appeared in 1911 thanks to his genius.

In his later years, Strout was considered part of the Bartlett Tree Research Laboratories, where he spent a lot of time working with the scientists. His efforts earned him the nickname “monkey wrench scientist” with many inventions in hydraulic devices to his credit.

At this time of year, when reflection upon the past is a common pastime, let’s take a look at how the arborists of 50 to 60 years ago approached various aspects of their chosen profession.

Cavity Work

(The following is excerpted from “The Good Old Days,” a collection of writings by Lem Strout.)

We did an enormous amount of cavity work in the old days. I remember how we got a big job in Philadelphia. A competitor had the contract, and some of the trees died. It seems this fellow dug out the trees to such a thin shell and filled them with so much cement that when a strong wind came up the trees were twisted, and they died. We were called in and given the job—$20,000 worth and all of it cavity work.

That kept 18 to 20 men going for months and months. We set up a blacksmith shop right out in the open. We bought dies and made our own threaded rods and bolts. We fastened a vise to a tree, and if I do say so, we ate high off the hog.

Cavity filling was the big thing in those days. Some cavities were enormous in size, and so were the old trees. I remember seeing many a cavity tacked over with a piece of tin just to hide the ugly scar. In others, anything, even discarded mattresses, would be dumped and then the cavity sealed with brick or cement. It was pretty crude.

In my early days cement came to be a pretty common filler. But it would crack and dry out and you’d have to go back in a few years, dig out the cavity and fill it all over again. We were always carrying on cavity experiments, looking for a material that would stop decay and prevent it from getting started again. Finally, we got Nuwud, a flexible wood-flour compound. The idea for it came from wood filler used on the decking of ships. It worked fine in stopping decay and keeping out moisture, but I wasn’t quite satisfied with it. Some cavities simply didn’t heal over well with it. I remember coming back to Stamford one May day in 1924 after a long pruning-spraying-cabling-cavity filling trip through the South. I told the boss I wasn’t satisfied with Nuwud and he said, “OK, Lem, you and I are going out tomorrow and do something about it.”

The next morning out at the farm we tried out a few things. One of them was some surgical dressing that we used to protect the cambium before we filled the cavity. It turned out to be the first heal collar. We kept good records after that of the thousands of cavities we filled using the heal collar, and they turned out to be 95% perfect, so good that in 1933 we were able to guarantee our cavity for the lifetime of the tree. We patented the heal collar.

At the same time we proved that cavities don’t need to be so deep and large. Years ago men used to hollow out a tree until there was only a shell left, which they had to lace together with steel rods to hold the tree together. Then they poured in cement. The trees were so weak after that a lot of them came down in storms.

There are not as many large cavities today as we once had, but there are plenty of smaller and medium-sized ones, and these should be filled before they become big ones. If you strike a large cavity, first feed and prune the tree, and cut the edges where you think necessary. Put the tree in the “hospital” for a year—under feeding and pruning treatment—and then if you think the tree will pull through, do the major surgery, fill the cavity.
The Role Of Education

(The following was excerpted from "The Good Old Days," a collection of writings by Lem Strout.)

As Dr. Bartlett put more and more emphasis on science, he became convinced that the best work could be done only when men were properly trained, knew what and why they were doing certain things, and could identify insects and diseases.

Formation of a school of tree surgery was in Dr. Bartlett's mind. It was a matter of evolution, so to speak.

When we got a group of new men in early spring, we would take them up into the apple trees in Dr. Bartlett's back yard and teach them to climb, using ropes.

The late Theodore Reuman, who was teaching history and science at Stamford High School, was asked by Dr. Bartlett to work out an integrated program for young men interested in tree work. Mr. Reuman did this in the afternoons and evenings. Summers he devoted full time to it. He served for a time in the field on Long Island to become acquainted with all phases of the work.

In 1923 the Bartlett School of Tree Surgery came into being. Mr. Reuman quit his high school job to become the first director of the school as well as personnel director of the company. I was the first instructor. O.W. Spicer, the late Clint Lawrence and George M. Codding gave the first lectures.

Courses of study were set up. They were taught entomology, pathology and physiology. Techniques of our work were explained and taught before the boys moved out. Everyone was given a thorough training in climbing, pruning and spraying. Cavity work was taught, feeding techniques detailed.

What made the school unusual was the earn-while-learning idea. After the first two weeks of instruction in Stamford, young men were sent to various divisions. There they came under the direction of competent foremen and supervisors. A record of the students' progress in the field was kept. Foremen would rate the young men in various areas of proficiency. The students were also required to continue their schooling and return to Mr. Reuman from time to time examination and other papers.

The following year the class would return to the school for more direct instruction. When the three-year course was completed, diplomas were awarded at commencement exercises.

Dendricians became foremen, and as the company expanded they went on to supervising, selling and other top positions in the company.

A few years after the school was founded, our laboratories came into being. Staff scientists became instructors and their knowledge was translated to the school men and others in the field so that everyone gained a greater knowledge of tree work and put it into practice.
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Pruning & Removal

Pruning and taking trees down are the most arduous and labor-intensive tasks for tree companies. Imagine what it must have been like to remove a large tree, stump and all, before the advent of the chain saw, aerial lift and stump grinder.

The gas-powered chain saw revolutionized tree removal, though the early chain saw wasn’t much help for pruning and could hardly have been considered much of an improvement over the two-man “misery whips” they replaced for felling and bucking.

In the ’30s and ’40s, it was uncommon for a climber to use a rope of any sort. Eventually, some started using a bowline-on-bight or a boatswain’s chair.

Hardhats and eye protection were virtually unheard of in the early years of tree work, and saw chaps and ear plugs didn’t come along until many years after the chain saw was introduced.

Tree Fertilization

Back in the 1920s and ’30s, arborists were using punch bars and hand augers to make holes for granular fertilizers. According to Bill Rae, president of Frost & Higgins, the methods were not too scientific. The Frost & Higgins Company in Arlington, Massachusetts, and the Charles F. Irish Company in Cleveland pioneered the Aero-Fertil method of fertilization.

Charles Irish and E.W. Higgins were close personal friends. Irish had the augers and injectors made by local foundries and sold them to other companies with the stipulation that one-half percent of companies’ sales in tree fertilization was to be donated to the research fund of the Shade Tree Conference, the predecessor to the International Society of Arboriculture.

The apparatus used included a commercial air compressor, pneumatic earth auger, pneumatic soil injector and granular fertilizer. Once holes were drilled, they would be hand-filled with fertilizer. The soil injector would then be inserted in the injection hole to aerate the soil and distribute the fertilizer.

According to Rae, Frost & Higgins employees cobbled together equipment for New England’s rocky soil. The injector was fashioned from a well point, some plumbing pipe and various types of valves and fixtures.
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Pesticide Application

(The following was excerpted from "The Good Old Days," a collection of writings by Lem Strout.)

When we had a spray order, we would go over to McNally's livery stable and hire a gentle horse and an express wagon. Then we'd go back to the warehouse, mount the barrel pump on the wagon, hire a man to work the pump handle, cluck "Giddap!" and away we'd go.

Every tree that was sprayed was climbed. Once up a tree, we would lower a rope and haul up the spray nozzle and hose, holler to the man on the ground to start pumping, and we were in business. Sure we'd get wet. But we covered the foliage thoroughly. Sometimes the man on the pump would go to sleep, so we'd holler down for more pressure.

When there was a spray job out of town, we first would ship the barrel pump and materials ahead by express. Then we'd take a train to our destination, get a room at a boardinghouse and do the same things all over again—hire a horse and wagon, mount the barrel pump, hire a hand to do the pumping and take off for the client's place.

Then came the Arlington, which was to last for many years. It was quite a sprayer. It had a 100-gallon tank, and a gasoline pump that gave us about 150 pounds of pressure. But we had to transport it the same way—by horse and wagon, and express it on ahead.

What really revolutionized spraying was the little old Ford. It furnished modern transportation. We would take an old Ford touring car, remove the body and windshield and bolt the Arlington sprayer on the chassis.

We thought we were in heaven. It was a slick outfit. Imagine, driving a car! We would strap the materials—spray chemicals, hose, etc.—to the top or sides.

After the Arlington came the Cub sprayer with a 200-gallon tank, which gave us an amazing 250 pounds working pressure.

But we still climbed trees, especially the tall ones, to spray them. Our spray gun consisted of a quarter-inch pipe rod with a bordelaux nozzle.

One of our big difficulties in those early days was with the garden hose. It kept bursting or pulling out of the couplings. Right after World War I we began to get better hose that would take higher pressure. But it still pulled out of the coupling. So we invented a coupling that not only would take high pressure and keep the hose from pulling out, but which would not damage and mar lawns and walks.

Cabling, Bracing

(The following is excerpted from "The Good Old Days," a collection of writings by Lem Strout.)

Don't get the idea that all we did in those early days were cavities. We did pruning and bracing and cabling and spraying, too. Some of the cabling jobs we did over 30 years ago are still in perfect shape today after all kinds of storms and hurricanes. But it took a lot of testing at our experimental grounds before we came up with the right cables and braces. Originally we installed different sized chains and hooked them onto eye bolts. Imagine dragging around a hundred feet of heavy chain and working it into a tall tree. But we did it.

