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4
WHAT TO ASK WHEN YOU BUY

By Peter Gerstenberger
with George Tyler and
Tom Duffy

When you’re buying a piece of equipment, don’t be afraid to ask the dealer or manufacturer a lot of questions.

24
GEORGE WASHINGTON’S FARM GETS A FACELIFT

Thirty-five arborists gave of their time and talent recently to spruce up George Washington’s historic estate.

ON THE COVER
A volunteer crew from Davey prunes a towering pine on George Washington’s River Farm estate.

28
BRANCH OFFICE
By Dan Kinter and Howard Eckel
News for the business of tree care.

29
MANAGEMENT EXCHANGE
By Richard Ensman
Learn to think on your feet in tough situations.

30
INDUSTRY ALMANAC
Important regional and national meetings and activities.

31
CUTTING EDGE
New products and news in the industry.

33
CLASSIFIED ADVERTISING

40
FROM THE FIELD
By David Spier
An arborist reminisces about his nicest job, 38 years ago.
Service is our business - quality performance is our goal.
A lot of people say those words but not all of them operate that way. For some, service and quality are just two things they pay lip service to.

This has been a very successful year for many arborists. A survey that NAA did last winter suggested that there would be a 5% increase in residential tree care in 1995. When we do that same survey this winter, I’ll bet we’ll find that it is even greater. The tree care industry has really seen some growth in 1995, but I wonder if that growth had a negative effect.

Under growth circumstances, tree people, just like in every other industry, get over-extended. Supervision gets thin. Everybody tries to grease the squeaking wheel. Everyone is in a hurry. Get the job done and get on to the next one. Some hire anyone with a faintly beating heart. Equipment maintenance schedules are ignored. After all, we have to get the work done...........but at what cost?

Only one in four unhappy people complain about the product or service they are unhappy with. The other three just go somewhere else. You never hear about their unhappiness. You never have an opportunity to correct a problem.

As your thoughts turn to 1996, focus on quality. Focus on satisfying your clients. Focus on providing the very best possible service that you can. It will pay dividends.

Do less well rather than more poorly. Make sure that your business provides the best possible service in the most professional way.

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Call 1-800-521-7733 for your nearest Shindaiwa dealer and see the saw designed by arborists for arborists. The Shindaiwa 357 climbing saw. Helping you reach the top.
What to ask...

When You Buy

By Peter Gerstenberger
with George Tyler and Tom Duffy

My first vehicle was a 1971 half-ton pickup with an automatic transmission. There was a small part in the transmission linkage that was prone to failure and I could always feel it coming by the way it shifted. At 70,000 miles, the water pump failed, and at 80,000 miles the fuel pump failed. I fixed each problem myself.

The tree company I worked for had trucks of similar vintage. Thus, when one started to shift hard, I immediately had my suspicions, which were later confirmed. My co-workers thought it was divine guidance. Then a little later, when I diagnosed a strange under-the-hood noise as the water pump, I was unofficially promoted to yard mechanic, a position for which I was vastly under-qualified.

The point is that we can all learn and benefit from the experience of others. If we were to amass the equipment-related experiences of hundreds of arborists over a broad spectrum of products, the information would be of value to those of us who lack expertise with a particular piece of equipment.

A short while ago, TCI surveyed about 100 arborist companies across the U.S. to have them prioritize the issues they felt were most important relative to buying and operating the equipment listed in this article. Then we had George Tyler and Tom Duffy, our equipment experts, translate those prioritized issues into pointed questions.

Space permits us to cover most of the major purchases an arborist might make and to cover the leading questions the arborist might want to ask the seller prior to the sale.

Remember that these lists reflect the experiences, good and bad, of arborists who have purchased equipment or products for their businesses. The responses presented here encompass companies of different sizes as well as all manufacturers of the equipment listed.

Aerial lifts

If your company has used aerials lifts and profited with them, then the first question you would ask before purchasing another one should differ from the questions of the uninitiated. New or used, an aerial lift is a major investment and should be carefully considered.

If you’ve never owned one, your first question might be: “Will a bucket truck increase my crew’s productivity?” It depends. Review the type of pruning, removal and cabling work that you do. Was most of it in trees accessible to a bucket or to a smaller lift? If your answer is yes, then you’ve cleared the first hurdle. If your answer is no, then it’s time for further analysis. If you had a bucket, could you obtain enough bucket work to keep your crew busy? Having a bucket might open up entirely new opportunities for your company.

Would purchasing an aerial lift enhance your operation and make you more profitable? Perhaps. Keep in mind that productivity is quite different from profitability. Howard Eckel, a management consultant with considerable experience in the tree business, suggests that a bucket should produce 1700 billable hours a year to be profitable. Of course, that’s a rule of thumb, and the hour figure can go up or down, depending on what you bill for it per hour.

Brush chippers

In the early years of the commercial arborist in the United States, the solution to debris disposal could often be found in the arborist’s shirt pocket - a pack of matches. Burning was an expedient means of reducing the debris and leaving it on site.

With the advent of the brush chipper in the ’40s and ’50s, arborists reduced the debris and made it disappear to the dump where it could be disposed of for a pitance.

Somewhere along the way, the dumps became landfills. Then they either closed or became reclamation centers. Some became Superfund sites, but that’s another story. As a result, the brush chipper went from being convenient to indispensable.

In a 1991 survey of its members, the National Arborist Association found that
When you’re buying a new piece of equipment, don’t be afraid to ask questions of the dealer or manufacturer.
Questions to ask when buying equipment

Chipper knives, stump cutter teeth
If you haven’t checked recently, there are a lot of players and some intense competition in the chipper knife/stump cutter tooth arena. Regardless of whom you buy from, good reputations are earned by offering a quality product at a fair price, with quick turnaround on orders.

Here are some common-sense ideas for getting the most from the product you buy:
1. Use sharp cutting surfaces to minimize fuel consumption and the wear and tear on your machine.
2. Take the time to look for foreign material, whether it be rocks or concrete in a stump or soda cans or wire in a brush pile.
3. On your stump cutter, use dull teeth on the inside pockets. On most stumpers, this set of teeth is there solely to protect the outer pockets from abrasive wear from...
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wood and debris, and doesn’t need to be sharp to do its job.

4. Balance is critical to prevent excessive bearing wear. Use matched sets of teeth or knives.

5. Double check that the disc, drum or wheel is locked in position before working on cutters.

6. Keep a spare set of cutters in stock; it’s cheaper than having them shipped overnight.

Chain saws & power hand tools

Brand loyalty runs high among chain saw users - kind of like the perennial Ford-vs-Chevy debate held by red-blooded Americans everywhere. The truth is, there are a lot of good saws from which to choose. So if you can get past the emotional response to find out what is really important in a saw, well, then it depends on whom you ask.

The experienced saw user is going to give high marks to a saw based on its performance, operating comfort, and its ability to start on the first pull as he dangles precariously 20 feet out on a limb.

