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Nearly 400 volunteers traveled to the nation's capital in October to prune trees at Arlington National Cemetery. In photo below, Lauren Lanphear, president of the National Arborist Association, addresses volunteers before they set to work. Page 19.

Features

4 BACK SUPPORT BELTS
Back support belts offer many benefits, but you need more.

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Thanks to our members, readers and advertisers, 1993 has been a wonderful year for the National Arborist Association and *Tree Care Industry* magazine. On behalf of the staff, we wish you a joyous holiday season and a healthy, happy, prosperous New Year.

Our OUTLOOK for the tree care industry in 1994 is very bright. TCI's editorial calendar for the year is focused on those interests that you have identified. We appreciate our readers’ contributions and support, and look forward to continuing to work together.

**January**
- Worker Safety & Regulatory Compliance
- Tree Preservation During Construction

**February**
- The Advantages of Being a Full Service Company
- Profit Centers With Tree Spades & Trenchers
- Arbor Day Preview

**March**
- Environmental Issues & Federal Regulations
- Weed Control That’s Friendly to Trees

**April**
- Tree Care on Golf Courses
- Contracting for Total Golf Course Maintenance
- Tools & Techniques of Cabling and Bracing

**May**
- Power Equipment Can Make Tree Care Easier
- Tree Evaluation: Field Cases

**June**
- 4TH ANNIVERSARY ISSUE
- Debris Disposal
- Recycler/Grinder/Chipper/R.O.W. Clearing Equipment Update
- Lifts, Hoists & Cranes

**July**
- ARBORIST TOOL & SUPPLY DIRECTORY
- SPECIAL FOUR-COLOR INSERT
- Fertilizers & Soil Amendments
- Hazard Tree Evaluation

**August**
- Blueprint for Lost Time Prevention
- Loss Engineering

**September**
- Equipment Powerplant and Fuel Options
- Functional Truck Bodies & Accessories
- Tree Felling Techniques

**October**
- Chain Saw Use & Operator Safety
- Arborist Consulting Services

**November**
- EXPO ISSUE
- Pricing Strategies & Cost Control
- Effective Computer Applications

**December**
- PLANT HEALTH CARE DIRECTORY
- SPECIAL FOUR-COLOR INSERT
- Plant Health Care Tools & Techniques
- Maximize Profit With Your Aerial Lift

Robert Felix, Publisher
What Do You Use in Your Neck of the Woods?

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Back Support Belts

Issues And Concerns Linger

By Donald F. Blair

The average back-related injury involves muscle strain. The average worker’s compensation claim for this type of injury costs $3,000 in direct medical costs. The average amount of lost time is 20 days (1993 data). These figures do not take into account loss of earnings to the worker or the employer.

A more serious injury to the spinal column, disk herniation or rupture can mean major surgery, medical costs that often exceed $60,000 and six months or more for recovery and rehabilitation.

The most effective way to reduce these costs is to avoid the pain and expense of back injury in the first place. The best way to manage the risk of back injury is to implement a comprehensive back injury prevention program. The primary components of such a program consist of training workers in care of the back, including warm-up and stretching exercises; training workers in correct lifting procedures; and providing training in the use of a back support belt.

Trees, Inc., based in Houston, Texas, is an interesting example of a company before and after a comprehensive back injury prevention program was put in place. Bob Reeder, the company’s safety director, stated in a 1991 article in TCI that back injuries accounted for 75% of all workers compensation claims at a cost to the company of over $1 million per year! That was before the company instituted a back injury prevention program.

Six months after instituting the program, Reeder reported that claims were down 44%! The injury severity (amount of lost time) declined 85%. Costs to Trees, Inc., declined 90%. In short, fewer people got hurt and those who did didn’t hurt as badly as for long. Trees, Inc., saved $900,000 in comp-related costs.

Reeder also mentioned an intangible asset associated with the program: Worker morale seemed to improve. This was, in part, likely due to the reduction in accidents. But Reeder also observed that workers saw the program as proof that the company cared for its people.

When a company decides to operate under the mindset that all accidents are preventable, accidents are usually significantly reduced in occurrence and severity, if not eliminated entirely. Because Trees, Inc., had a serious problem with back injuries prior to implementing its program, the results were equally dramatic.

Your problem doesn’t have to be as severe in order to enjoy the benefits of a comprehensive back injury prevention program. Studies indicate that often an accident reduction of as little as 2% can pay for the program. Your particular situation, of course, is subject to a long list of variables. The way I look at it, if my back is at stake, it’s worth looking into.

If you think back injury prevention consists solely of strapping on a back belt, think again. While some occupational health specialists endorse the use of back support devices, using such devices without proper training and appropriate professional assistance can risk injuries. Back support belts must only be used as part of a comprehensive back injury prevention program. The National Arborist Association can help you set up a program designed specifically for arborists.

Still, there are issues and concerns associated with the support belt component of the back injury prevention program. I will attempt to explain lifting mechanics, review safe lifting practices and explain the differences among the most common types of back support belts. I state from the outset that I believe that a back support belt should support your back.

Back support belts cannot compensate for poor posture, unsafe lifting practices or being out of condition for the job at hand. You will do better to address posture, safe lifting practices and conditioning without using a belt than to make a belt the only feature of your back injury prevention program. You cannot simply strap one on and forget about it!

You must first master the components of a back injury prevention program. Adding a belt that is properly engineered for your work place and properly designed to provide reliable support can greatly enhance the success of your program and the comfort and safety of your workers.

Lifting mechanics

Preventing back injury can be accomplished in two ways: reducing compressive forces acting on the spine, which should help prevent disk injuries; and promoting and maintaining normal spine posture, which should reduce muscle pain and fatigue.

Sounds simple. It is, but understanding the biomechanics of the body at work explains how a back support belt can help you avoid back injury.

Compressive forces on the spine are reduced by intra-abdominal pressure (IAP), which is a tightening of the muscles surrounding the abdomen. Tightening these muscles compresses the contents of the abdominal cavity, allowing it to bear some of the load that would otherwise contribute to spinal compression. IAP also prevents the spine from buckling. Think of your abdominal cavity, with IAP, as a semi-rigid cylinder. The weight of the upper body now rests on the cylinder rather than on the weight-bearing spine, reducing spinal compression.

Some studies show that a weightlifter’s style belt can increase IAP by up to 40% and can decrease the compressive forces acting on the lumbar spine by up to 50% when compared to lifting without a weight
belt. This is why most weightlifters use weightbelts in their training. IAP is helped by a non-stretch back support belt. As you will see, you should "bear down" before lifting an object. The easiest way to do that is to push your abdominal cavity out. Pushing it out against an isometric (non-yielding) resistance is even better.

The importance of maintaining normal spinal curve cannot be overstated. That posture is more structurally sound and the muscles of the back work efficiently only in lordosis (normal spinal posture).

Studies show just how structurally sound that posture is. In one test, researchers took spines from cadavers and cut them off to where only the limbo-sacral portion remained. After the spines were adjusted into the correct lordotic posture, they were compressed until the disks ruptured. Now you might think that the disks ruptured out the back of the spinal column. In almost every instance, however, the disks ruptured into the vertebra below it. In other words, the disk is stronger than the vertebra when correct posture is maintained.

To understand how the muscles of the lower spine work in certain postures, think of an archery bow. The most efficient shape of the bow is curved. The only way to maintain that curve is with the contraction tension created by the bow string. The muscles in the back work the same way, contracting to hold the spine in its most efficient posture.

Say you wanted to straighten out the bow. First, you would have to release the contractive force created by the bow string.

Just as with the archer's bow, as soon as you begin to bend at the waist, which starts to straighten out this natural curve, the back muscles are rendered ineffective as a lifting force. Since they can no longer support the lifting effort, only the ligaments between each vertebra prevent the spine from buckling and you from falling on your nose! Constant stretching of these ligaments weakens their recovery ability, increasing the possibility of fatigue and injury. Think of a rubber band as it loses elasticity.

Do you see why your mother was always telling you to sit up straight? IAP plus normal spinal posture is the safest environment for the back. On the other hand, IAP without maintaining the normal curve is actually quite dangerous to the spine. This is best explained by comparing the situation to the mast of a ship. Without the guy wires, the mast would twist in the wind. The downward compression exerted by the guy wires strengthens the mast as long as it was straight to begin with.

If the mast was bent, the downward compression from the guy wires would snap it. The spine and its musculature function along similar lines, even though the spine is naturally curved. Bending at the waist, which stretches the rear wall of the disks, is made worse by the downward compression created by the IAP. Think of trying to support a mast, antenna or tree with only one guy! The disk is now like a tube of toothpaste, with the disk material trying to squirt out the back of the spine.

Are there ways of promoting good posture? Have you ever stood against a wall and pressed your back against it? Aaa, feels better already...

Inside your body, the proprioceptors (nerves and muscles) of the spine respond favorably to pressure from a smooth, firm surface and will conform to it. If the surface contour approximates the normal spinal curve, the spine will adjust to and be supported in the safest posture.

Safe lifting practice

Most back injuries occur due to the "BLT sandwich" - bending, lifting or twisting, usually in some combination. Due to the nature of their work, tree workers are constantly at risk.

Safe lifting practice requires discipline
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and conscious adherence to these fundamentals:

1. Prior to any strenuous activity, do warm-up and stretching exercises designed for back injury prevention.
2. Bear down. Safe lifting begins with tightening the abdominal muscles to promote intra-abdominal pressure, minimizing the compressive forces acting upon your spine. Any body movement is made safer by tight abdominal muscles.
4. If your abdominal muscles are really tight, you can't bend at the waist or twist at the shoulders, so the only way to get low enough to lift your load is to bend at the knees and break at the hips.

Remember, a back support belt can only provide support. It cannot compensate for poor lifting practices.

Types of back support belts

Back belts are worn for two reasons - healing or preventing injury. Some are made of stretch material, while others are made of non-stretch material, leather or back-a-line.

a. Stretch belts - This type of belt resembles an elastic corset and is commonly made with vertical ribs. Years ago these ribs were called "stays" and were often made of whale bone. At best, stretch belts serve as "silent managers" to remind the worker of the need for proper lifting procedures.

Many stretch belts are equipped with shoulder straps, which can irritate the wearer and present a snagging hazard when dragging or chipping brush. I have also received numerous reports that they simply do not hold up to the rigors of tree work.

Generally, employees recovering from muscle strains are not required to perform strenuous activities until the muscle heals, so the preventive benefits of wearing a stretch belt are not as important. Stretch belts are more therapeutic than preventive because they substitute for muscle activity, allowing the damaged muscle to heal faster.

Nearly any non-stretch belt can aid in developing IAP; a stretch belt is not as efficient. It yields as you push against it so you cannot develop the isometric resistance necessary for maximum IAP. Also, because stretch belts conform to the spine’s position, they do little to promote or support proper posture. Therefore, they are not effective in preventing injuries.

b. Non-stretch belts - In an environment that adds compressive forces to the lower spine, the best back support would promote normal spinal posture and intra-abdominal pressure at the same time.

There are two components to a back support belt: pad and waistbelt. To be truly effective, the back support belt should incorporate the following features.

Look for these orthopedic features in the rear surface:

1. Eight inches tall to cover the full range of limbo-sacral spine, especially the critical L4/S1 regions.
2. Pad should be contoured to follow the natural curvature of the spine.
3. Grooved in the center to bridge the bones in the spine.
4. Raised areas in the pad to run along the erector spinae (back) muscles.
5. Made of a foam that cannot deform or lose shape over time.

The waistbelt should include these physiological features:

1. Made of non-stretch fabric to pro-
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vide isometric resistance for abdominal muscles.

2. Tapered to overcome waist/hip differential, which helps to reduce shifting.


4. Secondary strap to prevent inadvertent opening (blowout) during lifting.

5. Not so large in front as to be uncomfortable, but wide enough to provide good abdominal muscle contact for IAP.

**Leather** - Weightlifters have proven the value of a rigid belt for abdominal support. The flat surface, however, does not follow the natural lordotic curve of the spine and can pinch. Because these belts are so stiff, the back will adjust to the most comfortable position. The back must flatten out to do this and thus moves out of the lordotic posture and into a potentially less safe posture.

**Fabric** - Nylon belts give good abdominal support and are probably more comfortable for extended wear than leather. The soft pliable rear surface, however, conforms to whatever posture the spine is in. Thus, instead of promoting correct posture, nylon belts give a sense of being protected when in fact the wearer is lifting in an unsafe posture.

**Back-a-line** - Like the leather and fabric belts, Back-a-line gives good abdominal support. However, unlike the fabric and leather belts, the Back-a-line’s non-conforming rear pad approximates the curve of the spine, supporting it in its safest and most natural posture.

To the best of my knowledge, Back-a-line is the only back support orthosis that addresses all of the concerns for a belt. The secret to the effectiveness of the Back-a-line is in its unique proprietary pad. Not just any old piece of foam, the pad, as well as the entire structure of the belt, was designed to address specific ergonomic, orthopedic and physiological principles. The pad has many curves, each performing a highly specialized function.

Besides the postural curve, the center of the pad is grooved to bridge the bones in the spine. Raised areas in the surface of the pad run along the erector spinae (back) muscles. Normally constructed of durable nylon fabrics, Back-a-line also offers a flame retardant version for fire fighters, welders and utility linemen. Linemen? Yes. Don’t forget that an arc is the same temperature as the sun and a lot closer to the worker.

Also unique to Back-a-line are its integrated back support (IBS) products. A collateral benefit to the design of the belt is the ease with which it may be incorporated into occupational protective equipment. Back-a-line belts have been modified to carry everything from a coal miner’s battery packs to a carpenter’s tool pouches. Brush cutter and string trimmer operators have found a modified Back-a-line to be especially comfortable.

In 1990, Sierra Moreno Mercantile Company entered into a joint venture with Back-a-line to develop a modular saddle waistbelt. In addition to the IBS modular saddles (originated in 1982 by the author and Utilities Safety Supply), a fall restraint belt for industrial as well as aerial basket use has been in field use since 1991. An insert pad to upgrade the standard 3-inch-wide waistbelts has also met with widespread enthusiasm.

**The pros and cons**

I have heard concern that the use of back support belts can exacerbate or be the contributing factor in an injury.

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Donald F. Blair, arborist, lecturer and author, owns and operates Sierra Moreno Mercantile Co., Big Pool, Maryland. Portions of this article are excerpted, with permission from the publisher, from his latest book, Arborist Equipment, which will be published by the International Society of Arboriculture and scheduled for distribution in 1994.
There are two ways to work smarter...

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

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- **Federal Regulation Guidelines:** NAA members get the rules spelled out for them exactly as they relate to tree care companies. No more wading through page after page of government gibberish!

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- **Networking with Peers:** You could find out how a tree care company similar to yours turned a problem into a profit center. Maybe you can't call another tree care company in your area with a question, but why not a fellow NAA member from across the country?

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Incentives And Employees

By Laddie F. Hutar

With competition tougher and gross margins tighter, employee productivity and profitability are more important than ever. But simply telling workers to be more productive doesn’t always work. Behind a more productive performance there must be a motivation, a need or desire.

Employees may have a desire for recognition (an award, certificate, mention at an employee event, bonus, raise, promotion, etc.), or they may be motivated by fear (of being replaced, terminated, having pay cut, or being assigned a lower-level job). Nonetheless, every manager or supervisor should understand that individuals have four basic needs that must be satisfied: emotional, psychological, financial and social. Incentives aimed at these needs can be most effective.