The chain idea wasn't so good, so Bartlett became the first outfit to use cables. In the beginning we tried hard-drawn steel. After experimenting we found that soft-drawn steel cables worked better and were just as strong. A seven strand soft-drawn steel cable spliced a lot better and easier. The early steel rusted right away, so we had to cover the cable with a length of rubber hose to keep it dry. I remember one day we went out to the job and discovered that we forgot to load the cable on the wagon that morning. It was the last day we were going to be on that job, so I improvised by tying the leaders together with the rubber hose, intending to go back later and do the job right. Well, it happens that we were sent on the road right after that and I never got back to repair the job. A few years later I went by and that piece of hose was still in the tree doing the job as good as any cable. I wouldn't recommend doing it again, though.
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Large Tree Moving

The Frost & Higgins Company prospered during the Great Depression of the '30s working on large-scale tree moving jobs. The company landed several large contracts to move trees in the nation’s capital, including those around the Jefferson Memorial, Lincoln Memorial and Old Soldier’s Home.

The largest trees, like the large Zelkova serrata pictured here, kept a crew of 25 to 30 men busy for three to four weeks. Bill Rae estimates that moving the tree might have cost from $25,000 to $30,000 in 1935. It traveled one-eighth of a mile, ending up in Lafayette Square across from the White House. As far as Rae knows, it is still alive.

Crew laborers made between 50 and 60 cents an hour back then, which was considered very good wages. They certainly earned it. The root ball had to be dug and tied up by hand. A huge cable choker was pulled through the bottom of the root ball to sever it. If the ball held together, Rae explained, the tree could often be winched onto a platform. Occasionally, workers would have to tunnel under the ball to construct the platform without moving the tree.

Once secured, the tree was rolled up on heavy timbers with the help of a capstan winch on the back of the old Federal truck. The rope attached to the front of the truck prevents it from being pulled backward. This Zelkova had a 28-foot root ball and weighed 105 tons.
Davey Institute of Tree Science students learn cavity work in 1930. Photo courtesy of the Davey Tree Expert Company.

A crew is instructed in the workings of a sprayer mounted on a Ford chassis in the early 1920s. Photo courtesy of Bartlett Tree Expert Company.

An early-1950s era crew uses a two-man power saw to take down a tree uprooted in a storm. Photo courtesy of Asplundh Tree Expert Co.

Suspended in mid-air, a worker removes part of a branch with a hand saw in 1947. Photo courtesy of the Davey Tree Expert Company.
A view of hazard trees

I thought the article on Hazard Tree Evaluation (August) was generally good and would like to know how F.H. Bartlett Tree Expert Company derived their strength loss formula.

I believe the article has given an erroneous example of a "hazard" tree. The color picture in the upper left quadrant of Page 6 has an essentially dead tree in a field next to a road, fence and utility line. It is described as hazardous because of its high (implied meaning) potential to strike a high school student. Consider the following: If one-tenth of the students within a high school of 2000 walked past that tree to and from school, the target zone would be occupied for a total of 216,000 seconds per year (180 days in school year x 200 students x 2 trips per day x 3 seconds occupancy time at a point on the trail). Since there are 365 x 24 x 60 x 60 = 31,536,000 seconds per year, the target zone will be occupied by students 0.7% (216,000/31,536,000) of the time annually. I believe even this calculation is a very conservative overestimation of the occupancy rate. Note that all or part of this tree has a high probability of failing within the next 10 years; however, I would not consider this tree "hazardous" from a human injury perspective because the probability that this tree failure will cause injury is negligible. In units of the California State Park System we do not inspect trees along even heavily used hiking trails because the occupancy rate of the trail is so low.

I could understand justifying removal of this tree because of its potential to strike the utility line (I estimate 25%). However, if you are going to classify a tree hazardous when it has less than a 1% chance of causing injury or property damage, then you will be recommending removal of a very large number of trees. I feel that goes way past the legal level of reasonable and prudent action.

Stephen R. Bakken, forester
California Department of Parks and Recreation

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Though your hazard probability calculation for the tree in question (August issue, Page 6) sounds plausible, you would also need to factor in that students tend to congregate near this tree. Our photo did not show that. Any calculation should be weighed against the risk of injury.

Thank you

Thank you for sending my first issue (of TCI). Really enjoyed reading it and found it educational and fun.

Hope to see you at TCI Expo in Columbus in December.

Thomas Wilson
Treemendous Tree Care
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Vehicle Safety Rule

Final publication of the Occupational Safety and Health Administration’s motor vehicle safety rule is expected by the end of this year, but may be delayed due to the holiday season. The rule would require employers to provide driver safety training and ensure that drivers use seat belts when driving or riding in a motor vehicle while on official business.

The standard was first proposed last year by then-Labor Secretary Elizabeth Dole. The proposed standard remains a high priority with OSHA, with continued support from Labor Secretary Lynn Martin and OSHA Administrator Gerard F. Scannell.

All industries will be covered under the proposed standard, affecting some 35 million workers. This would make the vehicle safety rule one of the most far-reaching regulations promulgated by OSHA. According to OSHA estimates, the measure will save 465 to 684 lives annually. Motor vehicle accidents are the largest single cause of workplace fatalities.

Highlights of the original proposal included:
—required use of seat belts whenever vehicle is in motion;
—driver training program required for all employees who may drive, program to be developed by a professional;
—refresher training every three years;
—training required of new hires before they can drive company equipment, unless employee can demonstrate he received equivalent training in last three years.

OSHA received over 500 comments on the proposal, including comments submitted by the National Arborist Association. The material in the proposed standard is currently contained in Department of Transportation regulations. Therefore, NAA comments suggested excluding drivers of vehicles over 10,000 pounds. Seat belt use for drivers of vehicles less than 10,000 pounds is currently state regulated.

Michael Moore, an OSHA fire protection engineer and author of the proposed rule, told the Occupational Safety & Health Reporter "the rule will cover all vehicles of less than 10,000 pounds including light trucks, cars, and vans.”

OSHA’s policy review board scheduled the review process in October. With approval of the labor department’s policy board, the proposal would be sent to the Office of Management and Budget (OMB).

OMB approval with few changes could initiate publication by the end of this year. Effective date of compliance would be next spring.
This directory contains over 300 companies supplying the tree care industry with products and/or specialized services. The listings contain paid advertising. The information contained herein should in no way be construed as an endorsement of products or techniques. If your firm sells its products or services to the tree care industry and is not listed or is listed incorrectly, you should call Thomas Clancy, TCI's Director of Advertising, at 1-800-733-2622.
ALPHABETICAL LISTING

C - Chemicals  E - Equipment  
P - Professional Services  S - Supplies

A

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Dave Hineline
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ACRT, Inc.  
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227 DePeyster St.
Kent, OH 44240
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800-622-2562
Basic technical or upgrade tree care training in Kent, Ohio, or at your site.
Contact ACRT at 800-622-2562.

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Service, parts and sales. Aerial trucks, brush chippers, stump cutters, chain saws.
A complete line of arborist & safety supplies.

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Unit with working heights up to 73', side reach to 47', 45° overcrain lwr boom,
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Aero Lift Co.  E
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Fort Worth, TX 76118
Janet Curry  
817-284-9831

Agrotec, Inc.  
Highway 35 North, Box 49
Pendleton, NC 27862
919-585-1222
Agrotec manufactures tall tree sprayers to 40 GPM at 710 PSI-Lawn and shrub care sprayers.- Sizes 15 gal to 1000 g. See our ad in product guide.

Aircut  
2588 S. Railroad Ave.
Fresno, CA 93706
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Albiez Insurance Agency  
P.O. Box 1593
Union, NJ 07083
Gerald Holmes
800-272-6771

Alexander Equipment Co.  E
1050 N. Dupage Ave.
Lombard, IL 60148
Steve Johnston
708-268-0100
Distributor of Morbark brush & log chippers, tub grinders & whole tree chipping systems. Knives & parts for all makes and models.

Alliance Equipment Co., Inc.  E
1000 N. Union
Alliance, OH 44601
Sharon McCarty
216-821-2291
Manufacturers of replacement booms, buckets, liners, bucket covers, saw scabbards and related aerial device accessories. Also, fiberglass repair to booms and buckets.

Allied Utility Equipment, Inc.  E
W. 204 N. Goldendale Road
Germantown, WI 53022
Gary Mayworm
414-255-6161

Altec Industries, Inc.  E
P.O. Box 10264
Birmingham, AL 35202
205-991-7733
Altec manufactures and distributes a full line of aerial devices and bodies.
Complete sales and service network. Rentals available. Since 1929. See our ad in product guide.

American Arborist Supplies, Inc.  S
882 S. Matlack St.
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Richard Miller
800-352-3458 (in state)
800-441-8381 (out of state)

American Hydraulics, Inc.  E
Route 4, Box 4668
Hartwell, GA 30643
Russell Tupper
404-376-3192

American Intertool, Inc.  S
1255 Tonne Road
Elk Grove Village, IL 60007
Val Box
708-640-7766
800-334-3675

American Manufacturing Co., Inc.  S
200 Southpark Road, P.O. Box 88000
Lafayette, LA 70598
J.A. Berthelot
313-837-9241
American Safety Utility Corp.  
S  
P.O. Box 1740  
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Betty Hardin  
704-482-0601  
American Safety has a complete line of climbing equipment, saddles, rope, snaps, saws, scabbards, climbing boots, first aid, Jameson fiberglass pruner poles. See our ad in product guide.

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S  
157 Water St.  
Southington, CT 06489  
Nat Florian  
203-628-9643  

AmeriQuip  
E  
1480 Arrow Hwy.  
LaVerne, CA 91750  
Rex Perisho  
714-392-2033  

Andy's Truck Center  
E  
1141 S. Military Trail  
W. Palm Beach, FL 33415  
Andy Olivera Jr.  
407-965-6666  

Arbor Care Equipment  
S  
1650 W. Oakland Park Blvd.  
Fort Lauderdale, FL 33011  
John Draskovich  
305-735-6887  
New England & Arborplex ropes, carabiners, lowering devices, slings, pulleys, figure eights, steel core adj. lanyards, Carlton saw chain, plus much more.