The person who controls the purse

Chippers - disc

**Reputation/durability** - How long has this model been manufactured? What is its reasonable life expectancy? Can you provide references? Do you offer demonstrations?

**Productivity/Performance/Power** - What are the power sources available? What is the average chipping speed and average cubic foot per hour? How long before the knives need changing? How long does the knives change take? Can knives be dressed while in the disc? What size is the chip?

**Quality/reliability/dependability** - Are vendors’ components considered “top of the line”? Are machining and finishing to a recognized standard? Is it designed for long life in rough service conditions?

**Feed capacity and type** - What is the largest diameter log it will chip? Does it have powered feed and reverse?

**Service/support** - Do you have local trained dealers with adequate parts inventories? Do you offer technical support via an 800#?

**Fuel** - Is there a selection of power sources and fuel types?

**Convenience** - Is it easy to use? Are the operator’s controls located for easy access and visibility?

**Variable speed** - Do you offer/recommend variable speeds of the disc head?

**Maneuverability** - Can it be towed/driven at highway speeds? Is it self-powered off the trailer hitch? Is the trailer well-balanced for easy off-trailer moving?

**Versatility** - Will it chip small as well as large brush?

**Safety** - Does it have automatic emergency shut-down? Does it require the use of personal protective gear?

**Warranty** - How long is the warranty and what does it cover? Is the warranty “no cost” or prorated?

Chippers - drum

**Power** - What are the available power sources?

**Productivity/performance** - What is the largest size branch it will handle and how fast will it chip it? What is the average chipping speed? How long does it take to change blades? How long before the blades need to be sharpened? Can blades be dressed while in the drum? What size chip does it produce?

**Quality/reliability/dependability** - Are vendors components considered “top of the line”? Are machining and finishing to a recognized standard? Is it designed for long life in rough service conditions?

**Variable speed** - Do you offer/recommend varying the drum head rpm?

**Safety** - Do you have emergency shut-down? What is the distance between the operator and the blades? Does it meet current safety standards? What type of personal protective gear do you require?
130
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5 Spd. with Hi Ranger. 52' Bucket.

1988 GMC V/8 ...................... $39,500
5 Spd. with Aerial Lift of Conn. 50' Bucket
and Chip Box. Others available.

(2) 1990 Ford F800 ... $39,500 each
6.6 Diesel, 6 Spd. Chip Body and Holan
819-50-3 Forestry Bucket.

1981 Int'l DT466 .................. $12,900
5 Spd. with 8 Ton RO Crane, 36' Hook
Height.

1987 GMC V/8 ...................... $31,900
5 Spd. with Holan 819-50 Forestry Bucket
and Chip Box.

(3) 1989 GMC V/8 .... $29,500 each
5 Spd. with 48' Hi Ranger. Double Buckets.

(5) 1987 Ford ............... $31,500 each
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TREE CARE INDUSTRY - DECEMBER 1995
strings is going to place more emphasis on reliability: “Give me a choice between a Jaguar that’s in the shop every other day and a Dodge Dart that runs, and I’ll choose the Dodge...” Because even the best saw will eventually break, the company owner will tend to put his money on the saw that is easiest to fix. Then, because a lot of field arborists share a reputation with airline baggage handlers, the owner will also tend to look for the saw that is the hardest to break.

Above all, arborists in the market for a new saw should consider what they want that saw to do, then match the size and power of the saw to the job. They should regard carefully the safety features of the saw - they can make the operator safer and more productive.

### Labor savers

Cleaning up is a waste of a valuable employee’s time. At least that’s what climbers told me in my days as a ground man. Most managers would disagree, but there is at least some validity to the statement. Loaders and hoists can be fitted to virtually any truck to make short work

### Noise - What is the noise level in decibels at feed table at 50 feet?

### Fuel - Do you offer optional power sources and fuel types? What is the fuel tank capacity?

### Reputation/durability - How long has this model been manufactured? Can you furnish references? Do you offer demonstrations?

### Chain saws

#### Power - What is the saw’s horsepower rating and power-to-weight ratio?

#### Performance/productivity - What is the maximum chain speed at full throttle? How quickly will it start when hot, when cold?

#### Quality/reliability/dependability - Will it stand rough handling? Will it start and run reliably? Can the seller provide product references?

#### Service & support - Are there local authorized and trained service centers? Do they cater to professional users who demand fast, reliable service? Do they stock a sufficient supply of replacement parts?

#### Trial/demo - Will the seller demo the saw or allow my firm to use one on a trial basis?

#### Balance - Is it well balanced and vibration-dampened to reduce fatigue?

#### Availability - What will the servicing dealer do to keep my operation running if one of my saws is in for service?

### Ease of maintenance - What maintenance can I perform, and what maintenance must be done by a servicing dealer? How time-consuming and complex is it? How often must I do it?

### Reputability/dependability/ruggedness - How long do these or nearby identical models been offered? How many are in use, and what are their life expectancies under almost constant use? Will they stand up to rough treatment?

### Safety - What are the saw’s safety features? How loud is it?

### Warranty - How long does the manufacturer warrant the saw, and what’s included in the warranty?

### Brush chipper knives

#### Quality - What kinds of steel are the blades and cutting edges made of?

#### Availability - May I buy them direct or from a dealer? How long will it take me to receive an order?

#### Reputation/brand familiarity - Do you have knives that will fit all commonly used chippers? Do you have references that I am familiar with?

#### Durability - Can the blades be dressed while in the chipper? How long should a set of your blades last before being changed? How many times can a set be sharpened?

### Warranty - How long is your warranty and what does it cover?

---

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TREE CARE INDUSTRY - DECEMBER 1995
of strenuous, boring cleanups. Cranes usually require a dedicated vehicle and make sense for the company that tackles larger, more technical removals.

Engines

Maybe it makes more sense to fix up the old stuff rather than buy new. Many chipper designs, aerial lift designs and stump cutter designs have been around long enough that parts-supply businesses have grown up around them. It may be practical, even preferable, to replace the worn part rather than the whole unit.

There must be a lot of arborists who think practical, even preferable, to replace the engine is any indicator.

The array of compact, fuel-efficient and otherwise sophisticated aftermarket powerplants can be a little intimidating. Talk to a competent mechanic as well as the original equipment manufacturer before you buy a replacement engine. Note that engine compatibility and suitability are the chief concerns of arborists who have rebuilt their old equipment.

Think winter

Many tree companies have completed one of the busiest summer seasons in recent history. Now those same companies are facing the slowest time of the year. This boom-and-bust mentality wears on the employee who must survive the slow months and on the client who must pay for all his tree work in a short span of time. Ultimately, it hinders business growth.

Businesses can conquer the winter doldrums with planning. Light pruning, small removals and grounds maintenance can often be sold in the summer but scheduled for the cold weather. Once a significant amount of this work has been tucked away, the prudent planner may want to investigate such items as hydraulic/pneumatic pruning tools to make those operations run more smoothly.