Incentives must appeal to an individual’s particular need, want or desire. For example, if an individual is an avid fisherman, an incentive tied into fishing will interest the person and increase his/her desire to obtain the award. An individual with small children would welcome a gift certificate to a fast-food restaurant. Offering such incentives is especially effective when an individual goes the extra mile on his own.

Incentives work best when they motivate. Some incentives are programmed into a sales game plan, waste reduction program or some other activity that improves productivity. Be careful, though, to keep them varied and spontaneous. Routine, repetitive rewards can lose their luster if they are received without exerting any outstanding effort.

Incentives generally fall into two categories - financial and non-financial. Financial incentives are generally tied to specific sales goals and a number or dollar amount that must be reached. Usually a commission or monetary bonus has been established and the salesperson or employee has been informed of what must be accomplished in order to receive the additional compensation.

Sometimes meeting certain goals results in a raise rather than a one-time bonus. There are many ways to structure financial incentive programs, but they must be attractive to the employee and affordable for the company.

Non-financial incentives also vary greatly, depending on the job and what the employer is trying to accomplish. Sometimes, incentives such as uniforms, personalized shirts and caps, yearly picnics and holiday parties help build positive relationships. To be most effective, such incentives must be related to the importance of the employee’s contribution to the company.

Where uniforms are furnished to drivers, for example, an insignia designating the number of accident-free years of driving instills a sense of pride. Other types of incentives might include specific gifts of clothing, small appliances or even trips. Also, some companies host award dinners to honor employees with a certificate or other token of appreciation, while others offer time-off for special efforts.

Laddie F. Hutar, MBA, CMC, is a certified management consultant and contributing author. He is the founder of the Hutar Growth Management Institute, a specialized management consulting firm dedicated to helping smaller companies achieve programmed growth. He can be reached at 1701 E. Lake Ave., Ste. 270, Glenview, IL 60025. Phone: 708-724-1910.
The Health Care Debate

By Brian Barnard

The entire health care issue being debated in Washington, D.C., is lengthy and complex. Terms such as "employer mandate," "wage-based premium" and "health alliance" can be confusing and frightening. To add fuel to the fire, the health care plan proposed by President Clinton is not the only plan introduced to Congress. Other plans attempt to reform the health care system from slightly different angles.

Health care then and now

The idea of health insurance at the national level has been debated for nearly a century. The first private health care program in America was implemented in 1910 by the Montgomery Ward Co. National health insurance was discussed soon thereafter, but was dismissed because it was associated with socialism.

Federal funds were first spent on health care in 1935 when the Social Security Act was passed. This includes money for the disabled. Various national health care programs were discussed over the years, some developing into programs still in place today.

Government got into the health care business directly in 1965 when President Lyndon B. Johnson signed legislation creating the Medicare and Medicaid programs. Medicare provides government health insurance for the elderly, while Medicaid provides health coverage for poor Americans.

Medicare and Medicaid are now the fastest growing entitlement programs offered. Lawmakers are concerned because these programs tap into resources that would otherwise be spent on other programs while increasing the federal deficit.

Today, the health care industry accounts for 15% of the U.S. economy - $1 for every $7 spent. Further, 12% of a worker's annual salary is directed towards health care. Costs are increasing, and some people are going without insurance.

According to the Census Bureau's Current Population Survey, 36.6 million people were without health insurance at some point in 1991. If you take Americans who are over 65 years old out of the picture (they currently receive Medicare), 16.6% percent did not have health insurance at some point in 1991.

In the health care industry, the numbers are slightly below national health care statistics. According to a 1993 National Arborist Association survey of its members, 76.7% provide some type of health insurance for their employees.

Plan highlights

On October 27, President Clinton presented his 1342-page health care reform bill to congressional leaders. Since it was first discussed in the presidential election, the package has undergone several changes. For example, the date of universal coverage was postponed from 1997 to 1998.

Under the plan, every American will be covered, regardless of their health or job status. The backbone of the program is the Health Alliance, serving as the financial link between the individual and the provider. Every state would have at least one alliance. In short, the cash goes through the alliance. Payments go from the employee and employer to the health alliance and on to the provider of health care.

Clinton's package

The President's plan requires every firm to pay a portion of its employees' health insurance, normally 80%. To protect small businesses, companies with 50 employees or less and average salary no higher than $24,000 would have their costs capped as a percentage of payroll. The portion of payroll that small employers would spend on insurance could be as low as 3.5%. All employers would be capped at 7.9%. Seasonal workers would be prorated on the basis of weeks worked.

Employees would select an insurance plan from a list provided by the local health care alliance, rather than through the employer. The alliance negotiates with health care providers for cost-efficient services.

After selecting the plan, the employer sends a check to the alliance for the total cost of coverage and then deducts employee portions from the paychecks. The alliance then sends the check to the selected plans.

The self-employed and independent contractors would pay the entire cost of their insurance. These groups would qualify for premium caps, and the total costs are 100% deductible.

Several other health care bills are currently in Congress. Rep. Jim Cooper (D-TN) introduced the Managed Competition Act of 1993 (H.R. 3222). Cooper's main concern with the President's plan is the employer mandate provision. Approximately 12% of the 37 million uninsured Americans make more than $50,000 annually.

Managed Competition Act

Cooper's plan does not require employees to share the costs of health insurance with workers. Rather, it guarantees access to health care by prohibiting health plans from refusing coverage to anyone, and through tax incentives. Enrollment in a qualified health plan would be free for those under the poverty line, and subsidized for everyone up to 200% of poverty.

The plan requires states to form not-for-profit regional health-care groups. These regional purchasing cooperatives, according to Cooper, will give individuals and small businesses the benefits of greater
How does Canada do it?

Much is said about the universal health care offered in Canada. But does the program work, and at what cost?

In Canada, the federal government is the sole insurer. Implementation and administration are handled by provinces and territories. Physicians run private practices, and most hospitals are non-profit. The program is funded exclusively through employer taxes. It is universal, meaning patients can choose any doctor they wish.

Canada's health care program is funded by a 1.4% tax on each firm's payroll, payable every three months. Many Canadian companies offer employees an additional health care package to help pay for items not covered by the national plan.

While the Canadian system provides adequate health care, it is not without its faults. The payroll tax for national health care does not completely cover the costs to fund the program. The remaining fees payable to administrators, doctors and hospitals is added to the federal deficit.

The system is also stressed by excess use. To keep costs down, a minimal $5 or $10 user fee has been suggested, as has the idea of sending the patient a copy of the bill so citizens understand what the program costs the government.

When we will see it

Health care in America is changing. The exact nature of the program will be shaped from the roots of the numerous overhaul plans being discussed in Congress. Leadership in the House of Representatives is considering a completion deadline of August 1994, but not all members of Congress believe this date is realistic.

Rep. Philip R. Sharp (D-Ind.) predicts health care reform legislation will be signed just before the fall elections next year. He was quoted as saying, "You can't get people to their bottom lines around here on something of great significance until their clock is running out."

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1. When purchasing and wearing safety glasses, the following criteria should be recommended:
   a. The glasses should meet ANSI Z87.1-1989 standards.
   b. They should have lenses as darkly shaded as possible.
   c. They should have as much ultra violet radiation (UV) protection as possible.
   d. Both A and C

2. Three noise factors play a major role in hearing loss. What are those three factors?
   a. Throwing, walking, and over-extending.
   b. Pushing, running, and lifting.
   c. Bending, lifting, twisting, pulling and slipping.
   d. Loafing, drinking, and over-eating.

3. When working near electrical conductors, only a class A helmet may be worn.
   a. True
   b. False

4. The two main reasons for using back support belts are:
   a. To prevent future injury to the worker.
   b. To prevent unsafe lifting practices.
   c. To aid in the healing of an injured worker.
   d. Both A and C

5. Back injuries are responsible for a loss of $____ billion each year.
   a. $2
   b. $10
   c. $15
   d. $20

6. For ground personnel working with chain saws, what is the recommended proper foot and leg apparel?
   a. Denim pants and tennis shoes.
   b. Chain saw chaps or pants and safety shoes.
   c. Long pants and street shoes.
   d. Fluorescent cut-offs and sandals.

7. Name three not-so-common articles that should be in first aid kits for arborists.
   a. Gauze, bandages, and antibacterial creme.
   b. Scissors, eye wash, and a tourniquet.
   c. Coins, small mirror, and disposable gloves.
   d. None of the above.

8. Even though the likelihood of HIV transmission during a first aid situation is very low, what first aid precautions should be taken to prevent the transmission of HIV:
   a. Avoid touching or being splashed by another person's body fluids, especially blood.
   b. If possible wash your hands before and after giving care, even if you wear gloves.
   c. Be prepared with a first aid kit that includes waterless antiseptic hand cleaners and disposable gloves.
   d. All of the above.

9. The most common causes of back injuries are:
   a. Throwing, walking, and over-extending.
   b. Pushing, running, and lifting.
   c. Bending, lifting, twisting, pulling and slipping.
   d. Loafing, drinking, and over-eating.

10. Back support belts can either help or hinder a worker.
    a. True
    b. False

11. What are the primary components of a "comprehensive back injury prevention program"?

12. Climbing ropes shall have a minimum diameter of ____ inch (____ mm) and be constructed of a synthetic fiber, with a minimum nominal breaking strength of ____ pounds when new, or equivalent or greater strength and durability.
    a. 5/16, 9, 4800
    b. 6/16, 10, 5000
    c. 7/16, 11, 5200
    d. 8/16, 12, 5400

13. Climbing ropes' maximum elasticity shall not exceed ____ percent at a load of ____ pounds (____ percent minimum breaking strength).
    a. 7, 540, 10
    b. 8, 580, 12
    c. 9, 620, 14
    d. 10, 660, 16

14. The key to a safe work environment is:
    a. Management.
    b. Protective clothing.
    c. Legislation.
    d. Litigation.

ANSWER KEY
1. (D) Dark lens color in safety glasses does NOT necessarily indicate how much UV protection is offered and may actually be harmful because the eye's pupils may open wider (dilate) allowing more UV radiation to reach the eyes. Safety glasses should not only be impact resistant but should also screen out as much damaging UV radiation as possible, e.g., at least 75 to 90%.

2. (D), according to The American National Red Cross "Standard First Aid" Manual, Copyright 1993.

3. (C), according to the NAA Safety Committee, July 1992.

4. (D) Both A and C

5. (D) $20 billion, according to the National Safety Council's "Accident Facts." (See TCI August 1992 issue on Back Injuries)

6. (B) Although many workers still do not wear them because they are not required by law, wearing ballistic chaps or saw pants and protective footwear (non-skid, leather boots with or without steel toes) will reduce the risk of serious injury.

7. (C) Coins may be needed for emergency phone calls from a telephone booth, a small mirror can aid in locating the proper pressure point for difficult-to-see wounds, and disposable gloves may help reduce the chance of transmitting infectious, fluid borne diseases such as hepatitis B (HBV) and HIV, which causes AIDS.


9. (A) True. (See Blair article.)

10. (A) True. (See Blair article.)

11. Primary components include 1) worker education and training including warm-up and stretching exercises, 2) worker training and demonstration of correct lifting procedures, and 3) training in...
the proper use of a back support belt. The NAA has an excellent "Back Injury Prevention" educational training package for those employers and arborists needing assistance.

12. (D), according to ANSI Z133.1-1988

13. (A), according to ANSI Z133.1-1988

14. (A) Although protective clothing and equipment are essential in reducing potential hazards, management and training are the keys to a safe work environment.

This test was compiled by Chris Carlson, a professor and director of Horticulture Technology at Kent State University's Salem, Ohio, campus.

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18 TREE CARE INDUSTRY - DECEMBER 1993
Soldiers Of The Trees

Arlington. We came because we were able. We came when we heard the call. Veterans of war. Draft dodgers. Sons and daughters of those buried. Arborists all.


Uncomfortable in fresh paint. Wearing it like a new suit that doesn't quite fit. Overspray on the windows and tires. Some trucks must have howled in the bath. Little boys like to play in the mud. Steam cleaning behind the ears.


Cameras slung. Too dark for pictures.

The mist begins to lighten. There's work to be done. But first, Words of thanks. Words of reverence. Words of remembrance. We pass this way but once. Pictures. There's work to be done.


Creeeping up the grade. Downshift. Left turn. Right turn. Halt! Secure the area. Road cones. Flagging tape.


Noise is sacrilege among the bivouac. Blame Supply. Turn in to Supply that which was done. The简单 act of planting a tree. The simple act of having a baby. Let's get to work. Come on people. Busses are boarding.


We did what we could. Time and talent. A dream realized. A promise kept. No one hurt. Luck. In a soldier's job, carelessness means death. Arborists also die.

Debriefing. Turn in to Supply that was drawn. Smiles through the weariness. Congratulations all around. See you next year?

We left as we came. In darkness. We worked from "can't see to can't see". The trucks seemed relieved to be coated once again in the dust of the trees.

Not for honor or for glory. Not for ourselves but for our country. Our work lies not in yellowed clippings. Forgotten in the scrapbook. Faded on the wall. Not with the bragging of old men who were there, so many years ago.

Our work is found in the trees that lived to shade the grandchildren who come to see the future in their past. Because we came to Arlington.

We came because we were able. We came when we heard the call. Veterans of war. Draft dodgers. Sons and daughters of those buried. Arborists all.

Donald F. Blair
October 17, 1993
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Tree Care Industry - December 1993
Video Fast-Forwards Dealer Success And Consumer Safety

In its continued effort to promote user safety, Husqvarna Forest & Garden Company is offering a free video on proper firewood cutting techniques with the purchase of a Husqvarna chain saw.

The video, a $19.95 value, presents safety tips from chain saw experts in an easy-to-follow package. Chain saw users can learn various felling techniques, how to make a cutting plan and what kind of protective apparel to wear.

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Husqvarna developed the techniques in the video with internationally recognized professional logging trainers Soren Eriksson and Tim Ard. Through their "Game of Logging" training program, Eriksson and Ard train more than 4,500 people yearly in proper chain saw use.

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Tree Pruning Standard Available For Review

The American National Standard committee, ANSI A300, has approved the final draft of the document titled “Standard Practices for Trees, Shrubs and Other Woody Plant Maintenance,” ANSI A300. This document presents performance standards for pruning trees. Future revisions will address tree care topics including soil modification, cabling and construction protection.

This national consensus standard for tree pruning is now open for public review. If you wish to receive a copy of ANSI A300, write to A300 Secretary, c/o National Arborist Association, P.O. Box 1094, Amherst, NH 03031.

American National Standards are national consensus documents written by industry professionals under strict guidelines. The ANSI A300 document affects the entire arboriculture profession. As listed in its purpose, the A300 document is intended as a guide for federal, state, municipal and private authorities including property owners, managers, utilities and homeowners in drafting their maintenance specifications.

Pruning topics in the standard include “Hazard Reduction Pruning,” “Maintenance Pruning,” “Aesthetic Pruning,” “Crown Reduction,” “Specialty Pruning,” “Palm Pruning” and “Young Tree Pruning.”
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IN THE TREE CARE BUSINESS, WHAT YOU DON'T KNOW CAN'T HELP YOU.

You don't have to read between the lines to know clients demand results. Beautiful trees. A gorgeous landscape. ASAP. But clients also expect information from you. (Read between the lines and you will know they are probing. Does this arborist measure up?) You only get one chance with most clients. You need to make the most of it.

KNOWLEDGE IS POWER.

The International Society of Arboriculture (ISA) is the prime source for tree care knowledge: research-based knowledge you can use now, and knowledge gained through networking with professional peers. ISA membership entitles you to all of this knowledge, and one thing more. The success and prestige that accompany it.