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215-659-7922  

Arbor Computer Systems  
P  
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Westport, CT 06880  
Peter Hannan  
203-226-4335  

Arborist Supply House, Inc.  
S  
P.O. Box 23607  
Fort Lauderdale, FL 33307  
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Stock on Klein climbers, Felco pruners, Miller saddles, Arbor-Plex rope, Marvin pruners, & Deep Root barriers. Plus books by Shigo, Harris, Pirone, Johnson.  

Arborline, Inc.  
S  
P.O. Box 101  
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Fred Spain  
800-432-7627  
See our ad in product guide.

ArborSystems, Inc.  
C  
Box 31294  
Omaha, NE 68131  
David Mooter  
402-896-6320  
Iron and NPK nutriboosters  

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E  
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Quality plant care products including books, climbing gear, saws, ropes, aerating/chipping/spraying equipment & state of the art diagnostic tools/equip.

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Robert Asher  
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Asplundh Manufacturing  
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Creedmoor, NC 27522  
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800-331-1038  
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800-255-5715  
Builders of quality chip bodies and tool boxes for the tree care professional. Turnkey packages available on new and used chassis. See our ad in product guide.

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602-263-8889  
Quality plant care products including books, climbing gear, saws, ropes, aerating/chipping/spraying equipment & state of the art diagnostic tools/equip.

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Asplundh Manufacturing  
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100 Asplundh Ave.  
Creedmoor, NC 27522  
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800-331-1038  
See our ad in product guide.

Baker Equipment Engineering Co.  
E  
1700 Summit Ave., P.O. Box 25609  
Richmond, VA 23260  
James Gouldin  
804-358-0481  

Bandit Industries  
E  
6750 Millbrook Road  
Remus, MI 49340  
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Complete line of hand-fed tree and brush chippers. Drum style and disc style. Seven models to choose from. Bandit also offers a line of whole tree chippers with capacities up to 19" in diameter.

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Manufacturer of professional grade pole pruners, lopping shears, and pruning saws. Distributors of climbing gear and accessories.

B & B Mfg./Burlingame Bldrs.  
E  
West River Road, RD #3  
Olean, NY 14760  
Melissa Nix  
800-654-5320  

D.A. Beam Enterprises, Ltd.  
E,S  
P.O. Drawer 400  
Shelby, NC 28150  
D.A. Beam Jr.  
800-438-0671  
D.A. Beam Enterprises manufactures and distributes Skyrider aerial lifts, Wood/Chuck chippers and safety equipment for the tree trimming industry. See our ad in product guide.

Better Built Corp.  
E  
845 Woburn St.  
Wilmington, MA 01887  
Lynn Stewart  
508-657-5636  
See our ad in product guide.

B & G Equipment Co.  
E  
P.O. Box 130, 6120 Route 611  
Plumsteadville, PA 18949  
Michael C. Stevens  
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Since 1946, Bishop Co. has provided the highest quality tools & climbing equipment. Let us give you superior service to save you time and money. See our ad in product guide.

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Hunt Valley, MD 21030
Ellen Foreman
301-527-7000

Blackburn Manufacturing Co.
P.O. Box 86
Neligh, NE 68756
Don T. Gartner Jr.
402-887-4161

Blade Equipment Corp.
1211 Sherbrooke Court
Raleigh, NC 27612
800-736-5060

Bomar Corporation
1813 Harper Road
Kerrville, TX 78028
Robert Lyebecker
512-895-4373

Border City Tool & Mfg. Co.
32235 Blackstone Ave.
Warren, MI 48045
John Parenteau
313-758-5574

H.L. Bouton Co., Inc.
320 Main St.
Buzzards Bay, MA 02532
Jeff Sherman
800-426-1881
508-759-8000

Briggs & Stratton Corp.
P.O. Box 702
Milwaukee, WI 53201
Ron Miskelley
414-259-5333

Brothers Truck Sales
417 S. Military Trail
West Palm Beach, FL 33415
Ed Smith
407-478-2045

Brown Manufacturing Corp.
Route 3, Box 339
Ozark, AR 72901
207-795-6603

Bryan Equipment Sales
457 Wards Corner Road
Loveland, OH 45140
Jim Clubb
513-248-2000

Buccaneer Rope Co.
4711 126th Ave. North
Clearwater, FL 34622
Dan Pockman
800-358-7673

Buckeye Truck Equipment
939 E. Starr Ave.
Columbus, OH 43201
Jim Butcher
614-299-1136
800-282-6520

Buckingham Mfg. Co., Inc.
11-11 Dravis Ave.
Binghamton, NY 13904
James Fenneteau
607-773-2400

E.D. Bullard Co.
Route 7, Box 596
Cynthiana, KY 41031
Kathy Fogle
800-827-0423

Paul Bunyan Equipment Sales
R.D. 6 Box 749
Somerset, PA 15501
J.R. Enos
814-443-2991

Bush Leasing, Inc.
185 A Park Drive
Wilmington, OH 45177
Scott Sargent
800-766-2874

Cargotec, Inc.
307 Broadway
Swanton, OH 43558
Harvey Lodge
419-825-2331

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J.P. Carlton Company currently manufactures stump grinders ranging from 20 to 101 HP, gas and diesel available. See our ad in product guide.

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Leonard Cleaves  
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Arborist & landscape equipment sales-service-supplies. Rayco stump cutters, Morbark chippers, climbing gear, cable supplies, chain saws, commercial mowers.

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Coast to Coast Tree Equipment is a national advertiser for the industry. If you need equipment or have it for sale, call us. For tub grinders new and used call us.

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Micro-encapsulated implants work systemically inside the tree. Acecap & Medicap, products that protect our trees & preserve the environment.

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East Peoria, IL 61651  
Donald E. Wheeler  
309-694-1919  
800-352-5897

Creative Sales, Inc.  
P.O. Box 501  
Fremont, NE 68025  
Warren D. Wolfe  
800-759-7739

Cross Country Equipment  
P.O. Box 608, 120 Boyd St.  
DeSoto, MO 63020  
Jerry Flesher  
314-586-5933

Crowder & Assoc.  
5602 Randolph Blvd., Suite 1  
San Antonio, TX 78233  
Tom Crowder  
800-367-5467

C.U.E.S., Inc.  
Caldwell Drive  
Amherst, NH 03031  
Alan B. Morrison  
603-889-4071

Cummins Engine Co., Inc.  
Box 3005  
Columbus, IN 47202  
Jim Billington  
800-DIESELS

Cummins Michigan, Inc.  
41326 Vincenti Court  
Novi, MI 48050  
Jim Osborne  
313-473-9000

Cutwell Products  
201 S. 88th. Ave.  
Yakima, WA 98908  
Ted Bellamy  
509-966-1499

Edward W. Daniel Co.  
4049 St. Clair Ave.  
Cleveland, OH 44103  
Mike Kemison  
800-338-2658

The Davey Tree Expert Co.  
1500 N. Mantua St.  
Kent, OH 44240  
Gordon L. Ober  
800-445-8733

Deep Root Corp.  
15040 Goldenwest Circle  
Westminster, CA 92683  
Bert Taylor Jr.  
714-898-0563

Deutz Corporation  
3883 Steve Reynolds Blvd.  
Norcross, GA 30093  
Mike Cooper  
404-564-7100

De Will, Inc.  
61 S. Herbert Road  
Riverside, IL 60546  
Joel Willard  
708-447-1158

Dicke Tool Co.  
1201 Warren Ave.  
Downers Grove, IL 60515  
Todd Belobradydich  
708-969-0050

Direct Safety Company  
7815 S. 46th St.  
Phoenix, AZ 85044  
Dawn Thornton  
602-820-1812

Dirt & Chips 
2622 Bethlehem Pike  
Halfield, PA 19440  
George Wasser  
800-673-7841

Ditcher Saw, Inc.  
210 2nd St., P.O. Box 68  
St. Marys, WV 26170  
Eric Lyle  
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The number one choice in professional tree fertilizers call toll free. 1-800-448-1862. See our ad in product guide.

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1022 Hawn Ave., P.O. Box 78526  
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Richard Griffis  
318-226-0081

Doskocil Industries, Inc.  
1324 W. Rialto Ave.  
San Bernardino, CA 92406  
714-885-0988
See our ad in product guide.

Dow Elanco  
9002 Purdue Road, Quad IV  
Indianapolis, IN 46268  
Gary Williams  
317-870-7134

D.S.R., Inc.  
1109 Trinidad Lane  
Garland, TX 75040  
Donald M. Elliottson  
214-272-9928

Duerr, Inc.  
207 Crestline  
Spokane, WA 99202  
Dennis Duerr  
509-536-6069

TCI PRODUCT DIRECTORY - 4
Echo, Inc.
400 Oakwood Road
Dan Dickinson
Lake Zurich, IL 60047
708-540-8400

Howard L. Eckel & Associates
Plaza 51-221, 444 Brickell Ave.
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800-233-8510, ext. 444

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Brent Lease
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Elske Corporation
P.O. Box 850, 18 Taylor Ave.
Bethel, CT 06801
Roland Weslerdal
800-888-6582

Elvex Corporation
P.O. Box 850, 18 Taylor Ave.
Bethel, CT 06801
Brent C. Wilkes
404-964-3322

Environmental Consultants, Inc.
207 Lakeside Drive
Southampton, PA 18966
Dennis E. Holewinski
215-322-4040
Consulting services: Line clearance, vegetation management, urban forestry, PC computer programming, crew productivity, software, IPM-Green Guardian for PC.

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Complete arborist supplies, spray equipment, chemicals, fertilizers, Bandit brush chippers, log splitters, Rayco stump cutters.