Firewood sales, while generally not as profitable as tree work, can still benefit a tree business. It can keep key employees busy, it provides the opportunity to be of service to valuable customers, and it’s a viable alternative to hauling that stockpiled wood to the landfill. Log splitters and wood processors come in all shapes, sizes and price ranges to suit the size of your operation.

Companies can realize year-round prof-
You KAN-DU large or uprooted stumps, but its role in the operation can become more important in the winter. In an open winter, the stumper and its operator can often go out when the hardest of climbing crews has called it a day.

**Trucks**

There are arborists who chip into the back of a mini-pickup with a cap on it and are pleased as can be about the arrangement. There are also those companies that couldn’t exist without a crew cab to seat five and a 19-cubic-yard chip box. Some companies’ credo is versatility, while some go so far as to separate the functions of tree pruning and pruning cleanup, assigning them to different crews with different vehicles.

Companies can be successful using either of these approaches, just as they can be using only manual crews, only bucket crews, or some combination. The operational approach that will get the work done most efficiently depends on the nature of the work. Ideally, the work vehicle should accommodate the way you work, and not the other way around.

- **Quality/reliability/dependability** - Are the materials used for manufacturing considered the best? Are they manufactured with long life and reliability engineered in?
- **Ease of use & maintenance** - Is the product easy to learn how to use? How much maintenance does it require?
- **Technical support/service** - Do you offer technical support via an 800 number? Do you have local dealers trained to service your tools and with sufficient parts inventory?
- **Versatility** - Can your tools be used in several configurations and with different accessories? What is the maximum reach? What is the maximum size cut I can make with your pole-type pruner, chain saw and circular saw attachments? With a pole pruner, what is the cycle time on a 2-inch branch?
- **Availability** - Are your products readily available?
- **Safety** - Do you offer insulated tools? What other safety features do they have?
- **Warranty** - How long is your warranty and what does it cover?
- **Stump cutters - small portable**
  - **Reputation/durability** - How long have you been manufacturing this model? Can you provide references?
  - **Quality/reliability/dependability** - Are the components used considered "top of the line"? Does it perform well under rough service conditions?
- **Stump cutters - small towed**
  - **Reputation/durability** - How long has it been manufactured? Can you provide references?

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Circle 4 on the Reader Service Card
Be sure you purchase enough truck. In our February 1995 issue, contributing writer Paul Wolfe stressed that to assemble a versatile spraying/fertilizing rig with the capacity to haul 1000 gallons of liquid, you'd better start with a chassis that has a 23,000 pound GVW rating.

Tub grinders/recycling equipment

In the private sector alone in 1994, 64% of the $1.7 billion spent on tree care went to prune or remove trees. All that activity generates considerable waste. In a story we published in March, titled, "Recycling in '95," we reported that the tree care industry generates 73 million cubic yards of wood waste annually. It stands to reason that there is potential for profit-taking through recycling.

One should be cautiously optimistic about entering this growing business. Though linked by a commodity, the tree care and recycling businesses are very different. Those differences, however, bring expansion opportunities and other benefits.

In commercial wood waste recycling, production is the key element. Therefore, Safety - What are its safety features? What personal safety gear do you recommend?
Warranty - How long is the warranty and what is covered?

Stump cutters - self-propelled

Speed/power - What is the HP rating of the engine? How fast does the cutter head turn?

Productivity/efficiency - What is the largest area that can be covered without relocating? What is the width and depth of cut on each pass?

Ease of use and maintenance - Can teeth be easily changed? Is it simple to operate and maintain? Are all wear parts easily accessible for visual inspection and service? Can I perform the routine maintenance?

Reputation/durability - How long has this model been manufactured? Can you furnish references? Will you demonstrate it?

Quality/reliability/dependability - Are your vendors' components "top of the line"? Are the teeth designed for long-life and ease of change? Is the design simple enough to provide dependable rough service performance?

Versatility - Can it be used in a variety of terrain conditions? How narrow an opening will it pass through?

Maneuverability - What is the maximum and minimum ground speed? What is the turning radius? What is the weight of ground pressure per square inch of tire surface?

Stability - Is the center of gravity low enough to be stable over a wide spectrum of conditions and inclinations?

Capacity - What is the maximum width of each cutting pass? What is the maximum above and below grade cut? What is the tooth face size? What is the PSI that can be exerted on the cutter head?

Safety - What are the safety features? Does the operator ride on it or walk along with it? Does it have positive shutdown? What personal protective gear is required?

Accessibility - Is it designed for ease of access to hard-to-reach locations? Are the controls located for simple operation and good work visibility?

Warranty - How long is the warranty and what does it cover?

Stump cutter teeth

Reputation/durability - How long have you been manufacturing cutter teeth? Will you provide references? Do you offer teeth for most stump cutters?

Amount of carbide used - What grade of steel do you use? What type and thickness of carbide tooth surface do you offer?

Performance - How many hours of use before replacement? Can they be sharpened? Are they brittle? Are they easy to change? Are they positively (safely) locked onto the cutter head? (See Page 18)
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the critical features of the equipment used are those that directly affect its output, usually expressed in cubic yards per hour, as well as the number of hours in a week, month or year that it can be kept in production.

Depending on the market, output quality can be equally as important as quantity. Thus, if the market demands a certain size wood chip, it is important to find a machine that can produce it as efficiently as possible.

Finally, since not all waste wood material is the same size and shape, it may be vital that the recycling equipment be able to handle a variety of types of woodwaste efficiently.

Remember, the purchase of any piece of equipment that will be depreciated over a number of years and its maintenance constitute an investment. Before your purchase, it is important to consider what this investment will do to your available cash, whether you can swing the payments, and of course, how the investment will affect your profitability. Your accountant, a business consultant, a colleague, or a trade group like the National Arborist Association can help you find answers.

George Tyler is a business consultant and the former owner of Consolidated Utility Equipment Sales, Inc., of Amherst, New Hampshire, a firm specializing in sales and service of aerial lifts, chippers, custom forestry bodies and utility equipment.

Tom Duffy is the former owner and president of New England Arborware, a supply company that featured a broad range of arborist tools, supplies and equipment.
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**Truck bodies**

**Reputation/durability** - How long has this model been manufactured? Will you demonstrate it?

**Quality/reliability/dependability** - What are the specifications and kinds of materials used? Are they rust-inhibited? What paint process and type do you offer? What is the expected life?

**Power** - Is it engine or electric powered dump?

---

**Warranty** - How long is the warranty and what is included?

**Truck chassis**

**Reputation/Durability** - How long have you manufactured this model? Will you furnish references?

**Quality/reliability/dependability** - What are the component specifications? Does the design meet federal statute? Is the design suitable for the use intended?