ISA Membership is Knowledge
To Join the ISA, Please Call 217-355-9411

Please circle 16 on the Reader Service Card
By Vickie Edwardson

We are a full service tree firm, which has less than 10 employees. And when an accident puts one of our men out of work for a while, we really notice it.

We are a company that belongs to the National Arborist Association, the International Society of Arboriculture and the Kansas Arborist Association. We have trained our people on how important safety is and try to provide a safe work place.

Our company was doing a large contract job out in western Kansas this past September, and our crew foreman had a serious accident. He has more than 30 years experience and is a certified Kansas Arborist through Kansas State in Manhattan, Kansas.

At one point on the job, he was up in the bucket truck. While raising the boom he decided to hurry and really wasn’t paying attention. The way he says it, he was "hot dogging" it so they could finish the job faster. His hand became pinned between a limb and the control lever. His hand was smashed and there wasn’t anything he could do but yell for help. One of our groundmen finally heard him and ran to the truck to override the controls. He was scared and pushed the lever the wrong way for a split second. Immediately he corrected his mistake and got his co-worker down. The rest of the crew was right there to help get their fellow worker out of the bucket and get a tourniquet on his hand to help control the bleeding. As they were bringing him around to the front of the property, the boss pulled up on the job site and tried to get directions to the hospital by calling 911 on his cellular phone. Meanwhile, a passing motorist stopped and offered to lead the way to the hospital.

From the time the crew realized something was wrong until the foreman got medical attention could not have been more than 15 to 20 minutes.

The boss has said that without the safety tapes that we show all of our employees put out by the NAA, the rescue could have been a disaster. The employees even said that what they had learned by watching the tapes came to mind when they needed it. Since then, the foreman has said several times that the rest of the crew did a great job of getting him down and getting him the medical help he needed.

So remember: Always pay close attention to the equipment you are operating and all obstacles that are around you. Don’t hurry just to show how fast you can get a job done because it may wind up taking longer. It only takes a split second for something to go wrong. Even the most qualified and safest person can get in trouble.

Vickie Edwardson is co-owner of Alfred’s Superior Tree Service in Wichita, Kansas.

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.
TREE CLIMBING IS FOR TRAINED PROFESSIONALS

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

• Essential information on the ropes, snaps, carabiners and saddles used.
• Basic instruction in the knots required for tree climbing.
• Various climbing techniques used for ascending into and working in trees.

All of the appropriate elements of the ANSI Z133-1994 are included.

NAA's video training programs make actual on the job training much easier. After viewing an NAA video a trainee can go into the field with basic background information. Repetitive viewing of NAA's video training program re-enforces the training provided in actual work situations.

Attendance sheets provided with this program allow an employer to easily document employee training which meets OSHA requirements. Tests are also provided to measure employee comprehension.

The ROPES, KNOTS & TREE CLIMBING video program will be available in March 1994. Orders received before December 31, 1993 are subject to a substantial discount.

To order please fill out the order form on page 26 or call the National Arborist Association Hotline at 1-800-733-2622.

The National Arborist Association
P.O. Box 1094, Amherst, NH 03031
Phone 1-800-733-2622  Fax 603-672-2613
TALL TREE TALES

A few weeks ago, I received a call from a friend who owns a tree company here in Charlotte. He had been asked to bid on a particularly difficult and potentially hazardous tree removal. The tree had been through a fire, an excavation, a grade change, a new driveway and over-pruning, and now was a target for every bacteria and insect that could get into it.

Unfortunately, the tree had viable brush on it. I say “unfortunately” because what remained were mainly hollow 2 1/2 inch diameter leaders extending 60 feet out over houses and other structures. Underneath was a drive circle with concrete so thin that it would be next to impossible to drive a pick-up over it.

We met with the customer and discussed the options available. Given the location and the poor quality of the surface under the tree, we ruled out the use of a crane. The tree had a 90-100' spread of mostly hollow limbs. There was no center crotch and there were no decent lowering crotches in the entire tree. That meant that everything would have to be lowered on itself, which would leave us with hundreds of awkward cutting positions. The only choice we had was to climb the tree and rig out each small piece. After we mailed copies of our certificates of insurance, the customer gave us the job. Although many of the other tree companies in town had bid on the job, I think the reason we were awarded the bid was the manner in which the proposal was presented. We had discussed the possibilities with the homeowner, had pointed out the dangers, and had explained everything which would be involved.

Using modern equipment, as we did, sometimes creates a dangerous scenario often overlooked: the blocks, slings and lines are often stronger than the anchor host. Given the huge spread and lack of convenient crotches from which to work, we had to lower almost everything on itself. This type of situation is where many accidents occur. A climber cuts a large piece, and is shaken off the end of the limb.

After the job was completed, various tree men came up and made comments like, "I've taken down trees three times that size", "Were you scared to cut the whole thing?" and my favorite, "Don't you know how to make a jump cut?"

Yes, I was scared to cut the whole thing. That's why I am still here. I know many types of jump cuts; I just never get the trees on which they can be used.

As the person doing the removal, you need to do three things: 1) Use the best judgement you have on a dangerous tree, which includes listening to the suggestions of the people working with you. 2) Get a ground person who supports what you are trying to do; someone who's been there and understands how to protect and help you. 3) Don't let the 'Tall Tree Tales' you've heard in the past influence you to do things which are short-sighted and dangerous. If you feel the need to cut a piece smaller, do it. If you feel that something is over your head, get help. And if you feel that it's out of your league, let someone else do it.
Tree health, environmental protection, and new product registrations aren't the only discussion topics featured at Mauget tree care seminars. Each Mauget seminar includes time to answer your questions. Your concerns about the environment, diseases, insects, nutrition, pruning, spraying, wounding, and product performance are important. Mauget seminars provide the most practical and most useful information for you to use in your business. Learn about the re-introduction of Fungisol® debacarb fungicide. Mauget micro injection utilizes a closed system to protect the environment.

Annual seminars are open to all Green Industry firms -- owners, managers and applicators. Call your Mauget distributor about a seminar in your area. Current dates and locations are below:

### Micro Injection Training Seminars

- **Target Specialty Products**
  - Cerritos, CA 90701
  - California
  - (800) 627-4389
  - Feb 17, Visalia, CA

- **Guardian Tree Experts**
  - Rockville, MD 20852
  - MD, VA, DC
  - (301) 881-9063 FAX
  - (301) 881-8550
  - Feb 22, Gaithersburg, MD

- **Mid West Arborist Supplies**
  - Grand Rapids, MI 49505
  - Michigan
  - (616) 364-7616
  - (800) 423-3789
  - Feb 24, Novi, MI

- **Warne Chemical Co.**
  - Rapid City, SD 57702
  - Western SD, Wyoming
  - (605) 342-6990 FAX
  - (605) 342-7644
  - (800) 658-5457
  - Feb 24, Rapid City, SD

- **D.H.D. Systems Inc.**
  - New Berlin, WI 53151
  - Wisconsin
  - (414) 784-3556
  - Feb 25, Milwaukee, WI

- **Pruss Tree Service**
  - Lake Osseo, OR 97035
  - Oregon, Washington
  - (503) 635-1524 FAX
  - (503) 635-3916
  - (800) 635-4294
  - Mar 3, Portland, OR

- **Arbor Care**
  - New Fairfield, CT 06812
  - CT, Westchester County
  - (203) 746-0776
  - Mar 7, Syracuse, NY

- **Northeastern Associates**
  - Fairfield, NJ 07004
  - New Jersey
  - (201) 227-0865 FAX
  - (201) 227-0359
  - Mar 9, Totowa, NJ

**J. J. Mauget Company**

2810 N. Figueroa Street
Los Angeles, CA 90065

Please circle 19 on the Reader Service Card
Shed NEW LIGHT On Your Workplace

...Introducing Sentry™ & VisiBeam® II. Two new lights, one great style.

Federal Signal's new Sentry™ warning beacon and VisiBeam® II remote controlled spotlight provide economical, reliable performance you expect from the leading manufacturer of vehicle warning equipment. Lamp changes can be made in seconds without the use of tools. Both lights are available in surface, pipe, or magnetic mount; and their compact size (6-1/2") allows mounting in the tightest places.

The VisiBeam II spotlight puts effective work area illumination at your fingertips. Its 360 degree horizontal and 120 degree vertical movement eliminates blind spots! And it's easy to install! The palm-sized control and spotlight are interconnected via a common "telephone" type cable with "snap" connectors.

Sentry warning beacons produce an intense flash to effectively alert oncoming traffic. Two flash rates are available - 95 flashes per minute, and a more urgent 175 flash per minute signal. Its simple, modular design insures long-term reliability and service.

See them at your local Federal Signal Distributor. For their names and location, call us at 708-534-4778.

FEDERAL SIGNAL CORPORATION
Emergency Products: Amber Market
2645 Federal Signal Drive
University Park, IL 60466

Please circle 11 on the Reader Service Card
This directory contains listings of companies supplying the tree care industry with products and/or specialized services. The information contained herein should not be construed as an endorsement of products or techniques.
ALPHABETICAL LISTING

A

ACRT, Inc.
P.O. Box 219
227 DePeyster St.
Kent, OH 44240
Richard E. Abbott
800-622-2562

Acer Tree and Landscaping Co., Inc.
P.O. Box 1486
Herndon, VA 22070
Frank Emblidge
703-435-0445

George F. Ackerman Co.
300 Mill St., P.O. Box 157
Curtice, OH 43412
Dave Hineline
419-836-7735

Accuflex
8000 Ronda Drive
Canton, MI 48187
Barry McKendrick
313-451-0080

Advanced Mobilcomm, Inc.
400 E Las Colinas Blvd.
Irving, TX 75039
John D. Kelly
214-830-7000

Aerial Equipment, Inc.
2381 S. Foster St.
Wheeling, IL 60090
Ron Aidikonis
708-398-0620

Aerial Lift, Inc.
571 Plains Road, P.O. Box 66
Milford, CT 06460
Brian DePiero
800-245-5438 (in state)
800-446-5438 (out of state)

Agape Design
2660 W. Baseline Road
Masa, AZ 85202
Doreen L. Orist
602-820-3939

Agrotec, Inc.
Highway 35 North, Box 49
Pendleton, NC 27862-0049
919-585-1222

Aircut
2588 S. Railroad Ave.
Fresno, CA 93706
209-266-6832

Albiez Insurance Agency
P.O. Box 1593
Union, NJ 07083
Gerald Holmes
800-272-6771

Alexander & Alexander/ITT Hartford
12120 Shamrock Plaza, P.O. Box 3388
Omaha, NE 68103-0388
Michael J. Jacoby
402-691-6000

Alexander Equipment Co.
1050 North Dupage Ave.
Lombard, IL 60148
Steve Johnston
708-268-0100

Alliance Equipment Co., Inc.
1000 N. Union
Alliance, OH 44601
Marge Antonasanti
216-821-2291

Alliance Knife, Inc.
P.O. Box 14330
Cincinnati, OH 45250-0330
Lonnie Keith
800-852-7447

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

Altec Industries, Inc.
P.O. Box 10264
Birmingham, AL 35202
800-232-7373

American Arborist Supplies, Inc.
882 S. Matlack St.
West Chester, PA 19382
Richard Miller
800-352-3458 (in state)
800-441-8381 (out of state)

American Hydraulics, Inc.
Route 4, Box 4668
Hartwell, GA 30643
Russell Tupper
706-376-3192

American Intertool, Inc.
1255 Tonne Road
Elk Grove Village, IL 60007
Ron Aisenbrey
708-640-7766

American Manufacturing Co., Inc.
200 Southpark Road, P.O. Box 88000
Lafayette, LA 70598
J.A. Berthelot
318-837-9241

American Safety Utility Corp.
P.O. Box 1740
Shelby, NC 28150
Buddy Price
704-482-0601

See our ad in the Product Guide.
Arborist Supply House, Inc.
P.O. Box 23607
Fort Lauderdale, FL 33307
Geri Hoyt
800-749-9528
“We carry arboriculture books by Harris, Pirone, Shigo, & Cornell U Press. Also Klein, Buckingham, & Miller saddles, climbers & lanyards. Arbor Flex rope, Felco pruners & Deep Root Barriers in stock. We accept VISA & MASTER CHARGE. Free catalog & fast service.”

Arborline, Inc.
P.O. Box 101
East Longmeadow, MA 01028
Fred Jelen
800-432-7267

ArborSystems, Inc.
Box 31294
Omaha, NE 68131
David Mooter
402-896-6320

Arbortech (Div. of STAHL)
3201 W. Lincoln Way
Wooster, OH 44691
Chris Johnstone
216-264-7441

Ariens Company
P.O. Box 550
Laytonville, CA 95454
Bill Bailey
707-994-6133

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

Bandit Industries
6750 Millbrook Road
Remus, MI 49340
Dennis Tracy
517-561-2270
Complete line of drum or disc-style, hand-fed tree and brush chippers. Nine models to choose from. Bandit also offers a line of whole tree and self-propelled chippers with capacities up to 19” in diameter and a line of grinding and recycling equipment. “See our ad in the Product Guide.”

Bartlett Manufacturing Co.
3003 E. Grand Blvd.
Detroit, MI 48202
John Nelson
313-873-7300

Bashlin Industries, Inc.
P.O. Box 867
Grove City, PA 16127
Rod Paul
412-458-8340
“We carry arboriculture books by Harris, Pirone, Shigo, & Cornell U Press. Also Klein, Buckingham, & Miller saddles, climbers & lanyards. Arbor Flex rope, Felco pruners & Deep Root Barriers in stock. We accept VISA & MASTER CHARGE. Free catalog & fast service.”
Berkshire Software
P.O. Box 767
Great Barrington, MA 01230
Judd Reiss
413-528-3170

Big John Tree Transplanter Mfg.
P.O. Box 608, Hwy. 110 E.
Heber Springs, AR 72543
Jack Oberg
815-624-7578

Bishop Company
12519 E. Putnam St.
Whittier, CA 90602
Keith McCormick
800-421-4833
Bishop Co. is a stocking distributor of quality tools & equipment for the professional arborist & landscaper. Representing products from over 350 manufacturers. CALL for your free catalog today.

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

Blade Equipment Inc.
1211 Sherbrooke Court
Raleigh, NC 27612
Dan Deriscavage
800-736-5060

Blount, Inc.
P.O. Box 568
Owatonna, MN 55060
Terry Starkey
507-455-9447
“See our ad in the Product Guide.”

Bomar Corporation
1813 Harper Road
Kerrville, TX 78028
Robert Lyebecker
512-895-4330

Border City Tool & Mfg. Co.
23325 Blackstone Ave.
Warren, MI 48089
John R. Parenteau
800-421-5985
“See our ad in the Product Guide.”

Bowen’s Stump Grinders
1503 Caddo School Road
Joshua, TX 76058
Randy Bowen
817-641-1806

Brewt Power Systems/Maibo
5120 N. Arena Way
Awater, CA 95301
Butch Rhoton
800-255-9180
Maibo Pneumatic Pruning System. A complete pruning system that includes loppers, shears, chain saw, hedger and brushcutter. Pruning tools are extendable to any desired working height for maximum reach. Maibo pneumatic pruning tools are lightweight, heavy duty, clean and professional. Call for a catalog.