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Engine Center, Inc.
2351 Hilton Road
Ferndale, MI 48220
Bob Tell
313-399-0002

Engine Distributors, Inc.
777 Annapolis Road
Gambrills, MD 21054
Stephen Cummins
301-923-0811

Engine Distributors, Inc.
332 South 17th St.
Camden, NJ 08105
Glen Cummins Jr.
609-365-8631

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Federal Signal/Dutymaster offers a full line of warning signals: rotating & strobe lights, lightbars & more. For info. or free catalog: 800-433-9130.

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Dearborn, MI 48121
Don A. Kunka
313-323-2090

Forestry Suppliers, Inc.
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Jerry Pelly
601-354-3565

Fox Manufacturing, Inc.
P.O. Box 6
Lowell, IN 46536
Dan Fox
219-696-1440

Friend Mfg. Corp.
Prospect St.
Gaspour, NY 14067
Terry P. Culp
716-772-2622

Allan Fyfe Equipment Ltd.
261 Bowes Road
Concord, Ontario L4K 1 H8
Canada
Alastair Fyfe
416-669-1313

Fairfield American Corp.
201 Route 17 North
Rutherford, NJ 07070
W.K. Bill German
201-507-4880

Fairmont Hydraulics
507 Downtown Plaza, P.O. Box 517
Fairmont, MN 56031
Bart Stadtherr
507-238-4357

Falkenburg, Inc.
9429 S.E. Lawnfield
Clackamas, OR 97015
Gary Falkenburg
800-424-7867

Fanno Saw Works
P.O. Box 628
Chico, CA 95927
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916-895-1762
Quality saws since 1921. Now offering the Fanno international line of "tri-edge" curved and straight blade pruning saws.

GFX Corporation
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Richard McCann
617-740-0350

Global Rental Co., Inc.
P.O. Box 43626
Birmingham, AL 35243
Mark Wegel
800-445-6295

TCI PRODUCT DIRECTORY - 5
Harmony Products
2121 Old Greenbrier Road
Chesapeake, VA 23320
Mark Nuzum
804-523-2849

Hawkensения Enterprises, Inc.
Route 25
Plymouth, NH 03264
Steve Huss
603-536-2433

Haybuster Mfg., Inc.
Box 1940
Jamestown, ND 58401
Steve Egeland
701-252-4601
See our ad in product guide.

Hercules Engines, Inc.
101 Eleventh St. SE
Canton, OH 44707
Bob Morgan
216-454-5631

Hi-Ranger, Inc.
P.O. Box 177
Waukesha, WI 53187
George Kleist
414-547-1000
See our ad in product guide.

HMC/The Green Machine
P.O. Box 4070
Medford, OR 97501
Bill Chambers
213-603-9888

Hodges Manufacturing Co., Inc.
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Mountain Home, AR 72653
Jake Minton
800-525-6312
501-492-6116

Holan Mfg., Inc.
839 Everee Inn Road
Griffin, GA 30223
Leo Nowak
404-227-9423

Homelite/Div. of Textron, Inc.
14401 Carowinds Blvd.
Charlotte, NC 28273
Stephen Peace
704-588-3200

TCI PRODUCT DIRECTORY - 6
Jameson Corp.  S  P.O. Box 240277  Charlotte, NC 28224
Bob Hillard  704-525-5191  800-346-1956
Jameson Corp. manufactures safety tools, fiberglass tree-trimming poles and hydraulic tool holders for utilities, arborists and contractors.

Jarraff Industries, Inc.  E  P.O. Box 2012  North Mankato, MN 56001
George Boyum  507-345-1115  800-767-7112

Jeffrey Div., Dresser Indust., Inc.  E  Box 387  Woodruff, SC 29388
R.J. Adams  803-476-7530

JLG Industries, Inc.  E  JLG Drive  McConnellsburg, PA 17233
Todd Willman  717-485-5161

JRP International, Inc.  C  P.O. Box 1472  Fond du Lac, WI 54935
John Rixen  414-922-6717

Kemp West, Inc.  E  4911 Bickford Ave.  Everett, WA 98205
Tim Davison  206-334-5572

Kendall Mfg., Inc.  E  P.O. Box 831  Lawrenceville, GA 30246
Robert Williams  404-822-9822

Kershaw Manufacturing Co., Inc.  E  P.O. Box 24410  Montgomery, AL 36124
205-271-1000

Kinetic Stump Cutter, Inc.  E  P.O. Box 115  Jupiter, FL 33468
Russell E. Mollberg  800-422-9344

Klein Tools, Inc.  S  P.O. Box 599033  Chicago, IL 60659
708-677-9500
Klein Tools offers a complete line of occupational protective equipment, including specialized tree-trimmer equipment. Know and follow ANSI Z133.1.

Kohler Co. Engine Division  E  444 Highland Drive  Kohler, WI 53044
800-544-2444

Karl Kuehmerling, Inc.  E,S  129 Edgewater Ave., NW  Massillon, OH 44646
Charles Ritz  216-477-3457

Labonville, Inc.  S  504 Berlin-Gorham Road  Gorham, NH
Richard Labonville  603-752-4030
See our ad in product guide.

Lambeth Corp.  S  P.O. Box G-825  New Bedford, MA 02742
Carolyn Hughes  508-995-2626

Lanier Industrial Products, Inc.  S  P.O. Box 1166  Perry, FL 32347
Louis Lanier  904-584-3340

Lanphear Supply  C,E,S  1884 S. Green Road  South Euclid, OH 44121
Dave Ausperk  216-381-1704
For all your tree care equipment & supplies: pruning, rigging, ropes, saddles, injections, fertilizer, chippers, stump & root cutters, spraying. See our ad in product guide.

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Dennis Morrow  817-831-0961

Lenan Corp.  E  20 S. Main St.  Janesville, WI 53545
Bill Forbes  608-752-1601

A.M. Leonard, Inc.  E  P.O. Box 816  Piqua, OH 45356
Mark Barhorst  513-773-2694

Leonardi Mfg., Inc.  E  2728 Erie Drive  Weedsport, NY 13166
Ezio Leonardi Sr.  800-537-2552
See our ad in product guide.

Lesco, Inc.  C,E  2005 Lake Road  Rocky River, OH 44116
David Hoek  216-333-0961

Levco Manufacturers, Inc.  E  P.O. Drawer L  Wynne, AR 72396
Jed Hollan  501-238-8126
Ten models of stump grinders including PTO driven for landscaping to landclearing. See our ad in product guide.

Lift All/Hydra Tech, Inc.  E  3020 Commercial Road, P.O. Box 9738  Fort Wayne, IN 46899
Neal Anklam  219-747-0526

Lobo Management, Inc.  P  Jug End Road, P.O. Box 261  South Egremont, MA 01258
Susan B. Haupt  413-229-8565
Business consultant, 35 years experience: operations & office system analysis, recommendations for improved knowledge & profitability; Accountable Arborist software.

Lyons Equipment Co.  E  Route 353  Little Valley, NY 14755
Andy Reese  716-938-9175
Malbo Pruning System/Brewt
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Atwater, CA 95301
Butch Rhoton
209-394-3122
800-255-9180
Air-powered pruning system: Shears, loppers, chain saw, hedger, brushcutter, gas & PTO driven pruning compressors.

Manitex, Inc.
4300 Acapulco Ave.
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Jack McKay
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Mathews Ford, Wooster
4199 Cleveland Road
Wooster, OH 44619
Alan Streit
800-589-2065

J.J. Mauget Co.
2810 N. Figueroa St.
Los Angeles, CA 90065
Nate Dodds
800-TREES-RX
See our ad in product guide.

McCulloch Corp.
P.O. Box 11990
Tucson, AZ 85734
602-574-1311

Medi-Ject Tree Injection Sys. Co.
520 Eldora Lane
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John Fishbach
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Treatment of iron deficiencies in pin oaks, maple, sweetgum, and many other trees. One treatment will last for 3-4 years. Fewer wounds and no annual wounding.

Merck & Co.
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Paul Hudson

Miller Equipment Co.
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Franklin, PA 16323
Rob Beightol
800-873-5242
814-432-2118

Milwaukee Electric Tool Corp.
13135 W. Lisbon Road
Brookfield, WI 53005
Debra Saykowski
414-783-8311

Minnesota Wanner Co.
5145 Eden Ave. So.
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Tom Wanner
800-247-4998
Minnesota Wanner carries a complete line of quality sprayers and accessories for the professional applicator.