---

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<thead>
<tr>
<th>ANDY'S TRUCK CENTER INC.</th>
<th>WEST PALM BEACH, FLORIDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>65'-'75' AERIAL TOWER (ALL DIESEL)</td>
<td>ALTEC L- SERIES LIFTS</td>
</tr>
<tr>
<td>• 1983 Int. S1900 w/65' Tecco</td>
<td>• 1987 Ford F-700 DLS w/Rear Mnt. LR-50 (1987)</td>
</tr>
<tr>
<td>• 1986 GMC 7000 w/65' Hi Ranger</td>
<td>(2 available)</td>
</tr>
<tr>
<td>60' 86x6 w/1979 Altec AM 900 &amp;</td>
<td>(2 available)</td>
</tr>
<tr>
<td>60' 86x6 w/1979 Altec AM 900 &amp;</td>
<td>(3) 1988-97 GMC/Ford F700 w/Chip Dump LR-50</td>
</tr>
<tr>
<td>REACH ALL - AP SERIES</td>
<td>(2) 1988-97 GMC/Ford F700 w/Chip Dump LR-50</td>
</tr>
<tr>
<td>• 1986 Int. S1914 V6 636 Reach All</td>
<td>(3) 1981-86 Int. GMC 7000 w/50' Chip Dumps</td>
</tr>
<tr>
<td>• 1989 Ford F900 DLS w/APS2, Flat Bed</td>
<td>(4) 1988 Int. S1900 w/AA650 (Rear Mount)</td>
</tr>
<tr>
<td>• 1997 GMC 7000 w/CCS6, Flat Bed</td>
<td>• 1994 Chevy C-70 6x4 w/AA650, Altec (R.M.)</td>
</tr>
<tr>
<td>TECO</td>
<td>125' TRAILER MOUNTED BUCKET</td>
</tr>
<tr>
<td>• 1998 Ford F-700 w/50' Saturn, Chip Box, DSL</td>
<td>• Condor Model 125, 61' Horizontal Reach (CALL)</td>
</tr>
<tr>
<td>• 1992 Ford F-700 w/50' Saturn, R.M., Flat Bed, DSL</td>
<td>GRAPPLE UNITS</td>
</tr>
<tr>
<td>• 1991 Int. S1900 w/50' Saturn, R.M., Flat Bed, DSL</td>
<td>(3) 1988-1989 Int./Ford F800 DLS w/Grapple Loaders, 16' Beds</td>
</tr>
<tr>
<td>• Unmanned 1993 Tecco S-50, R.M. 4 Outriggers, Flat Bed, Like New, Ready to Mount</td>
<td>HI-RANGER LIFTS</td>
</tr>
<tr>
<td>• 1982 Ford F-700 Vanguard 50, DSL</td>
<td>• 1986-1988 Int./Ford F800 DLS w/Grapple Loaders, 16' Beds</td>
</tr>
<tr>
<td>CHIPPER DUMP TRUCKS FROM $8,900</td>
<td>(2) 1993 Ford P7000 w/52' Chip Boxes, Pony Motors</td>
</tr>
<tr>
<td>• 1986 GMC 6000 w/12', Arbortech C/D L-Shape</td>
<td>(2) 1993 Ford P7000 w/52' Chip Boxes, Pony Motors</td>
</tr>
<tr>
<td>• 1988 Ford F-800 w/12', Arbortech C/D L-Shape</td>
<td>(2) 1995 Ford F700 w/50' High-Ranger</td>
</tr>
<tr>
<td>• 1989 Brush Bandit Disc Chipper 6 Cyl, Gas $7,900</td>
<td>Call or Fax for Spec's &amp; Prices: Stop!</td>
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<td>• 1990 Ford F500 DLS w/Van Dump</td>
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<tr>
<td>• (6) '86-90 GMC Ford F700 w/Split Dumps</td>
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**Performance** - Are the engine, transmission, PTO, rear-end and tire combinations matched to provide optimum performance for intended use?

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OSHA Eyes Tree Services

Beginning in January, the Occupational Safety and Health Administration (OSHA) will collect injury and illness data from tree services with 60 or more employees. Manufacturing and 13 other industries will be included.

OSHA submitted the data collection proposal to the Office of Management and Budget (OMB) under the Paperwork Reduction Act. While the project eliminates the opportunity for the public to view the plan or the conditions of approval in the Federal Register, the National Arborist Association obtained a copy of the proposal from OSHA. The Federal Register is the system for making available to the public regulations and legal notices issued by federal agencies. The Clinton administration approved the plan in October.

Beginning in mid-1996, OSHA may target tree firms in its inspections based on the number and type of injuries and illnesses reported.

All firms with 11 or more employees are required annually to complete an OSHA 200 form to document injuries and illness in the workplace. Until the OMB approved the plan this past fall, OSHA was not able to focus inspections on workplaces it deemed to be hazardous based on the OSHA 200 reports.

Employers with more than 60 employees listed by OSHA in the Standard Industrial Code 0783 (Ornamental Shrub and Tree Service) will receive a form from the Department of Labor (DOL), OSHA officials said. Every firm that receives the questionnaire must complete and return it within 30 days, even if there were no occupational injuries and illnesses during 1995. The DOL estimates that it will take approximately one hour to complete the form.

Information from the company’s OSHA 200 form would be used to complete the DOL form, along with the number of employees and the number of hours worked.

After 1996, cuts in OSHA’s budget will likely stifle the Administration’s collection effort. Currently, the House of Representatives is proposing to cut OSHA’s budget by 15.5% and the Senate is proposing at least a 5% cut.

In addition to budget cuts, OSHA reform is still being debated in the House and Senate. In the House, Rep. Cass Ballenger (R-NC) has introduced an OSHA Reform bill (HR 1834). It currently has 148 cosponsors and has been the subject of several committee hearings. Debate on the issue is heating up.

Meanwhile, Sen. Nancy Kassebaum (R-KS) is expected to introduce a bill that will incorporate language in Sen. Judd Gregg’s (R-NH) bill (S 526) and Sen. Kay Bailey Hutchison’s (R-TX) bill (S 592).

Proposed legislation would:
- require OSHA rules to be analyzed for their impact on business before implementation;
- require a risk assessment and cost-benefit analysis of proposed OSHA rules;
- require provisions for notices of OSHA issued violations and citations;
- reserve at least one-half of OSHA’s budget for worksite-based incentive programs for safety, education and training;
- add employer defenses of employee misconduct; and
- revise OSHA penalties.

In a written response to the NAA on the issue of OSHA Reform, Sen. Gregg said, “As with many programs established by Congress, over the years OSHA has developed a well-earned reputation for overregulation. OSHA has moved from its original purpose of protecting the workers to hindering businesses with excessive mandates.”

The House of Representatives is expected to vote on OSHA Reform in early January, with the Senate taking up the issue soon thereafter.

Brian Barnard is Government Affairs specialist for the National Arborist Association.

Address correspondence to a Senator: The Honorable (full name), United States Senate, Washington, DC 20510; and to a Representative: The Honorable (full name), United States House of Representatives, Washington, DC 20515.

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Circle 27 on the Reader Service Card

TREE CARE INDUSTRY - DECEMBER 1995
What's In It For You?