Briggs & Stratton
P.O. Box 702
Milwaukee, WI 53201
Ron Miskelley
414-259-5685

Brooks Books
P.O. Box 21473
Concord, CA 94521
Philip B. Nesty
510-672-4566

John Brown & Sons, Inc.
14 B & B Lane
Weare, NH 03281
Michael Brown
603-529-9794
“See our ad in the Product Guide.”

Brown Bear Corporation
P.O. Box 29
Corning, IA 50841
David Harder
515-322-4220
Brown Bear Corporation manufacturers brush cutters for R-O-W maintenance and land clearing. Also off-road all terrain vehicles from 30,000 to 80,000 GVW.

Brown Manufacturing Corp.
Route 3
Ozark, AL 36360
Jeff Thagard
205-795-6603
800-633-8909
As the industry leader of right-of-way mowing equipment, Brown offers a full line of self-propelled rubber tire or track units, and many tractor mounted models with hydraulic or mechanical drives. “See our ads in the Product Guide.”

Brushking
4173 Domestic Avenue
P.O. Box 10130
Naples, FL 33941
Dan Broughton
813-643-6368

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

C

C&P Press, Inc.
888 Seventh Avenue
New York, NY 10106
Tom Charla
800-71-9851
“See our ad in the Product Guide.”

CEI
P.O. Box 406
Osseo, MN 55369
Carrie Turner
800-333-5234

CLC Labs
325 Venture Drive
Westerville, OH 43081-8826
Elliott H. Schaffer
614-888-1663
CLC Labs is the premiere lab serving the green industry; providing usable fertilizer recommendations. We are the official soil testing lab for the Ohio Nurseryman’s Association.

CNA Insurance Companies
CNA Plaza-9W
Chicago, IL 60685
Debra Kandaras
312-822-7137

TCI PRODUCT DIRECTORY - 3
C.U.E.S., Inc.
14 Caldwell Drive
Amherst, NH 03031
Alan B. Morrison
603-889-4071

Cal-Line Equipment Co.
1001 "D" Shannon Court
Livemore, CA 94550
Dennis Knoll
510-443-6432

J.P. Carlton
121 John Dodd Road
Spartanburg, SC 29303
John Bird
614-876-3533

Central Power Systems
2555 International St.
Columbus, OH 43228
Jerry Hoover
614-876-3533

Century Equipment, Inc.
4199 Leap Road
Hilliard, OH 43026
Dick Gerard
614-771-9995

Century Products
3081-A La Jolla St.
Anaheim, CA 92806
Dee Fortney
714-632-7083

Chipmore Manufacturing Co.
6 Johnson Court, P.O. Box 671
Bay City, MI 48707
Michael C. Whaley
517-894-4578

Ciba Turf & Ornamental Products
P.O. Box 18300
Greensboro, NC 27419
Jose Milan
919-547-1154

Cleary Chemical Corp.
178 Rte 522 Suite A
Dayton, NJ 08810
908-329-8399

Cleaves Co., Inc.
300 Reservoir St.
Needham, MA 02194
Leonard Cleaves
617-449-0833

Computapole, Inc.
5776 Stoneridge Mall Road, Suite 290
Pleasanton, CA 94588
Brad Rideout
510-847-8630

Corona Clipper Co.
1540 E. Sixth St., P.O. Box 1388
Corona, CA 92818-1388
Trish Rickman
714-737-6515
"See our ad in the Product Guide."

CraneQuip Corporation
2914 Caterpillar Trail
East Peoria, IL 61615
Donald E. Wheeler
309-694-1919
800-352-5897

Crary BearCat Company
P.O. Box 849, 237th St. NW
West Fargo, ND 58078
Ross Johnson
701-282-5520

Creative Sales, Inc.
P.O. Box 501
Fremont, NE 68025
Bryan K. Wolfe
402-727-4800
"See our ad in the Product Guide."

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

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

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

D

D.S.R., Inc.
1109 Trinidad Lane
Garland, TX 75040
Donald M. Eilertson
214-272-9928
"See our ad in the Product Guide."

Edward W. Daniel Co.
4049 St. Clair Ave.
Cleveland, OH 44103-3826
Mike Kennison
216-361-7676
800-338-BOLT

Davey Resource Group
1500 N. Mantua St., P.O. Box 5193
Kent, OH 44240-5193
Ward Peterson
216-673-9511
"See our ad in the Product Guide."

Davisson Golf & Landscape, Inc.
64 Cedar Ave.
Towson, MD 21286
Tim Davisson
410-823-4203

DeepRoot
345 Lorton Avenue, #305
Burlingame, CA 94010
Cecilia Panelli
800-458-7668

Detroit Diesel Corporation
13400 Outer Drive W
Detroit, MI 48239-4001
Roger Suter
313-592-3720
"See our ad in the Product Guide."

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 Company
1201 Warren Avenue
Downers Grove, IL 60515
Todd Belobraydich
708-969-0050

Direct Safety Company
7815 S. 46th St.
Phoenix, AZ 85044
602-968-7009

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

The Doggett Corporation
31 Cherry Street
Lebanon, NJ 08833
Roger Mellick
908-236-6335
"See our ad in the Product Guide."

Dolmar USA, Inc.
1022 Hawn Ave., P.O. Box 78526
Shreveport, LA 71107
Richard Griffis
318-226-0081

TCI PRODUCT DIRECTORY - 4
Double GEE Industries, Inc.
P.O. Box 763
Broomall, PA 19008
George Geyer
215-356-0685
“See our ad in the Product Guide.”

Dosko East Inc.
POB 21
Sea Isle City, NJ 08243-0021
George G. Wasser
800-786-6433

Doskoecil Industries, Inc.
1324 W. Rialto Ave.
San Bernardino, CA 92406
714-885-0988

DowElanco
9330 Zionsville Road
Indianapolis, IN 46268-1054
Kevin Tomka
317-871-8279
DowElanco manufactures a full line of industrial herbicides for weed/brush control and tree growth regulators that manage fast-growing trees that cannot otherwise be removed. Call your chem dealer or DowElanco specialist for more info. “See our ad in the Product Guide.”

DUECO (Dalum’s Utility Equip. Co., Inc.)
N4 W22610 Bluemound Road
Waukesha, WI 53186
Jerry Gilbertson
414-544-8400

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

E

East Hill Manufacturing
166 Spruce St., Box 6265
Rutland, VT 05702
802-773-0199
“See our ad in the Product Guide.”

Echo, Inc.
400 Oakwood Road
Lake Zurich, IL 60047
708-540-8400

Howard L. Eckel & Associates
P.O. Box 501197, 4609 Overseas Hwy.
Marathon, FL 33050-1197
Howard L. Eckel
800-233-8510, Ext. 444

Electrol Equipment, Inc.
320 Mathews St., P.O. Box 1209
Mankato, MN 56001
Brent Lease
800-669-2887

Wilbur Ellis
4106 S. Cedar St.
Fresno, CA 93725
David Sprott
209-485-1662

Elvex Corporation
7 Trowbridge Drive
Bethel, CT 06801
Roland Westerdal
203-743-2488

100 N. Main St., P.O. Box 458
Monticello, IA 52310
Angela Hanken
319-465-3537

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

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

Environmental Consultants, Inc.
207 Lakeside Drive
Southampton, PA 18966
Dennis E. Holewinski
215-322-4040

Ergodyne Corporation
1410 Energy Park Drive, Suite 1
St. Paul, MN 55108
Liz Rivera
612-642-9889
A Revolution At Work. Optimizing human performance through ergonomic innovation - ProFlex products and programs have been an integral part of a complete program that includes ergonomic design, education and training. ProFlex back supports, back cushions, and bodyguards offer comfortable support while encouraging proper body mechanics. ProFlex wrist supports, anti-vibration gloves, and tennis elbow supports are also available. Ergodyne Corp., 1410 Energy Park Drive, Suite 1, St. Paul, MN 55108, (800) 225-8238; FAX: (612) 642-1882.

D.E. Ernick, Inc.
P.O. Box 322
Port Allegany, PA 16743
Connie Benson
814-642-2589

Esco Distributors, Inc.
508 W. Hoffman Ave.
Lindenhurst, NY 11757
Jerry Sluker
800-842-1104

Estex Manufacturing Co., Inc.
402 East Broad St.
Fairburn, GA 30213
Brent C. Wilkes
404-964-3322

Exmark Manufacturing Company
2101 Ashland Avenue, Box 808
Beatrice, NE 68310
Lynette Petersen
402-223-4010

F

FMC Corp.
1037 Watervliet-Shaker Road
Albany, NY 12205
518-869-2439

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. Lawnfleld
Clackamas, OR 97015
Gary Falkenburg
800-424-7867

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

Federal Signal Corporation
2545 Federal Signal Drive
University Park, IL 60466
Jan Mol
708-534-3400
The Garick Corporation
13532 Broadway Avenue
Cleveland, OH 44125-1999
Teddi Davis
216-581-0100
The Garick Corporation carries bulk cypress, hardwood, and pine bark mulches, tools, soil amendments, soil mixes, lightweight aggregates, timers, erosion control material, wallstone products and much more. Garick offers "Gar-Quick" 48 Hour Delivery and 100% Satisfaction Guaranteed on all products. Call for a complete catalog.

E.C. Geiger, Inc.
Route 63, Box 285
Harleysville, PA 19438
Gary McKinley
215-256-6511

Gossen Industries
P.O. Box 705
Beatrice, NE 68310
Matt Hanshaw
402-228-4226

Grace-Sierra Horticultural Products
1001 Yosemite Dr.
Milpitas, CA 95035
Greg Wahl
408-263-8080
"See our ad in the Product Guide."

Gravely International
P.O. Box 5000
Clemmons, NC 27012
Bill Noble
919-766-4721

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

GFX Corporation
200 Recreation Park Drive
Hingham, MA 02043
Richard McCann
617-740-0350
"See our ad in the Product Guide."

G.M.F. Contractors Equip.
8846 W. 47th St.
Brookfield, IL 60513
George Fillos
708-485-7300

The Green Oil Company, Inc.
1013 Union Meeting Road, P.O. Box 577
Green Hill, PA 19422
Ira Paine
215-542-8584
"See our ad in the Product Guide."

Green Pro Services
380 S Franklins Street
Hempstead, NY 11550
Robert Riley
516-538-6444
"See our ad in the Product Guide."

Grow Gun Corporation
5322 Howell St.
Arvada, CO 80002
Chuck Staudinger
303-278-9112

Grow More, Inc.
15600 New Century Dr.
Gardena, CA 90248
John Atwill II
310-515-1700

Growth Products Ltd.
P.O. Box 1259
White Plains, NY 10602
Clare Reinbergen
914-428-1316
Growth Products provides the arborist with a complete line of professional liquid fertilizer, micronutrients & natural organics for every season. Each product contains our exclusive methylene urea - a slow release nitrogen source. Please call for more information. "See our ad in the Product Guide."

H

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

Hagalof, Inc.
P.O. Box 856
Ridgeland, MS 39158
Mamrice Reed
601-856-5119

Hall's Safety Equipment, Corp.
P.O. Box 230, Rt. 173 North
Grove City, PA 16127
412-548-7202

Handy Ramps, Inc.
435 Wilson Street NE
Minneapolis, MN 55413
Mark Miles
800-783-1069
Hanson & Associates
P.O. Box 7604
Madison, WI 53707
James R. Hanson
608-222-2330
800-343-2330

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

Hawkensen Equipment Co., Inc.
Route 25
Plymouth, NH 03264
Steve Huss
603-536-2433

Haybuster Mfg., Inc.
Box 1940
Jamestown, ND 58401
Paul Johnson
Steve Egeland
701-252-4601

Hercules Engines Company
101 Eleventh St. SE
Canton, OH 44707
216-438-1313

Herr Manufacturing Co., Inc.
17 Pearce Avenue
Tonawanda, NY 14150
Richard Wahl
716-874-5770

Hodges Manufacturing Co., Inc.
Route 4, Box 328B
Mountain Home, AR 72653
Jake Minton
800-525-6312
501-492-6116

Hoffco, Inc.
358 N.W. “F” St.
Richmond, IN 47374-2297
John D. Hedges
317-966-8161

Holan Mfg., Inc.
5600 W. 88th Ave.
Westminster, CO 80030
Dick Eskins
303-427-3700

Holan manufactures a full line of insulated, over-center, articulating aerial lifts for heavy-duty tree trimming applications. Complete, ready-to-roll units are available for immediate delivery, with working heights from 41’ to 55’. “See our ad in the Product Guide.”

Homelite/TEXTRON
14401 Carowinds Blvd.
Charlotte, NC 28273
704-588-3200

“See our ad in the Product Guide.”

Howard Leight Industries
1330 Colorado Avenue
Santa Monica, CA 90404
Martin Salon
310-396-3838

H.D. Hudson Mfg./Green Garde Div.
500 N. Michigan Ave.
Chicago, IL 60611
Gene Short
312-644-2830

Husqvarna Forest & Garden Co.
9006-J Perimeter Woods Drive
Charlotte, NC 28216
Mark Michaels
704-597-5000
800-438-7297

Manufactures and markets a complete line of chain saws, clearing saws, cutoff saws, and lawn and garden products, including mowers, tractors, tillers, edgers, brush cutters, grass trimmers, and blowers. Also makes a line of protective apparel and accessories. “See our ad in the Product Guide.”

Hydron, Inc.
2550 W. Fifth Avenue
Columbus, OH 43204
Chuck Stricklin
614-488-0654
800-445-6113

Hydron is a distributor for Greenlee-Fairmont and Limb-Lopper hydraulic tools, including: hydraulic driven hand chain saws and long reach chain saws and hydraulic and pneumatic operated pruners. Hydron is also a distributor for Buckingham climbing and arborist tools and equipment.

Hypro Corporation
375 Fifth Ave. NW
New Brighton, MN 55112
Jim Dudley
612-633-9300

I.S.I./TERRA-SORB
4301 32nd St. W.
Suite A-11
Bradenton, FL 34205
James J. Quinn
800-227-6728

Illinois FWD Truck & Equip. Co.
7128 Barry Ave.
Rosemont, IL 60018
Frank Hantak
312-296-7171

Independent Protection Co., Inc.
1603-09 South Main St., P.O. Box 537
Goshen, IN 46526
219-533-4116

“See our ad in the Product Guide.”

Industrial Engine & Equip. Co.
311 N. Polk St., P.O. Box 609
Pineville, NC 28134
704-889-7511

International Knife & Saw, Inc.
P.O. Box 100535
Florence, SC 29501-0535
800-662-6345

International Reforestation Suppliers
P.O. Box 5547, 2100 W. Broadway
Eugene, OR 97405
Gary Stewart
503-345-0597

R.F. Inter-Science Co., Inc.
P.O. Box 505
Huntington, NY 11743
Richard Freeman
516-421-1342

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

JRP International, Inc.
P.O. Box 1472, 545 Bragg St.
Fond du Lac, WI 54936-1472
John Rixen
414-922-6717

“See our ad in the Product Guide.”

Jameson Corp.
P.O. Box 240277
Charlotte, NC 28224
Thomas B. Crates
704-525-5191

“See our ad in the Product Guide.”

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

Kadco, USA
27 Jumel Place
Saratoga Springs, NY 12866
Sharon L. Lewton
518-587-2224

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

Kenco Engineering
P.O. Box 1467
Roseville, CA 95661
Brad Johansen
Dave Lutz
800-423-4518
916-782-8494

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

“See our ad in the Product Guide.”