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Morrison Industries, Inc.
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Jim Morrison
714-476-2777

Moyer & Son, Inc.
113 E. Reliance Road, P.O. Box 198
Souderton, PA 18964
Mark Phipps
800-345-0419
215-723-6001

Mr. Trees
18 Commercial Blvd.
Ignacio, CA 94949
Tripp Curtis
415-485-5455

Muench Co., Inc.
15 Virgil St.
Stamford, CT 06902
Alan F. Ritch
203-323-9921

Mycogen Corporation
5451 Oberlin
San Diego, CA 92121
619-455-8030

National Safety Equipment Outlet
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Charlestown, NH 03603
Phil Burt
603-826-4070
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Franklin Park, IL 60131
Don Arenberg
708-455-8600

New England Arborware, Inc.
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Tom Duffy
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800-242-9660
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New England Ropes
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Newton Square, PA 19073
Dean Diehl
215-356-2672

North American Micron
P.O. Box 1227
Reedley, CA 93654
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Northeast Shade Tree
166 Clinton St.
Portsmouth, NH 03082
Jeffrey W. Ott
603-436-4804

Northeastern Associates, Inc.
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Fairfield, NJ 07004
Vince Dujets
201-227-0359

Oregon Cutting Saws
P.O. Box 22127
Portland, OR 97222
Rhys Campbell
503-633-8881

P

The Pancoast Concern, Ltd.
23 E. Main St., Suite 4
Vicar, NY 14564
Duane A. Pancoast
716-924-4570

Plant Food Co., Inc.
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Ted Platz
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Plastic Composites Corporation
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Worthington, OH 43085
A. Maris Franke
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Precision Laboratories, Inc.
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Northbrook, IL 60065
Bob Gordon
708-498-0800
800-323-6280

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Buffalo, NY 14240  
Bill Krawczyk  
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Rockland Corporation  
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New Haven, CT  06511  
Wayne Williams  
203-786-5295

Samson Ocean Systems, Inc.  
2090 Thornton Road  
Ferndale, WI  53224  
Tom Selman  
260-384-4669

Sandoz Crop Protection  
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Des Plaines, IL  60018  
Ron Fister  
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Schodorf Truck Body & Equip. Co.  
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Jim Ochetti  
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Elwood, IN  46036  
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Sharp Edge, Inc.  
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Winn, MI  48896  
Jeff Recker  
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The Sharp Tool Co.  
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Newton, MA  02158  
Amy Hollister  
617-332-7178

Shawtown Industries, Inc.  
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Camarillo, CA  93010  
Howard Schau III  
805-987-5809

W.T. Sherrill, Inc.  
3101 Cedar Park Road  
Greensboro, NC  27405  
Tobe Sherrill  
800-525-8873

Shindalwa, Inc.  
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Tualatin, OR  97062  
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Big Pool, MD  21711  
Donald F. Blair  
301-842-2544

Simon-Telelect, Inc.  
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Terry VanConant  
605-882-4000

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TCI PRODUCT DIRECTORY - 10
Solo Inc.
5100 Chestnut Ave., P.O. Box 5030
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Sheila Mikita
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Source Technology Biologicals, Inc.
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Minneapolis, MN 55406
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404-962-6720

Southern Mill Creek Prod. Co., Inc.
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Formulator of Pratt insecticides, including DX insect spray (an organic insecticide containing pyrethrins and rotenone).

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Mike Thurow
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Ron Manning
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John Deere diesel engines, 50-300 hp for all applications: custom power units, gensets, repower engines, call for info. 800-521-0956 (distributor)

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800-282-9115
Formulator of Pratt insecticides, including DX insect spray (an organic insecticide containing pyrethrins and rotenone).

Spectrum Technologies, Inc.
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Mike Thurow
800-248-8873

Spotlight Industries, Inc.
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Westlake Village, CA 91361
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818-706-1945
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Foray is a B.t. (Bacillus thuringiensis) product from Novo Nordisk that has proven successful in controlling foliage-feeding caterpillars such as gypsy moths, tent caterpillars, loopers, leafrollers, webworms, bagworms, cankerworms and others on trees and shrubs. It is biodegradable and safe to humans and all non-targeted organisms. Available in 2-1/2 gallon containers. Novo Nordisk Bioindustrials, Inc., 33 Turner Rd., Danbury, CT 06813-1907. 1-800-283-3386.
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**BANDIT INDUSTRIES, INC.**

If you are into big tree take downs and land clearing, you must consider the Bandit 1250 Whole Tree Chipper. Built like our popular hand-fed chippers, the rugged 1250 is designed to be fed by a loader. The 1250 has a powerful feed system—up to 200-HP, and is available with hydraulic down pressure on the top feed wheel and a hydraulic winch. For more information about all our Bandit's, call 1-517-561-2270. Bandit Industries, Inc., 6750 Millbrook Rd., Remus, MI 49340.

**DOSKOCIL INDUSTRIES, INC.**

The new Dosko 983-H 6" hydraulic chipper is designed with a unique feed roller system that moves forward, toward the knives and up, as material is fed into knives allowing you to chip larger material without kickback. Clockwise rotating in-feed design can produce hundreds of foot pounds more downward pressure than conventional feed systems. Patent Pending. Doskocil Industries, Inc., 1324 W. Rialto Ave., San Bernardino, CA 92410. 1-714-885-0988.

**MORBARK**

The new E-Z Model 20/36 chipper/recycler, with its patented drum design, uses less horsepower, runs quieter and will out-chip any chipper on the market. The 20/36 features a 36" drum with revolutionary chip pockets, allowing it to handle the nasty brush with less horsepower. Ask for your side-by-side demonstration today. Call us at 1-800-233-6065 for the location of your nearest E-Z Chipper dealer. Morbark, P.O. Box 1000, Winn, MI 48896.
VERMEER MANUFACTURING CO.

Bring on the brush! Meet the new Vermeer 1220. The 1220 offers you the power and performance of Vermeer's No. 1 selling top-of-the-line unit (1250) in a budget-sensitive hydraulic-feed chipper. Vertical feed rollers (no wrapping!). Choose between 76 hp (gas) and 80 hp (diesel) models. Optional feed sensor governs the feed. 270 degrees discharge capacity. And the longest feed table in the industry! Vermeer Manufacturing Co., P.O. Box 200, Pella, IA 50219, 800-829-0051.

WOOD/CHUCK CHIPPER CORP.

Wood/Chuck incorporated 20 years of chipper building experience in designing its latest model heavy-duty disc chipper. The HyRoller is more dependable, handles 12" material, features a superior hydraulic feed system and provides greater operator safety. For more information about Wood/Chuck Chippers, SkyRider Aerial Lifts or Safety Test & Equipment Co., call: D.A. Beam Enterprises, Ltd., P.O. Box 400, Shelby, NC 28150. 1-800-438-0671.

HUSQVARNA

Lightweight Husqvarna Highcutter PS50 hydraulic pole pruning saw designed for tree services and utilities, features a telescopic shaft of lightweight fiberglass and reinforced polyester available in five lengths extending up to 20 feet combined with a 3.2 hp, 49 cc engine and a durable back harness allows the user easy mobility and comfort. Husqvarna Forest & Garden Co., 9006 - J Perimeter Woods Dr., Charlotte, NC 28216, 1-704-597-5000.

POULAN / WEED EATER

Poulan Pro has enhanced its professional chain saw family with Model 415. An inboard style clutch, high power and low weight make it ideal for the tree service industry. Poulan Pro is well known for the S-25 DA saw, but other models in the line feature the same high quality and performance. Contact Poulan/Weed Eater, 5020 Flournoy-Lucas Road, Shreveport, LA 71129, 318-687-0100.
STIHL INC.

The 066, Stihl's most advanced chain saw combines high power and low weight making it an equally good felling or limbing saw. It has a 5.6 cubic inch/91.6 cc engine and weighs only 16.1 lbs. The 066 also features an LED display for fast and accurate carburetor adjustments. Stihl Incorporated, P.O. Box 2015, Virginia Beach, VA 23452. 1-804-486-9100.

TILTON EQUIPMENT CO.

The Olympyk 935DF was designed and engineered specifically for the tree care professional. The 2.1 cubic inch powerhead weighs less than 8.5 lbs., and features a chrome-impregnated cylinder, dual ball bearing-supported crankshaft, electronic ignition and a fully adjustable automatic oiler. Anti-vibration and chain brake are standard. For more information, call us toll-free 1-800-447-1152 or write: Tilton Equipment Co., Dept. RPM, P.O. Box 68, Rye, NH 03870-0068.

DOGGETT

THE TREE FERTILIZER COMPANY

Since 1941, we have manufactured the leading brands of soluble fertilizers and kept ourselves current on tree nutrition and fertilization research. Not only do we strive for the optimum in formulating the finest product for the tree but also to make the most suitable product for the tree health professional. To receive our free catalog, contact: The Doggett Corporation, Lebanon, NJ 08833. 1-800-448-1862.

ARBORTECH

Quality chip bodies and tool compartments manufactured of rust-resistant galvanneal steel. Complete packages available through stock chassis programs save both time and money. Financing assistance available. Replacement and new bodies installed on 24-hour turn-around program. Arbortech also offers a full line of telescopic cranes plus a full line of pickup caps, tool boxes and accessories. Arbortech, 3203 W. Lincoln Way, Wooster, OH 44691. 1-800-255-5715.
SCHODORF TRUCK BODY

Schodorf Truck Body has manufactured forestry bodies for over 40 years. Pictured is a crew cab unit with sloped rear corner. From this innovative option to standard units, quality and strength are designed into each body. Complete units, with chassis, in stock for immediate availability. Schodorf Truck Body & Equipment Company, 885 Harmon Avenue, Columbus, OH 43223. 1-800-288-0992.

SOUTHCO INDUSTRIES, INC.

The industry's largest manufacturer of forestry bodies. Sizes ranging from 10 to 30 cu. yard capacity mounted on your choice of Ford, GMC, International, or Freightliner chassis cabs to complete your package. Southco Industries also sells brush chippers, aerial units, knuckle boom cranes, service bodies and platforms. Southco's mission & guarantee is "Customer Satisfaction". Find out why. Southco Industries, Inc., 1840 E. Dixon Blvd., Shelby, NC 28150. 1-800-331-7655.

J.J. MAUGET COMPANY

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

HAYBUSTER MANUFACTURING, INC.

Haybuster Mfg., Inc. offers a wide range of Industrial Grinders for processing all types of organic yard waste. Sizes vary from grinders powered by 110 H.P. diesel engines to large grapple fork equipped units powered by 500 H.P. diesel engines. The Industrial Grinder offers high capacity product output and durability. For more information, contact Haybuster Mfg., Inc., P.O. Box 1940, Jamestown, North Dakota, 58402-1940. 1-701-252-4601. FAX: 1-701-252-0502.
### RECYCLING SYSTEMS, INC.