The Treeworker provides a broad range of technical material, safety information, tips for personnel relations and interesting news stories directed towards field personnel. The bottom line is more knowledgeable and effective employees.

Here's a sample of what this hard-hitting 6-page monthly newsletter will cover in 1996.

- Ropes & Knots
- Climbing Techniques
- Rigging
- Tree Identification
- Hazard Tree Analysis
- Cabling Techniques
- Proper Pruning
- Fertilizing
- Electric Hazard Awareness
- Safety in the Field
- Real Life Stories
- Aerial Rescue Procedures

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If you employ tree trimmers for line clearance, tree care, urban forestry and municipal arboriculture, you are required to train them in electrical hazard recognition, and certify or document that they have passed certain tests. Failure to do so can result in a possible $70,000 fine and/or a year in jail.

Don't take a chance. Be sure you're in compliance by single sourcing with ACRT. We offer a complete package, including training, complete testing, certification or documentation, and even maintenance of your certification records.

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If you or your employees work in trees where electric wires pass through your work area, you are governed by OSHA 1910.333. You must document that you and your employees have received electrical hazard training. ACRT can provide all the resources you need to assure compliance.

- ACRT Institute of Arboriculture & Urban Forestry faculty members can train your people at your facility or the institute.
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If you work within 10 feet of energized lines you and your employees must be trained and certified. For information on regulations that apply to you and on our complete training, testing and certification or documentation capabilities call, write or fax.

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800-622-2562
FAX 216-945-7200

Circle 1 on the Reader Service Card
George Washington Farm Gets A Facelift

Arborists volunteer skills to improve 25-acre estate

On November 4, 35 arborists representing nine firms volunteered their skills to prune, fertilize and cable trees on the grounds of the American Horticultural Society (AHS) in Alexandria, Virginia. The AHS is an educational, non-profit organization that promotes excellence in American horticulture. Its headquarters are located on the grounds of George Washington’s River Farm, encompassing 25 acres of lush gardens and woods on the banks of the Potomac river.

Dr. Marc Cathey, AHS president, praised the volunteers in the opening ceremony. “George Washington did not have the training or equipment that you have to work with today. All George Washington had in his day was seeds. You (plant them) and hope they can take the wind, fire, thunder, rain, and all other things. What you do as arborists is to prolong the life, increase the display but also increase the performance and satisfaction for all our consumers. What the arborists do is something very outstanding,” Dr. Cathey said.

Nearly every section of the property was covered over the course of the day by the volunteers, from majestic sycamores overlooking the Potomac to stately Kentucky Coffee trees in the rear of the original house. In all, 85 trees were pruned and 95 were fertilized. Some of the historic trees on the site are said to have been planted by George Washington, and were in need of professional care.

The program was co-sponsored by the Mid-Atlantic Chapter of the International Society of Arboriculture and the National Arborist Association.

The participating firms were: Bartlett...
...and Mid-Am '96 will be both bigger and better.

Far bigger, and much more exciting...a super-spectacular show with impressive new features and greater convenience. Mid-Am's move to Chicago's all-new lakefront Navy Pier assures that you will experience all that a great trade show can be.

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To request registration information and show details, write or fax Mid-Am Trade Show, 1000 North Rand Road, Suite 214, Wauconda, IL 60084; fax 708.526.3993 or phone 708.526.2010.

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Tree Experts, Davey Tree Expert Company, Growing Earth Professional Tree Care, Guardian Tree Experts, Integrated Plant Care, Northern Virginia Tree Experts, Inc., Northern Woods Tree Service, Old Dominion Tree Service, and The Care of Trees. Lamphear Supply of Cleveland, Ohio, donated cabling supplies; The Doggett Company of Lebanon, New Jersey, donated fertilizer; and Northern Virginia Nursery donated a tree for a planting ceremony.

Thanking the group for their work, Dr. Cathey pointed out: “You have been where nobody has ever been before. Remember that every day your arborist skills are needed across our nation. The patriotism you have shown today shows why you are such a skilled industry.”

Originally scheduled for October 21, rain postponed the event two weeks. Rising to the challenge, 35 arborists completed the work originally set for 55. Helen Walutes, AHS executive vice president, praised the group’s professionalism while Mark Miller, head horticulturist for AHS, summarized the event as “fantastic.”

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Helen Walutes, AHS executive vice president. praised the group’s professionalism while Mark Miller, head horticulturist for AHS, summarized the event as “fantastic.”

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Circle 28 on the Reader Service Card
TREE CARE INDUSTRY - DECEMBER 1995
We recently talked with 5 different firms. All said business was so good, growing so fast, they were losing business. They shared several common denominators: excellent reputations, courteous, professional service, and all but one operated in a very well defined, tight geographic area. Client referrals were bringing in as much as selling and marketing efforts.

Two decided not to grow or expand. The first thing the three who opted to grow did was review their advertising. Were they spending too much? Did they need to spend more? What was the most effective way to advertise with growth in mind?

WHERE TO ALLOCATE AD DOLLARS
We decided to keep growing. We reviewed our ad efforts. We were no longer a struggling company that needed leads. In fact we were buried with leads, most came from referrals. We reduced the size and cost of Yellow Page advertising. A smaller listing was set up for people who had already heard about us. They were looking for us in the Yellow Pages rather than trying to decide who to call. We listed the name, address and number in bold print along with a very brief description of our services in the alphabetical listing.

Did it work? Our satisfied client base did not stop recommending us because we reduced our Yellow Page size. The referral calls still came in. What we didn't get any more were the shoppers. With capacity always running at peak, we no longer could take the time to go around the city throwing out bids. Sales leads came in from referrals and "...saw your people and equipment working next door."

We did not reduce our overall advertising budget. We re-focused and targeted our advertising more precisely. We increased what we spent on direct mail, newsletters and pricing complete care programs to clients. As we matured, and the business grew and evolved, our advertising plan needed to change to keep pace with our ability to service prospects with the most potential.

HOW MUCH TO BUDGET FOR ADVERTISING?
There is no correct answer. Determining how it is spent is as important as determining what is spent. We've always used 3% of sales to determine our ad budget. Over the years it stood the test of time. We haven't always spent it the same way, however.

Starting out, 3% of no sales equaled nothing. Our Pro Forma, forecasts and business plan indicated we would achieve a modest profit at a $300,000-sales volume level. We decided to advertise as if we had that volume. So we set our ad budget at $9,000. That was the easy part. How to spend it to achieve maximum effectiveness was the difficult part.

We decided on a quarter-page ad in the Yellow Pages. We needed inquiries to achieve the sales target of $300,000. The rest of the budget - and there wasn't much left - went for direct mail.

We picked up work from the ad. From this we concentrated on clients, then their neighbors, and before long, we began to pick up more and more sales from referrals. Our satisfied client base was selling as much as our advertising efforts. We got to the same point as the five firms mentioned above. We maxed out.