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

Klein Tools, Inc.
7200 McCormick Blvd., P.O. Box 599033
Chicago, IL 60659-9033
Ron Bost
708-677-9500

Knaack Mfg. Co.
420 E. Terra Cotta Ave.
Crystal Lake, IL 60014
Rick Bielski
800-456-7865

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

Kramer Equipment Co., Inc.
7835 Richmond Hwy.
Alexandria, VA 22306
Neal Kramer
703-360-4777

Kromer Company
2365 Commerce Boulevard
Mound, MN 55364-1425
O. W. Kromer
800-373-0337

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

“See our ad in the Product Guide.”

Kernor, Inc.
A.M. Leonard, Inc.
P.O. Box 1166
Perry, FL 32347
Louis Lanier
904-584-3340

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

Klein Tools, Inc.
7200 McCormick Blvd., P.O. Box 599033
Chicago, IL 60659-9033
Ron Bost
708-677-9500

“Brush chippers, chain saws, fertilizers, injection systems, pruning saws, rigging equipment, saddles, spray hose & guns, sprayers, stump grinders, and a whole lot more. “See our ad in the Product Guide.”

Kress, Inc.
501 Ford St.
Oregon, IL 61061
Lee Lutz
815-732-2383

TCI PRODUCT DIRECTORY - 8
Lyons Equipment Co.
Route 353
Little Valley, NY 14755
Andy Reese
716-938-9175

M

Manitex, Inc.
4300 Acapulco Ave.
McAllen, TX 78503
Jack McKay
512-630-2690

J.J. Mauget Co.
2810 N. Figueroa St.
Los Angeles, CA 90065
Nate Dodds
800-TREES-RX
800-873-3779
“See our ad in the Product Guide.”

J.J. Mauget Co.
2810 N. Figueroa St.
Los Angeles, CA 90065
Nate Dodds
800-TREES-RX
800-873-3779
“See our ad in the Product Guide.”

McCanse Engineering, Inc.
949 Etnyre Terrace
Oregon, IL 61061
Lillian McCanse
815-732-7540

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

Medi-Ject Tree Injection Sys. Co.
520 Eldora Lane
Lincoln, NE 68505
John E. Fischbach
402-467-5926

Merk & Co.
P.O. Box 2000
Rahway, NJ 07065
Paul Hudson

Midland Land Mobile Radio
1690 North Topping Ave.
Kansas City, MO 64120
816-241-8500 (Ext. 1690)

Miller Equipment
1355 15th St.
Franklin, PA 16323
Larry Kilian
800-873-5242

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

Minnesota Wanner Co.
5145 Eden Ave. So.
Minneapolis, MN 55436
Tom Wanner
612-929-1070

MIRK Inc./Toombs Truck Eq.
7629 Chippewa Road
Orrville, OH 44667
Dick Williston
216-669-2000

Monterey Lawn & Garden Products, Inc.
P.O. Box 5317
Fresno, CA 93755
W. T. Thomson
209-225-4770
“See our ad in the Product Guide.”

Morbark E-Z Beaver Company
P.O. Box 1000
Winn, MI 48896
Neil Schumacher
800-362-9010

Morbark Pennsylvania, Inc.
653 Route 339, P.O. Box N
Mifflinville, PA 18631
Walter F. Deacon
717-752-6300
The best brush chippers available at prices
you can afford.

Morrison Industries, Inc.
2101 Business Center Drive, Suite 200
Irvine, CA 92715
Jim Morrison
714-476-2777

Moyer & Son, Inc.
113 E. Reliance Road, P.O. Box 198
Souderton, PA 18964
Mark Phipps
800-345-0419
215-723-6000

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

Multitek, Inc.
P.O. Box 170
Prentice, WI 54556
Howard Heikkinen
800-243-5438

Mycogen Corporation
5451 Oberlin
San Diego, CA 92121
619-453-8030

Nation Wide Ladder & Equipment Co., Inc.
180 Rockingham Rd.
Windham, NH 03087
David Lyon
800-228-2519

National Safety Equipment Outlet
P.O. Box 999
Charlestown, NH 03603
Phil Burt
603-826-4070

Nature’s Touch
11150 Addison
Franklin Park, IL 60131
Don Arenberg
708-455-8600

NESSCO, Inc.
3112 East St. Rd. 124
Bluffton, IN 46714
Gene Glover
800-252-0043
Bucket trucks, chip trucks, chippers, stump
grinders, tree spades, digger derricks,
underground tension equipment and much
more. Call for a free catalog. “See our ad
in the Product Guide.”

New England Arborware, Inc.
672 Pleasant St.
Norwood, MA 02062
Tom Duffy
800-242-9660

New England Ropes
23 Pope’s Island
New Bedford, MA 02740
Bo Preston
800-333-6679
“See our ad in the Product Guide.”

New Pig Corporation
One Park Avenue
Tipton, PA 16684-0304
800-HOT-DOGS (468-4647)

Niemeyer Corp.
19 S. Newton St.
Newton Square, PA 19073
Dean Diehl
215-356-2672

Nissan Diesel America, Inc.
5930 W. Campus Circle Dr.
Irving, TX 75063
Dave Trussell
214-550-8400
“See our ad in the Product Guide.”
Nor-Am Chemical Co.
2711 Centerville Road
Little Falls Centre One
Wilmington, DE 19808
George Raymond
302-892-3030
"See our ad in the Product Guide."

North American Engine Company
156 Industrial Ave.
Greenboro, NC 27406
919-370-4776

North American Micron
P.O. Box 1227
Reedley, CA 93654
209-638-4252

Northeast Shade Tree
166 Clinton St.
Portsmouth, NH 03082
Jeffrey W. Ott
603-436-4804

Northeastern Associates, Inc.
231 Commerce Road
Fairfield, NJ 07004
Vince Dujets
201-227-6359
Northeastern offers a wide range of standard & custom built tree & shrub sprayers. We carry all arborist tools & supplies, such as ropes, climbing gear, pruners, saddles, rigging supplies, etc. "See our ad in the Product Guide."

Northern Hydraulics
P.O. Box 1499
Burnsville, MN 55337
800-533-5545

Norwalk Power Equipment Co.
12194 E. Firestone Blvd.
Norwalk, CA 90650
Scott Deeth
310-868-5615

Novo Nordisk Bioteclon, Inc.
33 Turner Road
Danbury, CT 06813
Tom Schmidt
800-283-3386

Oberon Co./Paramount Corp.
435 Coggeshall St.
New Bedford, MA 02746
Randell Hirschmann
508-999-4442

Olathe Manufacturing, Inc.
201 Leawood Dr.
Industrial Airport, KS 66031
Mike Moncrief
913-782-4396

Oly-Ola Sales, Inc.
124 E. St., Charles Road
Villa Park, IL 60181
Larry Olson
800-334-4647

Olympic Horticultural Products
P.O. Box 230
Mainland, PA 19451
Terry Higgins
215-256-4777

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

Omnidata International
124 S. 600 W.
Logan, UT 84321
Jan Saalfeld
801-753-7760

Onan Corporation
1400 73rd Ave. NE
Minneapolis, MN 55432
Ron Hansen
612-574-5000

Opdyke, Inc.
3123 Bethlehem Pike
Hatfield, PA 19440
Robert Opdyke
215-721-4444

Oral Ivy, Inc.
104 Guy's Lane
Bloomsburg, PA 17815
Bob Miller
800-553-6778
"See our ad in the Product Guide."

Oregon Cutting Saws
P.O. Box 22127
Portland, OR 97222
Rhys Campbell
503-653-8881

P

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

Partner Industrial Products
905 W. Irving Park Road
Itasca, IL 60143
Barbara Smith
800-323-3553

Peavey Manufacturing Company
P.O. Box 129
E. Eddington, ME 04428-0129
207-843-7861
"See our ad in the Product Guide."

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

Plant Food Company, Inc.
Highstown-Cranbury Station Road
Cranbury, NJ 08512
Tod Peltz
609-448-0935
"See our ad in the Product Guide."

Plastic Composites Corporation
8301 N. Clinton
Fort Wayne, IN 46825
Craig Keoun
219-484-3139
800-747-9339

Plastic Safety Systems
P.O. Box 20140
Cleveland, OH 44120
Scott Bayless
800-662-6338
Plasticade Products
5005 Newport Drive
Rolling Meadow, IL  60008
Geoff Glass
708-506-0400
"See our ad in the Product Guide."

Poulan/Weed Eater
5020 Flournoy Lucas Road
Shreveport, LA  71149
Don Roop
Bob Good
318-878-0100
"See our ad in the Product Guide."

Power Products Division/GRI
19855 W. Outer Drive
Dearborn, MI  48124
Camille Dahl Breen
313-730-2917

Practical Solutions
7100 N. High St., #202
Worthington, OH  43085
A. Maris Franke
614-436-9066

Precision Laboratories, Inc.
P.O. Box 127
Northbrook, IL  60065
Bob Gordon
708-498-0800
800-323-6280

Preformed Line Products
P.O. Box 91129
Cleveland, OH  44101
John M. Hofstetter
216-461-5200

Professional Tree & Turf Equipment
6945 Indiana Court #400
Golden, CO  80403
Steve Tangsrad
800-237-7785
303-422-7608

Pro-Lawn Products, Inc.
P.O. Box 4908
Syracuse, NY  13221-4908
Al Keller
800-437-9618

Promark Products-Ariens Co.
655 West Ryan
Brillion, WI  54110
Mike Thuecks
414-756-2141

R

RGC Construction Equipment
P.O. Box 681
Buffalo, NY  14240
Bill Krawczyk
716-895-1156

RMS, Inc.
111 Railroad Avenue
Westminster, MD  21158
410-876-1160

Rapco Industries, Inc.
12130 N.E. Ainsworth Circle, Suite 240
Portland, OR  97220
Ronald F. Blehm
503-255-6355
For ten years Rapco Industries, Inc. has manufactured carbide tipped saw chain in all sizes for all applications.

Rayco Manufacturing, Inc.
4255 Lincoln Way East
Wooster, OH  44691
Jake Stout
800-392-2686
"See our ad in the Product Guide."

Reading Body Works, Inc.
Hancock Blvd. & Gerry St., P.O. Box 14
Reading, PA  19603
215-775-3301

Recycling Systems, Inc.
P.O. Box 364
Winn, MI  48896
Gary Bardos
517-866-2800

Red Wing Shoe Co.
419 Bush St.
Red Wing, MN  55066
Craig Livingstone
612-388-8211

Reelcraft Industries, Inc.
P.O. Box 248
Columbia City, IN  46725
Bill Martin
800-444-3134

Reemay Inc.
70 Old Hickory Blvd., P.O. Box 511
Old Hickory, TN  37138
Gregg Wilkinson
615-847-7000

Remke Enterprises, Inc.
P.O. Box 9357
Downers Grove, IL  60515
Mark Remke
Jim Lutz
708-810-1662
Remke manufactures a full line of 1 year starter fertilizer tablets and 2 year planting fertilizer tablets. Call for more information.

Renwick Incorporated
Suite D1 Carr Mill
P.O. Box 626
Carrboro, NC  27510
John Q. Kelly
919-967-7557

Rhone-Poulenc Ag. Co.
P.O. Box 12014
Research Triangle Park, NC  27709
Jack Boyne
919-549-2000

Rockland Corporation
P.O. Box 809
West Caldwell, NJ  07007
Bob Wittman
201-575-1322

Root Control, Inc.
2525 NW Expressway
Oklahoma City, OK  73112
Kurt Reiger
405-848-2302

Roots, Inc.
25 Science Park, Bldg. 29
New Haven, CT  06511
Wayne Wall
800-342-6173
"See our ad in the Product Guide."

Roussel Uclaf Corp.
95 Chestnut Ridge Road
Montvale, NJ  07645
W. K. (Bill) German
201-307-3700

Safety Storage, Inc.
2301 Bert Drive
Hollister, CA  95023
Mary Pat Michielssen
800-344-6539
408-637-5955

Samson Ocean Systems, Inc.
2090 Thorton Road
Ferndale, WI  98248
Tom Selman
206-384-4669

TCI PRODUCT DIRECTORY - 11
Sherrill Arborist Supply
3101 Cedar Park Road
Greensboro, NC 27405
Tobe Sherrill
Mark Boozer
800-525-8873

Shindaiwa, Inc.
11975 SW Herman Road/P.O. Box1090
Tualatin, OR 97062
David Dahlstrom
503-692-3070

Sidewire, Inc.
6 Johnson Court, P.O. Box 671
Bay City, MI 48707
Mike Whaley
517-894-4570

Sierra Moreno Mercantile Co.
P.O. Box 292
Big Pool, MD 21711
Donald F. Blair
301-842-2544

Sign Up Corporation
P.O. Box 14624
Portland, OR 97214
Sherri Wahle
503-238-3732

Simon-Telelect, Inc.
600 Oakwood Road, P.O. Box 1150
Watertown, SD 57201
Terry VanConant
605-882-4000

Simonds Industries, Inc.
P.O. Box 500, Intervale Road
Fitchburg, MA 01420
Ray Evans
616-796-4858

Simonds Industries, Inc. manufactures many types of knives for all machine types. We manufacture in the U.S. Call for more information.

Skyline Northwest Corp.
224 SW Hamilton
Portland, OR 97201
John Runckel Jr.
503-241-0528
800-547-8664

Smith Bros. Contracting Equip., Inc.
5731 North Military Trail
West Palm Beach, FL 33407
Simon Smith
800-262-2280 (in state)
407-689-9880 (out of state)

Snap-Cut/Gilmour Group
P.O. Box 838
Somerset, PA 15501
800-458-0107

Snyder Industries, Inc.
P.O. Box 4587
Lincoln, NE 68504
Dan Pensick
402-467-5221

Solo Inc.
5100 Chestnut Ave.
Newport News, VA 23605
David Longfield
804-245-4228

Source Technology Biologicals, Inc.
3355 Hiawatha Ave., Suite 222
Minneapolis, MN 55406
Will Hartfeldt
800-ELM-TREE

Southco Industries, Inc.
1840 E. Dixon Blvd.
Shelby, NC 28150
Richard Goforth
800-331-7655

Southco Industries manufactures complete line of forestry dump bodies, 10 cubic yards to 30 cubic yards chassis available. "See our ad in the Product Guide."

Southeastern Equipment Co.
826 Club Court
Lawrenceville, GA 30243
Don Fowler
404-962-6720

Southern Mill Creek Prod., Inc.
5414 N. 56th St.
Tampa, FL 33612
Mike Wiggin
800-282-9115

Spectrum Technologies, Inc.
12010 S. Aero Drive
Plainfield, IL 60544
Mike Thurow
800-248-8873

Spotlight Industries, Inc.
31635 Blue Meadow
Westlake Village, CA 91361
Jim McGee
800-345-5243

Spraying Devices, Inc.
P.O. Box 3107
Visalia, CA 93278
Terry Stone
209-734-5555
Sprengnether Instruments, Inc.
4150 Leclede Ave.
St. Louis, MO 63108
Tom Moore
314-535-1682

Spring Valley Turf Products
1891 Spring Valley Road
Jackson, WI 53037
Bill Vogel
414-677-2273

Standard Safety Equipment Co.
P.O. Box 188
Palatine, IL 60078
708-359-1400

Stanley Hydraulics Tools
3810 S.E. Naef Road
Milwaukee, OR 97267
503-659-5660

Steiner Turf Equipment, Inc.
930 Penn Avenue, P.O. Box 85
Orrville, OH 44667
Stephen Steiner
216-683-0055

Stihl, Inc.
536 Viking Drive
Virginia Beach, VA 23452
804-486-9100

Stull Power Equipment Co.
10754 Tucker St.
Beltsville, MD 20705
301-937-9400

Stump Removal Co.
1129 Linwood Ave.
Westwood, NJ 07675
Ron Manning
201-444-0676

Stumpmaster, Inc.
P.O. Box 103
Rising Fawn, GA 30738
Randy Wallen
404-462-2445

Sumitomo Corporation/Isolite
1560 Broadway, Suite 600
Denver, CO 80202
Judd Sundine
303-623-2236

Superior Diesel
1632 N. Stevens St.
Rhineland, WI 54501
Bruce Wendt
800-521-0956

Tamarack Clearing, Inc.
P.O. Box 370
Canton, NY 13617
Matthew Randi
315-386-8273

Technic Tool Corporation
725 29th St. North
P.O. Box 1406
Lewiston, ID 83501
Nancy Keller
208-746-9011

“See our ad in the Product Guide.”