Portable, powerful and productive, the RSI Commercial Tub Grinder is ideal for disposal/recycling wood and other organic waste including brush, limbs, small stumps, bark, yard waste and demolition debris. Produces refined, consistent output at levels up to 40 tons per hour. For details on the Commercial Tub Grinder and our complete line of recycling equipment, contact Recycling Systems Inc., P.O. Box 364, Winn, MI 48896. 1-517-866-2800.

### AGROTEC INC.

Agrotec presents the Tree Master 500 gallon skid/trailer sprayer. The Tree Master comes in (2) models. The ASK5094 features an 11 hp engine and 20 gpm/500 psi pump. The ASK5095 features an 18 hp engine and 27 gpm/500 psi pump. Both units are mounted on a heavy-duty steel frame with a low profile UV resistant elliptical poly tank for a sleek look. Agrotec, Inc., P.O. Box 49, Pendleton, NC 27862-0049. 1-919-585-1222. FAX: 1-919-585-1023.

### NORTHEASTERN ASSOCIATES

Northeastern offers a wide-range of tree & shrub sprayers in our standard or custom built line from 50-600 gallons. We believe a sprayer design should be affordable, dependable & simple to use. Our sprayers are mounted on heavy-duty Mig welded steel frames for durability and long life. These features, coupled with quality and 20 years experience, make Northeastern sprayers one of the finest on the market. Northeastern Associates, 23 “I” Commerce Road, Fairfield, NJ 07004. 1-201-227-0359.

### PROFESSIONAL TREE & TURF

Introducing the new fiberglass 300 or 400 gallon pickup sprayer with modified fiberglass topper, providing security while maintaining low visibility. It offers up to three compartments, two pumps, two reels, air gap fill system, fiberglass floor and all modular design. Gives a very modern, sleek appearance. Call us for all your sprayer needs, from small to large, new or used. Professional Tree & Turf Equipment, 6945 Indiana Court, #400, Golden, CO 80403. 1-800-237-7785.
### Sprayers

**Spraying Devices, Inc.**

SDI offers over 100 different tree sprayers with tank sizes from 50 through 1000 gallon, pumps from 9-51 GPM plus split tank and double pump options. Featured is our 300 gallon model, split 200/100 with 35 GPM and 14 GPM pumping units. Call 1-209-SDI-5555 for more information and factory direct prices. Spraying Devices, Inc., P.O. Box 3107, Visalia, CA 93278.

**Westheffer Company Inc.**

Westheffer Company has been building quality sprayers for the tree care industry for over thirty years. From small pick-up mounted sprayers to large 1200 gallon tankers, we can meet your exact needs. For more information, call us toll-free at 1-800-362-3110. Westheffer Co. Inc., P.O. Box 363, Lawrence, KS 66044.

### Stump Grinders

**J.P. Carlton Company**

J.P. Carlton Manufacturing Company offers a wide-range of tree stump grinders. We offer a 20 HP self-propelled, 37 HP & 65 HP gasoline powered, plus 41 HP, 54 HP and 68 HP diesel units. Featured is the Model 6800 turbo diesel, a very aggressive grinder. During our 39 years of business, we have listened to and learned from our customers which has enabled us to produce the highest quality stump grinders on the market today. J.P. Carlton Company, 121 John Dodd Rd., Spartanburg, SC 29303. 1-800-243-9335.

**Levco Manufacturers, Inc.**

The Levco Model HD50JT Stump Grinder (pictured) features a 95 H.P. turbo-charged John Deere diesel engine. It is one of ten stump grinder models available from Levco. We also manufacture PTO drive models & self-propelled machines that fit through fence gates. For more information, contact: Levco Manufacturers, Inc., P.O. Drawer L, Wynne, AR 72396, 1-501-238-8126.
RAYCO MANUFACTURING INC.

Only Rayco makes a complete line of stump cutters from 20 to 190 HP. Rayco stump cutters are known worldwide for their profit-earning potential and amazing value. Diesel or gasoline powered, each model has special features that increase productivity and enhance safety—at a minimal labor cost. We invite you to write or call us toll-free for additional information. Rayco Mfg. Inc., 4255 Lincoln Way E., Wooster, OH 44691. 1-800-392-2686 out of state or 1-800-392-2687 in Ohio.

VERMEER MANUFACTURING CO.

Vermeer invented stump cutter back in 1957. And, today, through its nationwide dealer organization, they sell and service more units than all other competition combined. The Vermeer 20hp “Budget Cutter” (Model 206 featured), cuts out stumps 10.5” below and 21” above ground level. Self-propel makes it easy to maneuver, load and unload. And the 35” transport width gets you easily into tight areas. Vermeer Manufacturing Co., P.O. Box 200, Pella, IA 50219. 1-800-829-0051.

LEONARDI TEETH INC.

Leonardi Teeth is a manufacturer with over 45 years of metal working experience. Combine this with careful attention in the production processes and we produce stump grinding teeth second to none in quality and price. Call us at 1-800-537-2552 from anywhere in the U.S. or Canada for a free flyer and direct factory to you delivery. Leonardi Teeth Inc., 2728 Erie Drive, Weedsport, NY 13166.

UD TRUCKS

At UD of Dallas, you’ll discover UD trucks, the medium-duty movers. Choose the truck that's sized right for your needs. Choose from a wide range of wheelbases. A choice of manual or automatic transmission. A choice of diesel engines - 210 and 240 horsepower. All UD trucks offer cabover maneuverability. Rental/Leasing Available. UD Trucks of Dallas, 8231 Carpenter Freeway, Dallas, TX 75247. 1-214-634-7406.
**BETTER BUILT CORPORATION**

Better Built Corporation manufactures the “affordable portable” one man band sawmill. Weighs only 45 lbs. Will cut 20" diameter logs into lumber from a minimum thickness of 1/8" to a maximum of 9". Standard equipment includes guide beams for squaring cuts. Gas and electric models available. **Better Built Corporation, 845 Woburn St., Wilmington, Mass. 01887. 1-508-657-5636.**

**MULTITEK, INC.**

The Multitek Firewood Processor Model 2020SL features a 35 HP, water-cooled diesel engine. One operator can self-load, cut & split random length, low grade hardwood logs up to 20" in diameter. The entire unit is hydraulic driven. An adjustable splitter will split uniform pieces in halves, quarters, sixths, or eights. For further information, call 1-800-243-5438. **Multitek, Inc., P.O. Box 170, Prentice, WI 54556.**

**LIST OF ASSOCIATIONS**

- **American Forestry Association**
  Gary A. Moll
  1319 18th St. N.W.
  Washington, DC 20036
  202-467-5810

- **American Society of Consulting Arborists**
  John Duke
  3895 Upham St., Suite 150
  Wheat Ridge, CO 80033
  303-425-0814

- **Municipal Arborist & Urban Foresters Society**
  Dave DeVoto
  Board of Park Commissioners
  3800 Bryant Ave. S.
  Minneapolis, MN 55409
  612-348-4448

- **National Arborist Association**
  Robert Felix
  The Meeting Place Mall
  Rout 101, P.O. Box 1094
  Amherst, NH 03031
  800-733-2622

- **International Society of Arboriculture**
  William Kruidenier
  P.O. Box 908
  Urbana, IL 61801
  217-328-2032

- **Society of Commercial Arboriculture**
  Jon Hickey
  Lehman Plant Care Co.
  202 N. Hickory St.
  N. Massapequa, NY 11758
  516-932-1455

- **Student Society of Arboriculture**
  Kenneth Otman
  Municipal Building, Room 705
  841 N. Broadway
  Milwaukee, WI 53202
  414-278-3595

- **Utility Arborist Association**
  Paul Appelt
  Commonwealth Edison
  1319 S. 1st Ave.
  Maywood, IL 60153
  708-450-5215

TCI PRODUCT DIRECTORY - 24
SUBJECT LISTING

CHEMICALS

Biocides
Mycogen Corporation
Novo Nordisk Bioindustries, Inc.
Sandoz Crop Protection

Chemical Absorbents
Precision Laboratories, Inc.

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ArborSystems, Inc.
Artistic Arborist, Inc.
Creative Sales, Inc.
The Davey Tree Expert Co.
The Doggett Corporation
Wilbur Ellis
Harmony Products
JRP International, Inc.
Lesco
Lanphear Supply
J.J. Mauget Company
Moyer & Son, Inc.
Northeast Shade Tree
Plant Food Company, Inc.
Pro-Lawn Products, Inc.
Rockland Corporation
Schultz Company
Spring Valley Turf Products
Weatherly Consumer Products, Inc.

Growth Retardants/Regulators
Arborchem Products
Dow Elanco
Wilbur Ellis
Northeast Shade Tree
Roots, Inc.
Valent Corp.

Insecticides
Ciba-Geigy Corporation
Creative Sales, Inc.
Dow Elanco
Fairfield American Corp.
Lesco
J.J. Mauget Company
Monsanto Company
Rhone-Poulenc Ag. Company
Rockland Corporation
Southern Mill Creek Prod. Co., Inc.
Tree Inject Systems
Univar Chemical Co.

Adjuvants/Misc. Chemicals
Agrosteke
Artistic Arborist, Inc.
Spectrum Technologies, Inc.
Trebor Corp.

EQUIPMENT

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Aerial Lift, Inc.
Aero Lift Co.
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Allied Utility Equipment, Inc.
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American Hydraulics, Inc.
Al Asher & Sons, Inc.
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Baker Equipment Engineering Co.
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Global Rental
Hi-Ranger, Inc.