HOT IDEA
If you're trying to penetrate a market area outside your own, obtain a phone number with the area's local exchange. People are more likely to call if they see a local number. Take it one step further and engage an answering service in their area and use the service's address. Make sure the answering service is prompt, courteous and professional.

The Branch Office is compiled monthly by Howard Eckel and Don Kinter. Mr. Eckel is currently a Management Consultant to the Green Industry. He draws on over 25 years of experience, and was formerly Executive Vice President of Davey Tree Expert Company.

Mr. Kinter owns Kintercom, a business-to-business advertising agency, and has served the tree care industry for over 7 years.
Quick! Think On Your Feet

Maybe it happens in the middle of a business meeting, or in a one-to-one conversation, or a sales call. Things are moving along just fine ... until you’re suddenly thrown for a loop by an off-the-wall question, blunt criticism or a hostile gaze. The conversation stops dead in its tracks. Your heart starts pounding, you start to sweat, and you feel the first strains of a cold clammy fear enveloping you. What should you do to regain your footing? Experienced conversation-alists know the answer: It’s time to think on your feet. Don’t let them see you sweat. Unless you give your fear and uncertainty away, no one else knows how you feel. So the first step in thinking on your feet is to project confidence.

* Listen. Gaze intently at the person who stopped the conversation. Concentrate on what he’s saying.
* Watch your posture. Don’t slink down in your chair, wring your hands in exasperation, or allow a look of defeat to creep into your mannerisms. Retain your normal posture as you hear the other person out and prepare to make your response.
* Size the other person up. Take stock of her emotions: Does she appear boastful? Angry? Tired?
* Take notes if you must. If you’re dealing with a complex question or issue, pull out your notepad. This signals interest and involvement to the other person.

It’s how you say it

As you think on your feet, you’re always attempting to remain in firm control of the situation and avoid becoming defensive or combative.

* Ask the other person to explain. Ask him to define his terms or elaborate on what he’s said. Probe the meaning of an example he offers. This forces the other person to pause momentarily and think through his statements.
* Ask for a rationale. “What makes you say that?” you might ask. This question puts the onus of explanation on the other individual.
* Play the role of expert. Comment on what you heard by using a quotation or anecdote from the past.
* Use humor. “I guess this must be high blood pressure day,” you might quip. Humor quickly deflects criticism and lightens the tone of conversation.
* Probe with all-purpose questions. These questions can be used with almost any person, under almost any circumstances. Examples: How do you know that? How did you arrive at this conclusion? Who helped you gather this information? Have you always felt this way? The result: The other person must justify whatever she’s said.

* Don’t stammer. Keep your comments brief and informal.
* Stress philosophy, not facts. You’re not obligated to offer a point-by-point response to the other person. Sometimes a general statement of principles will more than suffice and keep discussion away from trivial points.
* Ask for a solution or next step. “Where would you like me to go from here?” you might ask. This simple statement moves the focus of attention away from the issue at hand to the next step.
* When you’re forced to think on your feet, you may be dealing with very legitimate, substantive issues - or you may be dealing with superficial nonsense. Whatever the situation, you can easily survive and master it.

Play the part of a thoughtful, knowledge-seeking conversationalist. Remain poised and confident, and respond to the moment in your own measured way. Your response will keep someone else’s blunt or unsettling comments in perspective and, if other people are around, raise their image of you a notch or two.

Richard G. Ensman is a free-lance writer based in Rochester, New York, specializing in business topics.
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Sports Turf Institute
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Nebraska City, Neb.
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February 11-14
ALCA Executive Forum
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Phoenix, Ariz.
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February 13-18
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San Diego Hilton
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San Diego, Calif.
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February 28-29
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Gateway Convention Center
Collinsville, Ill.
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TREE CARE INDUSTRY - DECEMBER 1995
Engledow Is New ASCA President; Conference Draws Record Turnout

Neal Engledow is the new president of the American Society of Consulting Arborists (ASCA).

Results of the balloting were announced as a record turnout attended the 28th annual ASCA conference held recently in New Orleans.

Engledow, of Indianapolis, Indiana, is president and founder of ReLeaf Tree Consultants, Inc. through which he served the Indiana and Kentucky area as a full-time consulting arborist. He grew up in the tree business working for his father, H.N. Engledow, an esteemed ASCA member prior to his passing.

Engledow has had a long and distinguished career of service in arboriculture.

He is a past president of the National Arborist Association and served on the Board of Directors for the International Society of Arboriculture for 10 years. He looks forward to another year of steady progress for ASCA during his term.

Joining Engledow on the Board of Directors are Steve Day, president elect, from Denver, Colorado; Denice Britton, vice president, from St. Helena, California; John Moran, secretary/treasurer, from New Fairfield, Connecticut; Jim Ingram, director, from Marstons Mills, Massachusetts; Dorothy Abeyta, director, from Pleasant Hill, California; Molly Beck, director, from Woodinville, Washington; Dennis Yniguez, from Berkeley, California; and Gene Himelick, past president, from Urbana, Illinois.

Serving as this year’s conference host were ASCA member E.J. Dennis and his wife Elizabeth. They treated conference attendees to a taste of New Orleans and the Louisiana culture. Special memories included parading down Bourbon Street to a paddlewheel steamboat for a dinner cruise down the Mississippi River, and gliding through the beautiful cypress trees in the bayous of the Honey Island Swamp.

Next year’s conference will be hosted by ASCA member Molly Beck in Seattle. For more information, write: ASCA, 5130 W. 101st Circle, Westminster, CO 80030, or call 303-466-ASCA.

---

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The art of effective selling is the key to success.

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The first part of the seminar will focus on: How to be the best in sales and customer service; how and what questions to ask; the importance of listening; how to find new business and keep it; how to deal with satisfied and dissatisfied customers; closing a sale; and how to manage your time.

Motivating and guiding your sales staff to be the best they can be is essential in a successful business. The second part of the session will focus on the technique of coaching.

Can I Have 5 Minutes of Your Time?, Hal Becker’s book on selling, will be provided to all attendees at no charge. Lunch will be served and is included in the price of the seminar.

1995-96 SALES WORKSHOP DATES & LOCATIONS

San Francisco, CA Jan. 6 All are welcome
Rockville, MD Jan. 13 All are welcome
Armonk, NY Jan. 20 All are welcome
Milwaukee, WI Jan. 27 All are welcome

For More Information, Call the NAA at 1-800-733-2622

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The latest in Morbark grinding technology, the Model 1300 Tub Grinder delivers an unparalleled blend of power, torque and productivity. While production varies depending on the type of material being processed, output as high as 320 cubic yards per hour has been documented. A standard 750-hp diesel from Caterpillar or Cummins supplies the power, while torque to the hammermill is increased by a factor of 1.6 through a gearbox drive. The engine, clutch and drive train are protected with a full breakaway torque limiter. Morbark Sales Corporation, 8507 S. Winn Road, Winn, MI 48896. Phone: 800-233-6065.