Technology Management, Inc.
3101 S. Westnedge Ave.
Kalamazoo, MI 49008
616-388-8500

TECO, Inc.
9733 Indianapolis Road
Fort Wayne, IN 46809
Dave Wick
219-747-1631

Thendaire Industries, Inc.
1100 W. Cedar St.
Beresford, SD 57004
Keith Jones
800-658-3558

Thiele Industries, Inc.
Rt. 56, Spruce Street
Windber, PA 15963
814-467-4504

THOR Enterprises Inc.
576 Linnerud Drive
Sun Prairie, WI 53590
800-872-8467

Tilton Equipment Co.
P.O. Box 68
Rye, NH 03870
David Tilton Jr.
603-431-9087
800-447-1152

Time Manufacturing Co.
P.O. Box 20368
Waco, TX 76702-0368
Lee Taylor
817-776-0900

“The Versalift” aerial devices with working heights to 65 feet. “See our ad in the Product Guide.”

Tol, Inc.
P.O. Box 1498
Tulare, CA 93275
Dan Walter
800-732-2142

TrafiFix Devices, Inc.
220 Calle Pintorese
San Clemente, CA 92672
Walter Kuczera
714-361-5663

Tran Services
165 Commerce Way, P.O. Box 757
Dover, DE 19903
800-367-9100

“See our ad in the Product Guide.”

Trebor Corp.
4045-A Jonesboro Road
Forrest Park, GA 30050
Warren Vannest
404-366-0957
800-331-1449

Tree Equipment Co.
5550 Rosewood
Lake Oswego, OR 97035
Joe Osborne
503-635-3916
800-635-4294

Tree Pro
445 Lourdes Lane
Lafayette, IN 47905
Tom Mills
800-875-8071

“See our ad in the Product Guide.”

Tree Trimmer Equip. & Supply
3001 Mt. Carmel Ave.
Glenside, PA 19038
George Sarosky
215-885-5354

Tuf-Tug Prod./Ohio Hoist & Pulley
3314 Encrete Lane
Dayton, OH 45439
J. Deuer
513-299-1213

Tyler Equipment Corp.
251 Shaker Road
East Longmeadow, MA 01028
Thomas Tyler
413-525-6351

UD Trucks Of Dallas/Fort Worth
8231 Carpenter Highway
Dallas, TX 75246
800-375-8383

Uniroyal Chemical Co.
Benson Road
Middlebury, CT 06749
L. C. Treu
203-573-3025

TCI PRODUCT DIRECTORY - 13
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utility Equip. Leasing Corp.</td>
<td>N4 W22610 Bluemound Road, Waukesha, WI 53187</td>
<td>414-547-1600 800-558-0999</td>
</tr>
<tr>
<td>VC Marketing, Inc.</td>
<td>119 Dorsa Ave., Livingston, NJ 07039</td>
<td>201-992-8514</td>
</tr>
<tr>
<td>V.I.T. Products, Inc.</td>
<td>10890 Thornmint Road, Suite 100, San Diego, CA 92127</td>
<td>619-673-1760</td>
</tr>
<tr>
<td>Vaca/Village Blacksmith/SMC Ind.</td>
<td>1219 S. Los Angeles St., Glendale, CA 91204</td>
<td>213-245-3739</td>
</tr>
<tr>
<td>Valent Corp.</td>
<td>P.O. Box 8025, Walnut Creek, CA 94596</td>
<td>415-256-2700</td>
</tr>
<tr>
<td>Van Waters &amp; Rogers Inc.</td>
<td>P.O. Box 34325, Seattle, WA 98124</td>
<td>206-889-3400</td>
</tr>
<tr>
<td>Vermeer Manufacturing Co.</td>
<td>P.O. Box 200, Pella, IA 50325</td>
<td>515-628-3141</td>
</tr>
<tr>
<td>Webster Corporation</td>
<td>P.O. Box 25483, Overland Park, KS 66225-5488</td>
<td>913-681-5157</td>
</tr>
<tr>
<td>Wells Cargo, Inc.</td>
<td>P.O. Box 728-0728, Elkhart, IN 46515-0728</td>
<td>574-470-2800</td>
</tr>
<tr>
<td>Wesspur Inc., Tree Equipment</td>
<td>2111 Lincoln St., Bellingham, WA 98225</td>
<td>800-845-1213</td>
</tr>
<tr>
<td>Western Tree &amp; Landscape Supply</td>
<td>7627 Fair Oaks Blvd., Carmichael, CA 95608</td>
<td>800-942-7267</td>
</tr>
<tr>
<td>Westheffer Co., Inc.</td>
<td>Box 363, Lawrence, KS 66044</td>
<td>800-362-3110</td>
</tr>
<tr>
<td>H.P. Wheelburro Co.</td>
<td>725 Roslyn Pl., Evanston, IL 60201</td>
<td>708-869-8056</td>
</tr>
<tr>
<td>Wicko Industries, Inc.</td>
<td>Route 2, Box 154, Broken Bow, NE 68822</td>
<td>800-872-8864</td>
</tr>
<tr>
<td>Wis-Con Total Power Co.</td>
<td>3409 Democrat Road, Memphis, TN 38181</td>
<td>901-365-3600</td>
</tr>
<tr>
<td>Wood/Chuck Chipper Corporation</td>
<td>P.O. Drawer 400, Highway 150 East, Shelby, NC 28150</td>
<td>704-482-7346</td>
</tr>
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See our ads in the Product Guide.
AMERICAN SAFETY UTILITY CORP.

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

HOLAN MANUFACTURING, INC.

Holans Model 829 Tree Trimmer is available in 50-foot and 55-foot working heights. Features include an over-center, 210-degree articulating upper boom and a 130-degree articulating lower boom for 40 feet of side reach in non-over-center position, and over 41 feet of side reach in over-center position. Model 829 aerial lifts with forestry bodies are mounted and ready to roll, coast to coast. Holan Manufacturing, Inc., 5600 W. 88th Ave., Westminster, CO 80030. Phone: 303-427-3700.

TIME MANUFACTURING COMPANY

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

AMERICAN SAFETY UTILITY CORP.
Bashlin Industries, manufacturer of high-quality linemen’s and arborist’s equipment, now offers full body protection. The #662RPH is Bashlin’s newest fully adjustable harness. Featuring a D-ring on the back and support strap under the buttocks, it is a “one-size-fits-most” unit. Bashlin harnesses meet all appropriate OSHA, ASTM and ANSI specifications. Call or write for a copy of our full-line catalog.

Bashlin Industries, Inc., P.O. Box 867, Grove City, PA 16127. Phone: 412-458-8340.

Circle 56 on the Reader Service Card


Circle 55 on the Reader Service Card

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

Circle 57 on the Reader Service Card

Greenoco urges your inspection of its bar and chain oil - more cost effective to use, biodegradable and toxicologically safe. Lasts 50% longer, increasing the bar and chain life another 50%. Canola oil base. Available in three-season and winterized formulations. Greenoco, P.O. Box 577, Blue Bell, PA 19422. Phone: 800-234-0155, 215-542-8584; FAX: 215-646-0151.

Circle 58 on the Reader Service Card
LANPHEAR SUPPLY

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

Preformed Line Products, P.O. Box 91129, Cleveland, OH 44101. Phone: 216-461-5200.

PREFORMED LINE PRODUCTS

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

Circle 59 on the Reader Service Card

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

Bandit has a chipper to meet any user’s need, including 6-inch, 9-inch and 12-inch diameter capacity, hand-fed, hydraulic feed, disc-style chippers; 12-inch and 16-inch drum chippers; 12-inch, 14-inch, 17-inch and 19-inch diameter capacity whole tree chippers - towable and self-propelled. Bandit’s Model 250 is an example of Bandit’s innovation. An open-spout chipper that effectively chips the limbiest materials. Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340. Phone: 517-561-2270; FAX: 517-561-2273.

Circle 62 on the Reader Service Card

Circle 61 on the Reader Service Card
KARL KUEMMERLING, INC.

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

Circle 63 on the Reader Service Card

VERMEER MFG.

Vermeer’s rugged 1250 brush chipper features hydraulically driven auto-feed that handles material up to 12 inches in diameter. Long 72-inch feed table and curbside feed for operator safety. Powered by an 81- or 102-hp Perkins diesel engine. Backed by a specialized, worldwide dealer network. Vermeer Manufacturing Company, P.O. Box 200, Pella, IA 50219. Phone: 800-829-0051.

Circle 64 on the Reader Service Card

WOOD/CHUCK CHIPPER CORP.

Wood/Chuck’s new W/C-9HD offers disc chipper performance at drum chipper prices. This heavy-duty disc chipper can handle 9-inch material all day and still deliver years of service. Standard features include: 6-inch steel channel frame, Torflex axle with 5-year warranty, fuel tank mounted in frame, electric brakes, full lighting, extra set of knives and superior rust-resistant undercoating. Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150. Phone: 800-269-5188; FAX: 704-482-5926.

Circle 65 on the Reader Service Card

HOMELITE

Homelite Model 8800 chain saw (5.4 cubic inches) features electronic solid-state ignition, automatic adjustable oil pump, dual chamber Softone muffler, chrome-plated cylinder and 16-inch to 43-inch bar sizes. Safety features include Safe-T-Tip anti-kickback device, handguard, chain brake and full anti-vibration. Large 26.2-ounce (775 ml) fuel tank. Homelite/Textron, 14401 Carowinds Blvd., Box 7047, Charlotte, NC 28273. Phone: 704-588-3200; FAX: 704-588-0926.

Circle 66 on the Reader Service Card
HUSQVARNA

Husqvarna Forest & Garden Co. introduces the 9.9-pound Model 23 compact with a 2.3-cubic-inch (38 cc) engine. The handle's position over the engine shifts the balance of the saw and improves maneuverability. The 23 Compact comes with a 16-inch bar and chain, a standard chain brake and an automatic oiler. Husqvarna Forest & Garden Co. manufactures a complete line of saws and lawn and garden products. Husqvarna Forest & Garden Co., 9006-J Perimeter Woods Drive (PR), Charlotte, NC 28216. Phone: 704-597-5000.

POULAN PRO

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

DAVEY RESOURCE GROUP

TreeKeeper® tree management software uses tree inventory information to help urban foresters manage budgets, plan for planting and maintenance, monitor tree conditions and track work performed on each tree. TreeKeeper provides immediate access to data, increases productivity and allows for efficient scheduling. Its mapping feature pinpoints tree locations on a geographic information system (GIS). The Davey Resource Group, P.O. Box 5193, Kent, OH 44240-5193. Phone: 800-445-TREE (8733).

C & P PRESS, INC.

Introducing the Electronic Pesticide Reference for turf and ornamental products. Available in January 1994, the EPR-T&O brings together - in an easy-to-use computer program - all of the labels, MSDSs and indexes found in our best-selling Turf & Ornamentals Chemicals Reference. With 326 products from 25 chemical manufacturers, plus the ability to print both labels and MSDSs, EPR-T&O is the most comprehensive and user-friendly chemical reference available. C & P Press, Inc., 800-544-7377.
TRAN SERVICES

Tran Services' Technical Support Service keeps its members informed and updated on the U.S. Department of Transportation safety regulations. Members have their questions on vehicle and driver safety requirements answered through unlimited telephone support. The service also provides a monthly newsletter and reprints of applicable Federal Registers. To become a member, call Tran Services; annual fee is $140. Tran Services, P.O. Box 757, Dover, DE 19903. Phone: 800-367-9100; FAX: 302-734-1841.

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

WIS-CON TOTAL POWER CORP.

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

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


Circle 75 on the Reader Service Card

JRP INTERNATIONAL, INC.

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

Circle 76 on the Reader Service Card

NOR-AM CHEMICAL CO.

Nitroform Nitrogen gives gradual release by bacterial action for up to 24 weeks. When conditions are right for root development, bacteria are also active, and nitrogen is released. Nitroform remains in the soil until broken down for use by your plants. It’s insoluble, non-leaching and non-burning. What’s more, Nitroform requires fewer applications, and won’t cause salt buildup. Nor-Am Chemical Co., 2711 Centerville Road, Little Falls Centre One, Wilmington, DE 19808. Phone: 302-892-3014.

Circle 77 on the Reader Service Card

PLANT FOOD COMPANY, INC.

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

Circle 78 on the Reader Service Card
ROOTS, INC.

By adding Roots™ Concentrate to your deep root feeding program, you can offer new clients an organic-based program while enhancing the service you offer present clients. To help you announce your new program we will provide you with a 4-color marketing mailer. The mailer is free with your Roots purchase. Roots, Inc., 24 Science Park, Building 29, New Haven, CT 06511. Phone: 800-342-6173.

Circle 79 on the Reader Service Card

AMERICAN TRUCK & TRAILER BODY CO.

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

Circle 80 on the Reader Service Card

SCHODORF TRUCK BODY

Schodorf Truck Body offers a complete line of forestry bodies and cabs. Some popular options include: cranes, lift-gates, removable roofs and sides, and sloped or notched rear corners. Units can be delivered uninstalled, in primer, or complete with chassis. In business for 112 years, you can rely on our quality. Let us provide it for you! Schodorf Truck Body, 885 Harmon Avenue, Columbus, OH 43223. Phone: 800-288-0992.

Circle 81 on the Reader Service Card

SOUTHCO INDUSTRIES, INC.

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

Circle 82 on the Reader Service Card
HAYBUSTER MFG., INC.

The Haybuster HD8 Big Bite Industrial Grinder is ideal for grinding tree limbs up to 6 inches in diameter and waste wood into compost, landscape mulch, wood fuel or other organic products. The HD8 is easily pulled with a 3/4-ton pickup. Load with any skid steer loader. Powered by 110 hp diesel with 26-inch hammermill. Eight-foot tub makes it easy to feed tree limbs and wood debris. Haybuster Mfg., Inc., P.O. Box 1940, Jamestown, ND 58402-1940. Phone: 701-252-4601; FAX: 701-252-0502.

Circle 83 on the Reader Service Card

ITAL HARTFORD

The ITT Hartford/Alexander & Alexander insurance program is the sponsored insurance program for the National Arborist Association. The program provides all property and casualty coverages including pesticide and herbicide applicator coverage for tree pruning operations. We also provide risk management, safety training seminars, loss analysis reports and claim service. Contact Mike Jacoby. Alexander & Alexander, Inc., 12120 Shamrock Plaza, Omaha, NE 68103-0388. Phone: 800-228-2487; FAX: 402-691-6026.

Circle 84 on the Reader Service Card

LIGHTNING PROTECTION

INDEPENDENT PROTECTION CO., INC.

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

Circle 85 on the Reader Service Card

PLANT PROTECTORS

CREATIVE SALES, INC.