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Alexander Equipment
Allied Utility Equipment, Inc.
AmeriQuip
Asplundh Manufacturing
Badger Chipper Co.
Bandit Industries
D.A. Beam Enterprises, Ltd.
Blade Equipment
Cal-Line Equipment Company
Chipmore Manufacturing Co.
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Dirt & Chips, Inc.
Doskocil Industries, Inc.
Duerr, Inc.
Esco Distributors, Inc.
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Illinois FWD Truck & Equip. Co.
Karl Kuehnerling, Inc.
Lanphear Supply
Lyons Equipment Co.
Morburk
Morrison Industries, Inc.
Muench Co., Inc.
Northern Hydraulics
Olaho Manufacturing Co., Inc.
Opdyke, Inc.
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Sidefire, Inc.
Southeastern Equipment Co.
Tamarack Clearing Inc.
Tyler Equipment Corp.
VC Marketing, Inc.
Vermeer Manufacturing Co.
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Western Tree & Landscape Supply

Holan Mfg., Inc.
LIFT ALL/Hydra Tech, Inc.
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TECO, Inc.
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Utility Equipment Leasing Corp.
Western Tree & Landscape Supply

TCI PRODUCT DIRECTORY - 25
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International Knife & Saw
Sharp Edge, Inc.
The Sharp Tool Co.

Chain Saws & Accessories
Aerial Equipment, Inc.
Bryan Equipment Sales
Carlton Co., Saw Chain Div.
Century Equipment, Inc.
Dolmar USA, Inc.
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D.E. Errick, Inc.
HMC/The Green Machine
Hometite/Textron
Husqvarna Forest & Garden Co.
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McCulloch Corporation
Northern Hydraulics
Oregon Cutting Saws
Poulan/Weed Eater
Rapco Industries, Inc.
Shindaiwa Inc.
Solo, Inc.
Stihl Inc.
Tilton Equipment Company
Western Tree & Landscape Supply

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Cargotec, Inc.
CraneQuip Corporation
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Simon Telelect, Inc.
Utility Equipment Leasing Corp.

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Cummins Engine Co., Inc.
Cummins Michigan, Inc.
Deutz Corporation
Engine Center, Inc.
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Ford Power Products Operations
Hercules Engines, Inc.
Kohler Co., Engine Div.
Onan Corp.
Superior Diesel
Teledyne Total Power

Fertilization/Aeration
B & G Equipment Co.
Grow Gun Corporation

Log Splitters
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Duerr, Inc.
Fox Manufacturing, Inc.
GFX Corporation
Hodges Mfg. Co., Inc.
Northern Hydraulics
Vermeer Manufacturing Co.

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Bomar Corporation
Bush Leasing, Inc.
Cross Country Equipment
Electrol Equipment, Inc.
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Federal Signal/Dutymaster
Allan Fyfe Equipment Ltd.
Hanson & Associates
Illinois FWD Equipment Co.
Lectric Lites Co.
National Safety Equipment Outlet
Niemeyer's Power Equipment
New England Arborware
Opdyke, Inc.
W.T. Sherrill, Inc.
Smith Bros. Contracting Equip., Inc.
Tamarack Clearing, Inc.
Tol, Inc.
Tree Equipment Company
Tree Trimmer Equipment & Supply
Utility Equipment Leasing
Wells Cargo, Inc.
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Pruning Systems
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Fairmont Hydraulics
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RGC Construction Equipment
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Recycling Equipment
Coast to Coast Tree Equipment
Haybuster Manufacturing, Inc.
Jeffrey Div., Dresser Industries
Lenan Corp.
Olathe Manufacturing Co., Inc.
Recycling Systems, Inc.
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Right of Way/Off Road Equip.
Brown Manufacturing Corp.
Jarraff Industries, Inc.
Kemp West, Inc.
Kendall Mfg., Inc.
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Hypro Corporation
Lanphear Supply
Minnesota Wanner Co.
Muench Co., Inc.
Neimeyers Power Equipment
New England Arborware
Northeastern Associates, Inc.
Professional Tree & Turf Equipment
Snap-Cut/Gilmour Group
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Solo Inc.
Spraying Devices, Inc.
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Blade Equipment
Cal-Line Equipment Company
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Dirt & Chips, Inc.
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Fox Manufacturing, Inc.
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Stump Grinder Teeth
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SUPPLIES

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V.I.T. Products, Inc.

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Buckingham Mfg. Co., Inc.
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Misc. Arborist Supplies
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Root Control, Inc.
Services & Materials Co.
TCI PRODUCT DIRECTORY - 27

W.T. Sherrill, Inc.
Sierra Moreno Mercantile Company
Sign Up Corporation
Skyline Northwest Corp.
Spectrum Technologies, Inc.
Technology Management, Inc.
Tree Equipment Co.
Tree Trimmer Equipment & Supply
Tuf Tug Prod./Ohio Hoist & Pulley
Wesspur Inc.
Western Tree & Landscape Supply

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American Safety Utility Corp.
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H.L. Bouton Co., Inc.
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Elvex Corporation
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Miller Equipment Co.
North American Micron
Oberon Co./Paramount Corp.
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Spotlight Industries
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Yale Cordage Co.
Get Involved
It's A Sure Way To Mind One's Own Business

By Tom Gunning

A recent issue of Tree Care Industry covered several items that once again brought to mind the need for all of us in the industry to work together and get involved in politics.

Much too frequently, each of us is pressured by outside influences to alter the way we do business or altogether eliminate some of the services we provide our customers. The case of Wisconsin Public Intervenor v. Mortier and the bill proposed by Senator Lieberman on pesticide application notification, S. 849, point out current attempts to unnecessarily limit our ability to make a living. Plus, the “legal system gone awry” is constantly awarding damages against us in cases where we have done nothing illegal or wrong. When does it all stop?

I say that it does not stop until the tree care industry takes the offensive and becomes a loud, united voice working at all levels of government to positively influence the laws, regulations and court rulings that affect our business. I have often been amazed at how a small minority of motivated people can often decide how the majority must operate.

Early on in my business career I attended a meeting where the keynote speaker used the phrase “Get into politics—or get out of business!” At the time I was trying to make my name in the industry and was “too busy” to heed his words. I felt that I could not influence anything except the day-to-day bottom line of our business. Then each day I saw the bottom line continually shrink because of outside influences that were beyond my control—or so I thought. After many years of this, I finally realized that things must change or there would be no bottom line left and it would really be my fault.

All of us need to come to this realization and begin “to speak loudly and carry a big, influential stick.” We must be aggressive in our governmental lobbying and continue to monitor everything going on around us. We should no longer sit back and ignore the political process or be “too busy” to vote and work for candidates that might support our local position. I have seen in Colorado how a small, vocal environmental lobby can influence at the local, state and national level. We, too, can be that small, vocal lobby that influences at all levels as we work to do our part to improve the environment and help contribute to an improved quality of life for our customers and for their customers.

Step up lobbying efforts
The National Arborist Association has been a loud and aggressive spokesman for our industry and the International Society of Arboriculture has worked hard to influence positively on the national level. We, too, can be that small, vocal lobby that influences at all levels as we work to do our part to improve the environment and help contribute to an improved quality of life for our customers and for their customers.

We must be aggressive in our governmental lobbying and continue to monitor everything going on around us.

not feel you have time to invest, at least keep yourself informed on the issues and consider some financial support to those industry organizations that represent us. These efforts cost a great deal but can return a great deal more. Talk to other tree care companies in your area to inform them of pending problems and try to get them involved in our lobbying efforts. It won’t take much time but will contribute to the overall effort.

As the tree care industry enters the 1990s, we are faced with some of our greatest obstacles and challenges. But we are also blessed with some of our greatest opportunities. For those of us who stay involved and help determine the rules for the industry in the future, the rewards will be fruitful and fulfilling. Hopefully, each one of you will be in that group.

The other option for us is to do nothing and allow everyone but us to set the rules and determine how we conduct our businesses. If the past 10 years are any indication of how others will control our businesses, then I am terrified as to what may come in the future. No one knows our industry like we do, so no one else should determine what is best for our customers.
We must not allow the government, the courts or other outside interests to dictate unnecessarily how we serve our customers or how we run the businesses that we have worked so long and hard to develop.

Courses of action

The following are 10 specific examples of what each of us can do to get involved and help direct how our industry will fare in the future. As busy as we all are, surely we can find time to do some of them to keep others from unfairly dictating the rules of the game that we all must play.

1. Be actively involved in local, state and national associations that actively represent business such as your Chamber of Commerce, your state business association, various individual business lobbying groups, etc.

2. Attend city council meetings in your area and voice your opinion on those issues that impact your business or our industry in general.

3. Attempt to be appointed to your area tree commission, shade tree council or similar organization and attend their meetings to help direct their focus.

4. Read as many industry periodicals as possible and stay abreast of trends and concerns in our industry.

5. Adopt a strong letter-writing campaign on any issue that impacts your business or our industry and contact your local, state and federal representatives to let them know your viewpoint.

6. Notify your customers of pending regulations or issues that can impact them and make suggestions on how they can help. Drive home the point of how these changes can increase your costs and thereby increase your pricing.

7. Gather information on pending regulations or issues and make it available to your employees along with your suggestions on how they can help. If any employee needs help with letters, then prepare them for him/her. Make sure all your employees know how these issues impact them and their ability to make a living.

8. Make yourself available as an expert to provide data to any group that is forming an opinion on an issue, whether it be the Sierra Club or a local sportsmen’s club. Attend any public meeting you can to determine the direction that group may be leaning on certain issues.

9. If possible work on the campaign of those elected officials who share your views on issues that impact your business or our industry. If possible, personally donate funds to those officials’ campaigns.

10. Always know the facts and the inaccuracies concerning these issues so that you may speak as intelligently as possible whenever you have the opportunity. No one wants the opinion of an uninformed or misinformed “professional.”