Root Feeders, Inc., has recently received a U.S. patent for a unique deep root, dry granular, ornamental tree and shrub fertilizing and soil conditioning device. This new industry innovation eliminates the problems associated with present methods. A few of the features of the “Deep Root Placement System™” are: no moving parts, portability, high capacity, low maintenance and it’s environmentally safe. The company is presently interested in securing licensing agreement. Send inquiries to Don Guzan, president, Root Feeders, Inc., P.O. Box 5462, Buffalo Grove, IL 60089. Phone: 708-459-4931.

Peltor, Inc., offers lightweight, comfortable noise attenuating headsets and adapters for VHF/UHF and hard-wired communication systems. These headsets are available with choice of boom or throat microphone. They are offered in a variety of styles - over head, back band, hardhat attachment. A low-profile model is offered when using sand-blasting or welding head gear. Peltor, Inc., 41 Commercial Way, East Providence, RI 03914. Phone: 401-438-4800.
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407-09-30-01-0-8-6-9-3-7-0-9-7-6-9-3-7-0-9-7.

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Golden Bear Arborists, Inc., needs you! If you are an aggressive, hard-charging, motivated, career-minded individual looking to make the big bucks, we are the firm for you. You must be a creative person willing to give 200%. Call Walter at 818-359-6647 for a phone interview.

A growing Texas tree care firm is seeking professional salespersons and operations manager to help us grow. Excellent pay and benefits. Send or fax complete resume. Rt 2, Box 409, Boyd, TX 76023; FAX: 817-834-0852.

Tree care employment opportunities with one of Michigan’s fast growing, innovative and education-oriented companies. We offer ongoing training, incentive/bonus programs, 401(k), health and dental insurance. Top pay is available to motivated, good, hard-working and experienced people. Positions available include pesticide applicators, salespeople, lawn technicians, tree trimmers, diagnosticians, managers and groundmen. Must have valid drivers license. Send resume or apply at Mike’s Tree Surgeons, Inc., 263 Park St., Troy, MI 48083. Phone: 810-588-0202 or FAX: 810-588-4824.

Sales/management/PHC specialists - Experience the SavATree difference! SavATree is expanding throughout the Northeast and can offer you the unique opportunity you are looking for to further your career while working in a truly professional and entrepreneurial environment. If you have a degree or field-related experience in arboriculture and are interested in exploring what makes the difference, please send or fax your resume to SavATree, 360 Adams Street, Bedford Hills, NY 10507, or fax 914-666-5834, attn: Human Resources. EOE.
Arborist/sales representative - Growing full-service company in the Washington, D.C., area has entry-level position with excellent career advancement potential. Must have B.S. in Arboriculture, Urban Forestry, Horticulture, etc. Contact Jim Harris at 301-949-4100 or send resume to Wood Acres Tree Specialists, 10315 Kensington Parkway, Kensington, MD 20895. FAX: 301-933-6215.

Experienced climber - Good pay, good benefits, good opportunity with a good company. Year-round work in Denver, Colorado. Must be a skilled climber with extensive experience in pruning and removals. Call Mark James, 303-797-6143.

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Public utility operations manager needed for established Massachusetts tree service. Self-motivated arborist, certificate a plus, to work in a drug-free environment. Send resume or call Holbrook Tree Service, 252 Union St., Yarmouthport, MA 02675. Phone: 508-362-8085.

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Tree service for sale. 60' rear-mounted Hi-Ranger, GMC split dump, '94 250 brush chipper w/winch and JD diesel. Est. 1984. Excellent rep. in rapidly growing area. All equipment & tools, $45K or $25K and assume lease. Owner can help during transition. Serious inquiries call 800-803-9847.

Aerial bucket trucks - TECO SATURN 57' units with chip boxes. Eight units in stock. TECO, Inc., 9733 Indianapolis Road, Fort Wayne, IN 46809. Ask for Tim Dammeyer. Phone 800-860-5438 or 219-747-1631 in Indiana.

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Order Form

Please use this form to order the Treeworker and Electrical Hazards Awareness Program (EHAP). Mail this form and payment to: National Arborist Association, The Meeting Place Mall, Route 101, P.O. Box 1094, Amherst, NH 03031-1094.

The Treeworker

<table>
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<tr>
<th>Number of Subscriptions</th>
<th>Cost/Subscription</th>
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Sample Calculation

\[ \text{Cost/Subscription} \times \text{No. of Subscription(s)} = \text{My total cost} \]

Electrical Hazards Awareness Program (EHAP)

<table>
<thead>
<tr>
<th>NAA members</th>
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<tr>
<td>Non-member</td>
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plus Shipping & Handling ($5.50; $15.50 outside U.S.)

Total _______

TOTAL AMOUNT ENCLOSED: _______

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

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90AA Big Johns; 1 80A Big John; 1 55A Big John; 1 170 Ford/NH with 34' Big John; 1 TS 44A Vermeer lr. digger; 1 1700 HMI skid loader. Big John Transplanters, 609-769-4153.

Tree service for sale. 60' rear-mounted Hi-Ranger, GMC split dump, '94 250 brush chipper w/winch and JD diesel. Est. 1984. Excellent rep. in rapidly growing area. All equipment & tools, $45K or $25K and assume lease. Owner can help during transition. Serious inquiries call 800-803-9847.

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90" Big John Tree Transplanter mounted on 1989 Ford Cargo 9000. Truck and digger very clean. Ready to work, $50,000; 55" Big John Tree Transplanter mounted on GMC TiltMaster. Ready to work, $32,000 or B/O. Call 540-891-5640 evenings and weekends EST.

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In 1951 I was 19 and climbing for Davey Tree. The Korean War was heating up and my country called. Trouble was, Uncle Sam didn't need any "tree skinners" so I ended up in the Navy Seabees and spent most of the war running a jackhammer on some small islands.

A few years later I was back climbing trees. One weekend I thought I would visit my kid sister at her college in eastern Pennsylvania. Sue immediately decided that my "chariot," a 1950 Chrysler coupe, would be a suitable conveyance in which to visit her old high school chum at another college nearby. Her friend turned out to be real quiet, slender and fair-complexioned, except when she blushed, which was fairly often and may have had something to do with her thoughts or perhaps mine, I'm not sure. She asked me to come back and visit again, which I did - several times.

Then, in the winter of 1957 there was a major ice storm in the Philadelphia vicinity. Trees were the main casualties.

It was the custom at this school for the senior class to give the college a gift, usually a commemorative tree. To this day there is some mystery just how it came about, but the senior class voted to give a gift of tree work to repair some of the devastated trees on campus and I was awarded the contract.

My sister's friend happened to be working part time as head waitress at the faculty dining hall where I dined in some style. Friends of hers provided a small apartment, so lodging was taken care of.

Time passing has blurred some details but that interval stands in my memory a rosy haze as my nicest job.

Thirty-eight years later I'm still married to my sister's friend and still climbing trees.