Acecap® & Medicap® "closed system" systemic tree care products feature micro-encapsulated implants of insecticide, fertilizer or micro-nutrients placed inside the tree. Systemic insecticide is targeted only to specific trees. "Non-restricted" insecticide, one-step application; no container disposal. Mini-tree implants suitable for smaller trees in enclosed areas where spraying may be objectionable. Implants available in 100-Paks or 300-Paks. Creative Sales, Inc., P.O. Box 501, Fremont, NE 68025. Phone: 800-759-7739.

Circle 86 on the Reader Service Card
GRACE-SIERRA CROP PROTECTION

Benefit® Biological Insecticide is a naturally derived insect growth regulator (IGR) that is effective, easy to use and non-phytotoxic to trees and ornamentals. It contains azadirachtin, the botanical insecticide derived from the Neem tree. Since Benefit is a botanical IGR, it offers a chemically unique insecticide component to an Integrated Pest Management (IPM) system with no known insect resistance buildup.

Grace-Sierra, 1001 Yosemite Drive, Milpitas, CA 95035. Phone: 800-695-8085.

Circle 87 on the Reader Service Card

J.J. MAUGET COMPANY

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

Circle 88 on the Reader Service Card

MONTEREY LAWN & GARDEN PRODUCTS, INC.

Florel Fruit Eliminator, long used to control nuisance fruits (olives, carrots, crabapples and apples) is now registered to control both leafy mistletoe on deciduous trees and dwarf mistletoe on conifers. Odorless, non-staining, fast acting. Monterey Lawn & Garden Products, P.O. Box 5317, Fresno, CA 93755. Phone: 209-225-4770; FAX: 209-225-1319.

Circle 89 on the Reader Service Card

SOURCE TECHNOLOGY BIOLOGICALS, INC.


Circle 90 on the Reader Service Card
WEBSTER CORPORATION

Improve tree health with dry nutrients. It’s fast and easy with the Webster Corporation Model TC-300 Deep Root Tree Feeding System. One person can drill and fill up to four holes per minute. No hoses to drag. Two-wheel unit is self contained and easily fits in a minivan. Hole size is 1-1/2 inches, and measuring chamber is factory preset at 4 ounces. Webster Corporation, P.O. Box 25483, Overland Park, KS 66225-5483. Phone: 913-681-5157; FAX: 913-681-5591.

Circle 91 on the Reader Service Card

ORAL IVY, INC.

Prevent the fiery itch! Oral Ivy, (Homeopathic Rhus Tox 3X HPUS), is made from poison ivy leaves. A few drops daily in water or juice stimulates the body’s natural defenses against poison ivy, oak and sumac. A safe and effective way to cut lost time and reduce compensation claims due to ivy poisoning. The 1.2-ounce squeeze bottle lasts about six months. Oral Ivy, Inc., 104 Guy’s Lane, Bloomsburg, PA 17815. Phone: 800-553-6778; FAX: 717-389-0126.

Circle 92 on the Reader Service Card

CORONA CLIPPER COMPANY

Put some real teeth into your work. For cleaner, smoother, easier, faster cutting, choose any of the Corona Razor Tooth professional saws. Each whetstone ground razor tooth is sharpened on three sides, then impulse hardened so it planes through wood on the pull stroke like a knife, cutting twice as fast and lasting significantly longer than a conventional saw blade. Shown is the folding saw, RX 7120. Corona Clipper, P.O. Box 1388, Corona, CA 91718-1388. Phone: 909-737-6515.

Circle 93 on the Reader Service Card

FANNO SAW WORKS

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

Circle 94 on the Reader Service Card

TCI PRODUCT DIRECTORY - 25
Jameson Safe-stik fiberglass pruning poles and adapter system offer durability, safety and versatility. Non-conductive, high-strength fiberglass poles feature a non-fiberglass surface veil which prevents fibers from blooming to the surface from ultra-violet exposure and abrasion. Pole adapters permit the interchange of most standard pruner heads and pruning saws. Commercial-strength ferrules and snap-lock springs complete the “total quality” package. Jameson Corporation, P.O. Box 240277, Charlotte, NC 28224-0277. Phone: 800-346-1956, 704-525-5191.

The Hedger, a unique hedge trimming attachment for the telescoping Power Pruner, is designed to quickly and efficiently shape, prune, trim and thin hedges, brush and limbs. Easily affixed to the end of the Power Pruner, the Hedger allows users to safely reach, trim and prune in areas they couldn’t normally reach. It is available for both the standard and insulated Model D Power Pruners. Brochures available. Technic Tool Corporation, 725 29th Street North, PO Box 1406, Lewiston, ID 83501. Phone: 208-746-9011, 800-243-9592; FAX: 208-746-0616.

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

The finest tractor-mounted mower on the market. The Tree Cutter can handle clearing and right-of-way problems behind your 60- to 100-hp farm tractor. The Brown Tree Cutter uses high-strength double off-set alloy blades with an ax-chopping effect. By backing into the material to be cut, the unit can cut up to 8-inch-diameter trees. Hydraulic or mechanical drive. Brown Mfg. Corp., Rt. 3 Box 339 Ozark, AL 36360. Phone: 800-633-8909 (Inside AL: 205-795-6603).
BROWN MANUFACTURING CORP.

As the terrain or the job becomes too tough for a farm tractor, the Brown Linetender is your answer. The Brown Linetender is built from the ground up as the industry's best-designed rough-terrain mowing machine. The Linetender is the only unit on the market that offers both hydrostatic and gear drives, rear-mounted push blade, double off-set cutting blades and 4-blade mowing system. Brown Mfg. Corp., Rt.3 Box 339 Ozark, AL 36360. Phone: 800-633-8909. (Inside AL: 205-795-6603).

Circle 99 on the Reader Service Card

JOHN BROWN & SONS, INC.

John Brown & Sons, Inc., has developed a brush cutting attachment designed for most excavators in the 26,000-pound class. The cutter head is powered by an auxiliary motor with 120hp and hydrostatic drive. The design enables cutting and mulching of small trees and brush in virtually any terrain. John Brown & Sons, Inc., Mowing Division, 14 B&B Lane, Sawyer Industrial Park, Weare, NH 03281. Phone: 603-529-7974; FAX: 603-529-7976.

Circle 100 on the Reader Service Card

KENDALL MFG., INC.

The Kendall Cutter is the mid-sized mower for all your right-of-way clearing needs. The front-mounted heavy-duty cutterhead will handle trees up to 8 inches in diameter. The chassis combines 4 WD hydrostatic drive with a 10-foot inside turning radius. Tough design at a low price. Call or write for brochure. Kendall Mfg., Inc., P.O. Box 831, Lawrenceville, GA 30246. Phone: 404-822-9822.

Circle 101 on the Reader Service Card

NEW ENGLAND ROPES

New England Ropes offers a complete selection of 3-strand twisted and braided climbing ropes, plus high-strength bull ropes up to 1-1/4-inch diameter (38,000 pounds B.S.) in either bulk or spliced lengths. Ropes are made from premium quality type tenacity fibers, coated with proprietary finished to enhance abrasion resistance. Free brochures and 8-inch samples are available. New England Ropes, 23 Popes Island, New Bedford, MA 02740. Phone: 508-999-2351; FAX: 508-999-5972.

Circle 102 on the Reader Service Card

TCI PRODUCT DIRECTORY - 27
YALE CORDAGE

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

Circle 103 on the Reader Service Card

DOUBLE GEE INDUSTRIES

Hy-Viz is an innovative approach in disposable apparel. Hy-Viz is a blaze orange disposal coverall made of 2-ounce blaze orange polypropylene. It is lightweight yet very durable. The fabric is water resistant yet breathable for worker comfort. Hy-Viz helps keep workers clean and dry, but most importantly allows them to be seen when safety is a must. Hy-Viz can be used as a replacement for traditional garments or as a new concept in your workplace to complement your safety program. Double Gee Industries, P.O. Box 763, Broomall, PA 19008. Phone: 215-356-0685.

Circle 104 on the Reader Service Card

SUMITOMO CORPORATION OF AMERICA

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

Circle 105 on the Reader Service Card

GREEN PRO SERVICES


Circle 106 on the Reader Service Card
NORTHEASTERN ASSOCIATES

Northeastern Associates offers a range of sprayers with tank sizes from 30 to 1000 gallons and pump capacities from 3 to 60 gpm. Our sprayers are affordable, dependable and easy to use, backed by quality and 25 years experience. New for 1993: Perfect for your Plant Health Care programs, a 12-volt diaphragm pump system that can reach up to 35 feet.

Northeastern Associates, 23 Commerce Road, Fairfield, NJ 07004 Phone: 201-227-0359 FAX: 201-227-0865.

Circle 107 on the Reader Service Card

WESTHEFFER COMPANY, INC.

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

Westheffer Co., Inc., P.O. Box 363, Lawrence KS 66044. Phone: 800-362-3110.

Circle 108 on the Reader Service Card

BOWEN’S STUMP GRINDERS

Bowen’s Stump Grinders offers the reversible Bulldog stump grinder, in 72cc and 111cc units. Quality engines. Turn your quick-cut saw into your walk-behind stump grinder. Economically priced. Contact Randy Bowen.

Bowen’s Stump Grinders, 1503 Caddo School Road, Joshua, TX 76058. Phone: 800-846-9458, 817-641-1806.

Circle 109 on the Reader Service Card

J.P. CARLTON COMPANY

Carlton introduces more power with its Model 2300-4 self-propelled stump grinder. With the additional power and torque of the cast iron Kohler K582S Carlton Model 2300 is able to deliver big cutting power in tight places. Carlton 2300-4’s hydraulic steering and four-wheel stance combine to offer unmatched stability and maneuverability and a long and profitable life. Call today.


Circle 110 on the Reader Service Card

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, above) has special features that increase productivity while enhancing operator safety - at a minimal labor cost. Rayco Mfg. Inc., 4255 Lincoln Way East, Wooster, OH 44691. Phone: 800-392-2686, U.S. and Canada.

PLASTICADE PRODUCTS CORP.

Plasticade Products Corporation introduces a line of plastic minicades, molded in bright colors and available with a variety of sign legends for authoritative and immediate direction to oncoming traffic. The minicades provide 12-by-24 inches of reflective sheeting placed vertically to save space in use and storage. The flexible and portable minicades have sign legends for all work zone and construction applications. Storage container also available. Plasticade Products Corporation, 5005 Newport Drive, Rolling Meadows, IL 60008. Phone: 708-506-0400.

Circle 115 on the Reader Service Card

DOWELANCO

DowElanco manufactures Tree Growth Regulators that allow utility foresters to improve their system management program while increasing productivity and cost-effectiveness. The products, Cutless and Profile, help establish or maintain a trim cycle, manage fast-growing species and reduce the amount of biomass from future trimmings. Products can be injected or applied to the soil around trees. DowElanco, 9002 Purdue Road, Indianapolis, IN 46268. Phone: 317-871-8279.

Circle 116 on the Reader Service Card

TREE PROTECTORS

TREPRO

TreePro promotes straightness, increases growth and survival rates and protects your trees from deer, rodents, wind, drought, mowers, chemicals, moisture held by mulch, weed eaters, etc. Contact Tom or Michelle. Tree Pro, 445 Lourdes Lane, Lafayette, IN 47905. Phone: 800-875-8071; FAX: 317-463-3157.

Circle 117 on the Reader Service Card

VERMEER MFG.

The Vermeer LM-40 is a tough, versatile walk-along trencher/plow. Compact size improves accessibility to work areas; center articulation provides unsurpassed maneuverability. Fully hydraulic and power packed with a Deutz 40-hp diesel engine. Up to 42-inch digging depth. Backed by a specialized worldwide dealer network. Vermeer Manufacturing Company, P.O. Box 200, Pella, IA 50219. Phone: 800-829-0051.

Circle 118 on the Reader Service Card
NISSAN DIESEL AMERICA, INC.

Because long lasting performance and premium value don’t grow on trees, look to the full line of UD Trucks with Nissan Diesel quality engineering. Call 800-888-0868 for the dealer nearest you.

NESCO, INC.

Nesco, Inc., the leader in used utility equipment for over 18 years, offers a wide range of units from bucket trucks, chipper trucks, chippers, stump grinders, tree spades, digger derricks, trenchers, backhoes, cable plows to tension equipment and much more. Rental programs are available to Nesco customers, tailored to their individual needs. Free catalogs available. Nesco, Inc., 3112 East State Road 124, Bluffton, IN 46714. Phone: 800-252-0043 FAX: 219-824-6350.

EAST HILL MANUFACTURING

East Hill Manufacturing has been building firewood processors for over five years. The Brute Model H106, priced between $29,900 and $32,500, is available with gas or diesel engine. Brute also has introduced the M106 mid-sized processor. Priced at around $20,000 and available with gas or diesel engine, the M106 is designed to cut and split smaller logs. East Hill Manufacturing Corp., R.R. #1, Box 1075, East Hill Road, Ludlow, VT 05149 Phone: 802-228-2862 FAX: 802-228-3037.

GFX CORPORATION

The best is even better. The new more rugged GFX Super Split has the exclusive production table level with the top of the “I” beam and heavier tubular front and rear legs. They are now included in all models. Just another reason to break the hydraulic habit and start getting more firewood in a lot less time. GFX Corporation, 200 Recreation Park Drive, Hingham, MA 02043. Phone: 617-740-0350; FAX: 617-740-0355.
## SUBJECT LISTING

### CHEMICALS

**Adjuvants/Misc. Chemicals**
- American Arborist Supplies, Inc.
- Artistic Arborist, Inc.
- E.C. Geiger, Inc.
- Jirdon Agri Chemicals, Inc.
- Pro-Lawn Products, Inc.
- Source Technology Biologicals, Inc.
- Spectrum Technologies, Inc.
- Trebor Corp.

**Biostimulants**
- American Arborist Supplies, Inc.
- Ciba Turf & Ornamental Products
- Grace-Sierra Hort. Products
- Jirdon Agri Chemicals, Inc.
- Mycogen Corporation
- Novo Nordisk Bioindustries, Inc.
- Reemay Inc.
- Sandoz Crop Protection

**Chemical Absorbents**
- American Arborist Supplies, Inc.
- Jirdon Agri Chemicals, Inc.
- Precision Laboratories, Inc.
- New Pig Corporation

**Chemical Storage**
- Safety Storage, Inc.

**Fertilizers**
- American Arborist Supplies, Inc.
- ArborSystems, Inc.
- Artistic Arborist, Inc.
- Creative Sales, Inc.
- The Davey Tree Expert Co.
- The Doggett Corporation
- ESSCO Distributors, Inc.
- Grace-Sierra Hort. Products
- Growth Products Ltd.
- Harmony Products
- JRP International, Inc.
- Jirdon Agri Chemicals, Inc.
- Lesco, Inc.
- Lanphear Supply
- J.J. Mauget Company
- Moyer & Son, Inc.
- Northeast Shade Tree
- Plant Food Company, Inc.
- Pro-Lawn Products, Inc.
- Remke Enterprises, Inc.
- Rockland Corporation
- Roots, Inc.
- Schultz Company
- Sherrill Arborist Supply
- Spring Valley Turf Products
- Weatherly Consumer Products, Inc.
- Wilbur Ellis

**Fungicides**
- American Arborist Supplies, Inc.
- Artistic Arborist, Inc.
- Ciba Turf & Ornamental Products
- De Will, Inc.
- ESSCO Distributors, Inc.
- E.C. Geiger, Inc.
- Grace-Sierra Hort. Products
- Jirdon Agri Chemicals, Inc.
- Lesco, Inc.
- J.J. Mauget Company
- Merck & Co.
- Source Technology Biologicals, Inc.
- Van Waters & Rogers
- Wilbur Ellis

**Growth Retardants/Regulators**
- American Arborist Supplies, Inc.
- Arborchem Products Co.
- Ciba Turf & Ornamental Products
- DowElanco
- Wilbur Ellis
- E.C. Geiger, Inc.
- Jirdon Agri Chemicals, Inc.
- Monterey Lawn & Garden Products Inc.
- Northeast Shade Tree
- Roots, Inc.
- Valent Corp.