Tom Gunning is the director of Technical Services at Asplundh Tree Expert Co., in Willow Grove, Pennsylvania.
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Prosecutions Increase

OSHA Cracks Down On Violators

By Steven R. Semler

Federal and state criminal prosecutions for violations of Occupational Safety and Health Administration regulations are on the rise.

From the beginning, the federal OSHA statute has contained a misdemeanor criminal sanction for "willful" violations involving fatalities. ("Willful" means that you knew of the requirements and failed to adhere to them; it does not mean that you intended for the fatality to occur.)

For such violations, the statute includes a provision for a 6-month jail term for a first offense and a 1-year jail term for a second offense. This is separate from the statute's civil fine structure.

From 1981 through 1986, 10 cases were recommended by OSHA to the Justice Department for criminal prosecution. In contrast, the same number of cases were referred to Justice in the first six months of this year. This trend plainly is on the upswing and will continue for several reasons.

Significant factors

First, a bill pending in Congress—S.445 OSHA Criminal Penalty Reform Act—would increase the criminal penalties under the federal OSHA Act to 10 years for a first offense and 20 years for a second offense. At the same time, the Secretary of Labor has just written to the heads of every Fortune 500 corporation asking them to personally conduct regular safety audits.

Second, in enacting the recent Electric Safe Work Practice safety standard that applies to residential and commercial tree trimmers, OSHA pulled from its files all cases of fatalities in the tree trimming industry. So they know that fatal accidents are occurring in the industry. Moreover, with the announcement of the final OSHA rule for the line clearance tree trimming industry anticipated in the next few months, OSHA inspectors are bound to pay more attention to safety compliance.

Third, the courts have held that states can prosecute under their own criminal laws, even though federal criminal remedies are in place. Thus, for instance, felony manslaughter charges may be brought. (Felonies can result in jail terms of over one year.)

I predict that public pressure, particularly upon elected state prosecutors, will result in an increase in state criminal prosecutions.

While every executive and field manager in the tree industry has a moral obligation to get his employees safely through each day's work, the threat of criminal prosecution should not have to loom over a company already committed to safe work practice.

Sample audit

In any event, here is an audit for executives and managers that may help guard against potential criminal prosecution:

1. Does your company have a formal safety training program? Can you prove it? Has each employee been through it?

2. Is that program reinforced on a regular basis?

3. Are you personally committed to safety compliance in your company? How can you prove it?

4. Have you personally monitored crews for safety compliance?

5. Does your company have a record of safety enforcement efforts with written safety warning notices coupled with a discipline system?

6. Are you personally committed to safety efforts in your company? How can you prove it? (This means more than paying for safety bulletins.)

7. Do you hold your managers accountable for enforcement of your safety program?

8. Have you insisted on discipline and documentation of all safety violations, whether or not an accident has occurred?

9. Have you fired managers who failed to enforce or paid only lip service to safety compliance?

10. Does your company have a designated safety officer who has your full backing?

11. Do you insist on auditing safety compliance coupled with steps to ensure compliance in areas of non-compliance?

If you answered "no" to any of these questions, then the message is: "Start your engines." The best defense against criminal prosecution—apart from avoiding fatalities in your company—is a track record showing your personal commitment to safety enforcement in your company. This goes for the president on down to the field supervisor.

Steven R. Semler is a partner in the Washington, D.C., law firm of Semler & Pritzker, which exclusively represents management with respect to labor law matters. Mr. Semler is labor law counsel to the National Arborist Association and several corporations in the tree care industry.

Readers should not rely upon this article as individual advice for specific situations; that can be provided only by the reader's own counsel.
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Membership starts when you submit certificates of insurance. Membership available to commercial Tree Service Firms only.
Mid-Am To Host Career Center

The Mid-Am Trade Show will hold its third annual Career Center for college students and companies seeking graduating students during its 1992 show, January 16-18, at the Hyatt Regency Chicago.

Horticultural students from more than 50 regional colleges and universities and horticulture industry employers from the Midwest will be invited to participate. The Career Center will provide students seeking full-time employment in nursery, garden center, landscape maintenance, design, exterior landscaping or interiorscaping industries an opportunity to meet briefly with companies seeking qualified employees.

Mid-Am is the Midwest's largest exposition for horticultural plant material, products, equipment and services. The show is sponsored by the Illinois Nurseriesmen's Association, Illinois Landscape Contractors Association and Wisconsin Landscape Federation, and endorsed by Iowa Nurserymen's Association, Minnesota Nursery & Landscape Association and Nebraska Association of Nurserymen.

For further information, contact the Mid-Am Trade Show, 1000 N. Rand Road, Suite 214, Wauconda, IL 60084. Phone: 708-526-2010. FAX: 708-526-3993.
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Tree care consultant—Growing company in central Pennsylvania wants ambitious person. Ideal candidate should have college degree in horticulture or related field, climbing and sales experience, certified arborist certificate. Ability to schedule and supervise jobs. Full-time, 12-month position. Company-provided vehicle and full company benefits. Send resume to Lebanon Tree Experts, Inc., 395 Royal Road, Lebanon, PA 17042.

Equipment sales—Established dealer in northern Illinois seeking a sales rep for aerial trucks, brush chippers and stump grinders. Salary + commission + benefits. Send resume to: Attn: Mr. Aidikonis, Aerial Equipment Inc., 2381 S. Foster Ave., Wheeling, IL 60090.

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Arborist/manager for San Diego area. We are looking for a highly motivated individual with strong, well-rounded knowledge of arboriculture. Must have strong background in operations, technical ability, high safety standards, interest in a quality product, and a drive for customer satisfaction. Send resume to: Arbor Care, 825 Mabury Road, San Jose, CA 95733. Attn: Peter Sortwell.

Arborist/manager—Arbor Care has expanded its operation to Florida. We are looking for a highly motivated individual with strong, well-rounded knowledge of arboriculture. Must have strong background in operations, technical ability, high safety standards, interest in a quality product and a drive for customer satisfaction. Florida knowledge highly desirable. Send resume to: Arbor Care, 4777 Old Winter Garden Road, Orlando, FL 32811. Attn: Peter Sortwell.

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Our 360 delivers 2.5 horses of raw power right out of the box. Which makes the 360 the most powerful saw of its size on the market—powerful enough to handle 14” to 16” bars with ease. It’s a perfectly balanced, lightweight, high-revving machine with an anti-vibe system so well designed that it makes wood cutting positively enjoyable. Even the sound of its exhaust tells you this baby was built to perform.

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Safety is enhanced by rear hand guards, safety chain brake, throttle interlock, low kick-back chain, a reversible low-kick sprocket nose bar and a rubber-coated chain catcher. All standard. The 360 also features a full 6-point anti-vibration system, so it’s surprisingly comfortable to work with. It’s less fatiguing. More productive.

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Our new 360 is built to log the hours. All of which will really fly by. Because unlike bulkier saws, the Shindaiwa 360 is actually fun to cut with.

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New Husky chain saws—new and used Rayco stump grinders—Also, Poulan-Pro, Jonsered & Olymzk-Big arborist discount—Write for bid. December special: Husky 42—16" $315, reg. $415; Husky 272 - 20" $530, reg. $699. Tree Barber Supply, 3924 Lave Catherine Dr., Jackson, MS 39212. Phone: 601-373-6432.


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Another Chance

By Robert Long

While reading your story in the September issue about a “blue” Monday, I was reminded of my own Bad Monday experience.

It happened to be a Monday after a Friday that had fallen on the 13th of the month.

My story involves my father, who has been in this business for more than 30 years. I’ve been helping him out since I was 8 years old, although those early years were probably more like babysitting than working together. I have all but taken over the business now, but Dad still goes out on most jobs to lend a hand. Sometimes more hindrance than help in my opinion, but we can all learn something from everyone if we give them the chance.

On this particular Monday we had come back to finish up an enormous sycamore tree that had homes on three sides. We had gotten most of the top roped down the previous day, but there were still some logs left to get down before dropping the trunk. I was in the bucket truck getting ready to go up and start dropping logs. We normally use a strap on the saw as well as on ourselves for such operations, but when I had come down to change to a bigger saw I didn’t change the strap.

Normally I am the one who institutes any safety precautions on our jobs, but on this Monday my head wasn’t on my shoulders. Dad had come over to me before I went back up with the larger saw and asked, “Do you want the strap?” I shrugged him off and declined. After I had positioned the bucket where I wanted it, I began my cut on a section of limb not far from the trunk. As I looked down I noticed a couple of logs lying right where the one I was cutting would land. Knowing what could probably happen between these houses if this log skipped off the logs on the ground, I yelled to my father to move those logs so this one could hit the ground cleanly.

This is where it gets kind of fuzzy. For some reason, I had decided to move the bucket a little. So I released my grip on the saw, which was still running. The bar was about half-way through the log. Sure enough, the saw vibrated out of that log in a fraction of a second. I looked down in horror to see Dad walking right under me to move the logs I had asked him to move.

I did the only thing I could do in that predicament: I yelled at the top of my lungs, “Look out!” The saw landed right beside him.

Someone was looking out for both of us that day. I’ll never forget it! It’s hard enough to lose someone close to you; to be responsible for it would be unbearable.

We in this profession recognize the dangers we face every day. If we dwell on them, we’d certainly pick another profession, but we must never ignore them.

Above all, in everything we do, there is one word that should automatically pop into our heads: THINK.

I thank the Lord now, for that day and the lessons I learned and for giving me another chance to go out and work with Dad.

Robert Long is a principal in Long’s Tree Service, Zanesville, Ohio.

Do you have a story for From the Field? TCI will pay $100 for published articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person or they will not be considered for publication. Articles and photos must be received by the first day of the month for the following month’s issue.
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