**Herbicides**
- American Arborist Supplies, Inc.
- American Cyanamid Company
- Arborchem Products Co.
- Ciba Turf & Ornamental Products
- DowElanco
- E.C. Geiger, Inc.
- Jirdon Agri Chemicals, Inc.

**Insecticides**
- American Arborist Supplies, Inc.
- Artistic Arborist, Inc.
- Ciba Turf & Ornamental Products
- Creative Sales, Inc.
- ESSCO Distributors, Inc.
- Fairfield American Corp.
- E.C. Geiger, Inc.
- Grace-Sierra Hort. Products
- Jirdon Agri Chemicals, Inc.
- Lesco, Inc.
- J.J. Mauget Company
- Novo Nordisk Bioindustrials
- Olympic Horticultural Products
- Rhone-Poulenc Ag. Company
- Rockland Corporation
- Roussel Uclaf Corp.
- Southern Mill Creek Prod. Co., Inc.
- Uniroyal Chemical Co.
- Van Waters & Rogers

### EQUIPMENT

**Aerial Lifts**
- Aerial Equipment, Inc.
- Aerial Lift, Inc.
- Alliance Equipment Co., Inc.
- Allied Utility Equipment, Inc.
- Altec Industries, Inc.
- American Hydraulics, Inc.
- America's Body Company, Inc.
- Ameriquip
- Al Asher & Sons, Inc.
- Baker Equipment Engineering Co.
- Buckeye Truck Equipment
- C.U.E.S., Inc.
- DUECO(Dalum's Utility Equip. Co., Inc.)
- Global Rental
- Holan Mfg., Inc.
- Lift All/Hydra Tech, Inc.
- MIRK Inc./Toombs Truck Equip.
- Morrison Industries, Inc.
- OEM Controls
- Plastic Composites Corp.
- Simon-Telelect, Inc.
- TAMarack Clearing Inc.
- TECO, Inc.
- Time Manufacturing Company
- Utility Equipment Leasing Corp.
- Western Tree & Landscape Supply
- Workforce Products, Inc.

**Aerial Lift Parts**
- Alliance Equipment Company, Inc.

**Brush Chippers**
- Aerial Equipment Inc.
- Alexander Equipment Co.
Allied Utility Equipment, Inc.
Altec Industries, Inc.
American Arborist Supplies, Inc.
American Hydraulics, Inc.
AmeriQuip
Ariens Company
Artistic Arborist, Inc.
Bandit Industries
Blade Equipment, Inc.
Cal-Line Equipment Company
Chipmore Manufacturing Co.
C.U.E.S., Inc.
Crary BearCat Company
Dirt & Chips, Inc.
Dosko East Inc.
Doskocil Industries, Inc.
Duerr, Inc.
ESSCO Distributors, Inc.
Goosen Industries
Gravely International
Hawkensen Enterprises Co., Inc.
Hodges Mfg. Co., Inc.
Illinois FWD Truck & Equip. Co.
Karl Kuemmerling, Inc.
Lanpher Supply
Lyons Equipment Co.
MIRK Inc./Toombs Truck Equip.
Morbark Sales Corp.
Morrison Industries, Inc.
Muench Co., Inc.
New England Arborware, Inc.
Niemeyer’s Corp.
Northern Hydraulics
Olathe Manufacturing, Inc.
Opdyke, Inc.
Sherrill Arborist Supply
Sidefire, Inc.
Southeastern Equipment Co.
Steiner Surf Equipment, Inc.
Tamarack Clearing Inc.
Tyler Equipment Corp.
VC Marketing, Inc.
Vermeer Manufacturing Co.
Wesspur Inc.
Western Tree & Landscape Supply
Wood/Chuck

Chain Saws & Accessories
Aerial Equipment, Inc.
American Arborist Supplies, Inc.
Bishop Company
Brewt Power Systems/MAIBO
Bryan Equipment Sales
Central Power Systems
Century Equipment, Inc.
Dolmar USA, Inc.
Echo, Inc.
D.E. Errick, Inc.
Greenlee Faiaorton
HMC/The Green Machine
Hawkensen Enterprises Co., Inc.
Herr Manufacturing Co., Inc.
Homelite/TEXTRON
Husqvarna Forest & Garden Co.
Hydron, Inc.
Jameson Corporation
Karl Kuemmerling, Inc.
Lanpher Supply
Lesco, Inc.
McCulloch Corporation
New England Arborware, Inc.
Niemeyer’s Corp.
Northern Hydraulics
Oregon Cutting Sas
Partner Industrial Products
Poulan/Weed Eater
Rapco Industries, Inc.
Shindaiwa Inc.
Solo, Inc.
Stihl, Inc.
Tilton Equipment Company
Western Tree & Landscape Supply

Communication Systems
Midland Land Mobile Radio

Cranes
American Hydraulics, Inc.
America’s Body Company, Inc.
Arbortech (Div. of STAHL)
Buckeye Truck Equipment
C.U.E.S., Inc.
CraneQuip Corporation
JLG Industries, Inc.
Manitex, Inc.
MIRK Inc./Toombs Truck Equip.
Simon Telelect, Inc.
Utility Equipment Leasing Corp.

Engines & Engine Parts
Briggs & Stratton Corp.
Cummins Michigan, Inc.
Detroit Diesel Corp.
Deutz Corporation
Engine Center, Inc.
Engine Distributors, Inc.
Hercules Engines, Inc.
Herr Manufacturing Co., Inc.
Hoffco, Inc.
Industrial Engine & Equip. Co.
Kohler Co., Engine Div.

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

Forestry Truck Bodies
American Hydraulics, Inc.
American Truck & Trailer Body Co.
Arbortech (Div. of STAHL)
Artistic Arborist, Inc.
Blade Equipment, Inc.
Buckeye Truck Equipment
C.U.E.S., Inc.
DUECO(Dalum’s Utility Equip. Co., Inc.)
MIRK Inc./Toombs Truck Equip.
Schodorf Truck Body & Equip. Co.
Southco Industries, Inc.
Thiele Industries, Inc.

Lawn Mowers
Exmark Manufacturing Company
Husqvarna Forest & Garden Co.

Lease/Rental/Used Equipment
American Hydraulics, Inc.
Artistic Arborist, Inc.
Buckeye Truck Equipment
Bush Leasing, Inc.
Cal-Line Equipment Co.
C.U.E.S., Inc.
Hawkensen Equipment Co., Inc.
Holan Manufacturing
Illinois FWD Truck & Equip. Co.
Karl Kuemmerling, Inc.
MIRK Inc./Toombs Truck Equip.
Nesco, Inc.
Opdyke, Inc.
Smith Bros. Contracting Equip., Inc.
Tamarack Clearing, Inc.
Utility Equipment Leasing Corp.

Log Splitters
Alliance Knife Inc.
AmeriQuip
Bandit Industries, Inc.
Duerr, Inc.
ESSCO Distributors, Inc.
Fox Manufacturing, Inc.
GFX Corporation
Hawkensen Enterprises Co., Inc.
Hodges Mfg. Co., Inc.
Karl Kuemmerling, Inc.
Niemeyer’s Corp.
Northern Hydraulics
Vermeer Manufacturing Co.
Western Tree & Landscape Supply

Miscellaneous Equipment
Bomar Corporation

North American Engine Co.
Onan Corp.
Piedmont Power Products
Power Products Division/GRI
San-Dec Corp.
Superior Diesel
Wis-Con Total Power Corp.
Cross Country Equipment
Electrol Equipment, Inc.
Falkenburg, Inc.
Allan Fyfe Equipment Ltd.
Kromer Company
McCance Engineering, Inc.
Tol., Inc.
Tree Equipment Company
Tree Trimmer Equipment & Supply
Wicko Industries

Pruning Systems
Aircut
American Standard Company
Bishop Company
Brewt Power Systems/MAIBO
C.U.E.S., Inc.
Echo Inc.
Fairmont Hydraulics
Friend Mfg. Corp.
Greenlee Fairmont
Hydro, Inc.
Jameson Corporation
Karl Kuehmerling, Inc.
Lanphear Supply
Niemeyer’s Corp.
Peavey Mfg. Co.
Sherrill Arborist Supply
Solo Inc.
RGC Construction Equipment
Technic Tool Corp.

Receivng Equipment
Bandit Industries, Inc.
Cal-Line Equipment Co.
Crary BearCat Company
Haybuster Manufacturing, Inc.
Jeffrey Div., Dresser Industries
Kenco Engineering
Karl Kuehmerling, Inc.
Morbark Sales Corp.
Lenan Corp.
Olathe Manufacturing, Inc.
Recyling Systems, Inc.
Stumpmaster, Inc.
Western Tree & Landscape Supply

Right of Way/Off Road Equip.
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Kershaw Mfg., Inc.
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Seppi Div., C.T. & E. Co.

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E.C. Geiger, Inc.
Green Pro Services
H.D. Hudson Mfg. Co., Green Garde
Hypro Corporation
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Karl Kuehmerling, Inc.
Lanphear Supply
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Muench Co., Inc.
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Niemeyer’s Power Equipment
Northeastern Associates, Inc.
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Renwick Inc.
Snap-Cut/Gilmour Group
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Spraying Devices, Inc.
Trebol Corp.
Westheffer Co., Inc.

Stump Cutters
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Artistic Arborist, Inc.
Blade Equipment, Inc.
Blount, Inc.
Bowen’s Stump Grinders
Cal-Line Equipment Company
J. P. Carlson Company
D.S.R., Inc.
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Dosko East Inc.
Doskocil Industries, Inc.
ESSCO Distributors, Inc.
Fox Manufacturing, Inc.
Hodges Mfg. Co., Inc.
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Lanphear Supply
Leuco Manufacturers, Inc.
Lyons Equipment Co.
Morrison Industries, Inc.
New England Arborware, Inc.
Partner Industrial Products
Rayco Manufacturing, Inc.
Sherrill Arborist Supply
Southeastern Equipment Co.
Steiner Turf Equipment, Inc.
Vermeer Manufacturing Co.
Wesspur, Inc.
Western Tree & Landscape Supply

Stump Cutter Teeth
American Arborist Supplies, Inc.
Bishop Company
Border City Tool & Mfg. Co.
CEI
C.U.E.S., Inc.
Karl Kuehmerling, Inc.

Utility Carts
American Arborist Supplies, Inc.
Ames Lawn and Garden Tools
Hawkensen Equipment Co., Inc.
Kadco, USA
H.P. WheelBurro Co.
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- B & B Manufacturing
- East Hill Manufacturing
- GFX Corp.
- Hawkensen Equipment Co., Inc.
- Haybust Mfg., Inc.
- Karl Kremmerling, Inc.
- Multitex, Inc.

**Supplies**

### Arborist Supplies
- Acer Tree & Landscaping Co., Inc.
- American Arborist Supplies, Inc.
- American Safety Utility Corp.
- Arbor Care Equipment
- Arborist Supply House, Inc.
- Artistic Arborist, Inc.
- Bailey's
- Bashlin Industries, Inc.
- Bishop Company
- Blackburn Mfg. Co.
- Brooks Books
- Brushking
- Buckingham Manufacturing Co., Inc.
- Cleave Company, Inc.
- Deep Root Corp.
- Dirt & Chips
- ESSCO Distributors, Inc.
- Estes Manufacturing Co., Inc.
- Foresight Products, Inc.
- Forestry Suppliers, Inc.
- Great Lakes IPM
- Green Oil Services
- Hagalof, Inc.
- Hall's Safety Equip. Corp.
- Hanson & Associates
- Hydron, Inc.
- International Reforestation Suppliers
- R.F. Inter-Science Co., Inc.
- Jameson Corp.
- Klein Tools, Inc.
- Knaack Manufacturing Co.
- Kramer Equipment Company, Inc.
- Karl Kremmerling, Inc.
- Labonville, Inc.
- Lanier Industrial Products, Inc.
- Lanphear Supply
- A.M. Leonard Inc.
- Milwaukee Electric Tool Corp.
- Muench Co., Inc.
- New England Arborware, Inc.
- New Pig Corporation
- Niemeyer's Corp.
- Norwalk Power Equip. Co.
- Oly-Ola Sales, Inc.
- Omega Pultrusions Inc.
- Oral Ivy, Inc.
- Peavey Mfg. Co.
- Root Control, Inc.
- Services & Materials Co.
- Shawtown Industries, Inc.
- Sherill Arborist Supply
- Sierra Moreno Mercantile Company
- Sign Up Corporation
- Skyline Northwest Corp.
- Spectrum Technologies, Inc.
- Technology Management, Inc.
- THOR Enterprises, Inc.
- Tree Equipment Co.
- Tree Pro
- Tree Trimmer Equipment & Supply
- Tuf Tug Prod./Ohio Hoist & Pulley
- Weaver Leather, Inc.
- Wesspur Inc.
- Western Tree & Landscape Supply

### Cabling & Bracing
- American Arborist Supplies, Inc.
- Artistic Arborist, Inc.
- Bishop Company
- Buckingham Manufacturing Co., Inc.
- Edward W. Daniel Co.
- ESSCO Distributors, Inc.
- Fehr Bros. Industries
- Kramer Equipment Company, Inc.
- Karl Kremmerling, Inc.
- Lanphear Supply
- Lawson & Lawson, Inc.
- Niemeyer's Corp.
- Preformed Line Products
- V.I.T. Products, Inc.
- Western Tree & Landscape Supply

### Climbing Gear
- American Arborist Supplies, Inc.
- American Safety Utility Corp.
- Artistic Arborist Supplies, Inc.
- Bashlin Industries, Inc.
- Bishop Company
- Buckingham Manufacturing Co., Inc.
- ESSCO Distributors, Inc.
- Hydron, Inc.
- Kramer Equipment Company, Inc.
- Klein Tools, Inc.
- Karl Kremmerling, Inc.
- Lanphear Supply
- Miller Equipment
- Nation Wide Ladder & Equipment Co., Inc.
- Niemeyer’s Corp.
- Norwalk Power Equip. Co.
- Western Tree & Landscape Supply

### Clothing
- Agape Designs, Inc.
- Double Gee Industries
- Hall’s Safety Equip. Corp.
- Norwalk Power Equipment Co.

### Diagnostic Tools
- American Arborist Supplies, Inc.
- Greenwest

### Lightning Protection
- Independent Protection Co.

### Irrigation Products
- Aquapure Moisture Systems, Inc.

### Nursery Stock
- Lake County Nursery, Inc.

### Personal Protective Equip.
- American Arborist Supplies, Inc.
- American Safety Utility Corp.
- Artistic Arborist, Inc.
- Back-A-Line
- Bashlin Industries, Inc.
- Bishop Company
- Buckingham Manufacturing Co., Inc.
- E.D. Bulard Company
- Dieke Tool Co.
- Direct Safety Co.
LIST OF ASSOCIATIONS

American Forestry Association
Gary A. Moll
1319 18th St. N.W.
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