David Spier owns and operates David Spier Tree Care in Stuyvesant Falls, New York.

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.

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.

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Contact the National Arborist Association at 1-800-733-2622 for more information.
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Cuyahoga Falls, OH 44221-0401
800-622-2562
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FAX: 216-945-7200
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A full-service consulting firm providing electrical hazard awareness (EHAP) and line clearance training, testing and certification. We also offer consulting, research and technical services pertaining to urban forestry, utility forestry and the environment.

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Your headquarters for arborist equipment and supplies. Brush Bandit chippers, Rayco stump cutters and a wide variety of climbing gear for the professional.

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IN CT 800-245-5438
203-878-0694
FAX: 203-878-2549
Ernest E. DePiero
Richard L. Mitchell
Manufacturer of aerial lifts, hydraulic dump chip boxes and accessories. See our ad in the 4-color Pictorial Buying Guide.

Agape Designs
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FAX: 602-820-3940
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Jeannie Courtier-Schwartz
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Woodbridge, NJ 07095
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908-634-8400
FAX: 908-964-6720
Lynda Brophy
Barry Rosenberg

Alexander & Alexander
12120 Shamrock Plaza, P.O. Box 3388
Omaha, NE 68103-0388
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FAX: 402-691-6026
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Samson manufactures a complete line of high-quality ropes for the professional arborist. Ask to see our ropes at your professional arborist dealer or contact us at our factory for a free catalog and samples. See our ad in the 4-color Pictorial Buying Guide.

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Alliance, OH 44601
800-383-2290
216-821-2291
FAX: 216-821-4836
Sharon McCarty
Manufacturer of replacement booms, buckets, liners, bucket covers, saw scabbards and related aerial device accessories. Also, fiberglass repair to booms and buckets.

Altec Industries, Inc.
210 Inverness Center Drive
Birmingham, AL 35242
205-991-7733

American Arborist Supplies, Inc.
882 South Matlack, Unit A
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USA 800-441-8381
IN PA 800-352-3458
FAX: 610-430-8560
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Available for immediate shipment is the latest in rigging equipment; a full line of safety gear; reference books and diagnostic supplies; professional-quality saws and pruners; gear bags; gas- and air-powered pruners and saws. For your convenience, we now have a 24-hour answering service and all orders received by 2 p.m. are shipped the same day! If you can't find it, CALL US - We locate that hard-to-find tool! See our ad in the 4-color Pictorial Buying Guide.

The American Group - Samson Division
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360-384-4669
FAX: 360-384-0572
Thomas E. Selman
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American Intertool, Inc.
1255 Tonne Road
Elk Grove Village, IL 60007
800-334-3675
FAX: 708-228-7067
Ken Nieft
Major importer of a full line of pruning tools for the professional arborist.
American Truck & Trailer Body Co., Inc.
100 West Valpico Road, Bldg. “D”
Tracy, CA 95376
800-499-8985
209-836-8985
FAX: 209-836-1871
Mike Garner
Manufacturer and distributor of equipment.
Aerial lift repairs, forestry bodies and truck bodies.

AmeriQuip
1480 Arrow Highway
La Verne, CA 91750
800-824-9776
909-392-2033
FAX: 909-392-4651
Rex A. Perisho
Manufacturer of trailer- and truck-mounted aerial lifts.

Arbortech
3201 West Old Lincoln Way
Wooster, OH 44691-3298
800-255-5715
216-264-4266
FAX: 216-264-0891
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Arbortech produces a complete line of forestry bodies for the professional arborist: chip bodies, crew cabs, brush bodies, integrated chippers, pick-up caps, tool boxes. Ready to roll, turn-key packages are available with financing. The Arbortech difference is quality.

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P.O. Box 1099
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FAX: 423-436-5082
Paul Bennett
Optimal tree spades and truck-mounted tree transplanting.

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Laytonville, CA 95454-0550
800-322-4539
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FAX: 707-984-8115
Bill Bailey
Southeastern Division
P.O. Box 9088
Jackson, TN 38314-9088
901-422-1300
FAX: 901-422-6118
D. Foote, D. Mullins
Bailey's is a mail-order woodsman supplies company that's been in business over 20 years. They sell timber harvesting equipment, arborist supplies, reforestation implements, lumberjack competition tools, plus much more - all at discounted prices. They print five catalogs a year - contact them for a free catalog. Order toll-free: 800-322-4539.

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P.O. Box 25600
Richmond, VA 23260-5609
804-358-0481
FAX: 804-342-6888
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Baker Equipment Engineering Co. offers a wide range of hydraulic-feed, disc-style chippers, as well as drum-style chippers (including self-propelled), both hand-fed chippers and whole tree chippers. We recently introduced a recycling machine for processing landfill waste, including pallets, housing demolition, trees and brush. See our ad in the 4-color Pictorial Buying Guide.

Bartlett Manufacturing Company
3003 East Grand Boulevard
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800-331-7101
800-821-0792
313-873-7300
FAX: 313-873-5454
John Nelson
Manufacturer of tree pruners, pole saws, hand saws, lopping shears, fiberglass poles. Distributor of rope, safety belts, safety equipment, tree surgery supplies and related items.

Bayer Corporation-Specialty Products
P.O. Box 4913
Kansas City, MO 64120
800-842-8020
Manufacturer of fungicides: BAYLETON; insecticides: DYLOX, MERIT, MORESTAN, NEMACUR, OFTANOL and TEMPO; herbicides: SENCOR.

BearCat Company
237 12th Street Northwest, P.O. Box 849
West Fargo, ND 58078-0849
800-247-7335
701-282-5520
FAX: 701-282-9522
Ross Johnson
Manufacturer of chippers, chipper/shredders, yard vacs and stump grinders.

Ben Meadows Company
3589 Broad Street
Atlanta, GA 30341
800-241-6401
FAX: 800-628-2068
Denise Rice
Ben Meadows Company is a manufacturer of cultivators, erosion & landscape fabrics, tree care tools and equipment. Soil testers, soil sampling augers, etc.

Bishop Company
12519 East Putnam Street
Whittier, CA 90602
800-421-4833
310-698-9818
FAX: 310-698-2232
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Bishop Company is a stocking distributor of quality tools and equipment for the professional arborist and landscaper, representing products from over 350 manufacturers. Call for your free catalog today.

Border City Tool & Manufacturing Co.
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810-758-5574
FAX: 810-758-7829
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Brown Bear Corporation
P.O. Box 29
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Brown Bear manufactures R-O-I maintenance and clearing equipment and off-road
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Brown Bear manufactures R-O-I maintenance and clearing equipment and off-road
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Brown Manufacturing Corporation
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Ozark, AL 36360
600-633-8909
334-795-6603
FAX: 334-795-3029
Jeff Thagard
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CEI
P.O. Box 406
Osseo, MN 55369
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612-425-1167
FAX: 612-424-9528
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CLC LABS
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Complete laboratory services for the tree care professional. CLC LABS is the pre-

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FAX: 212-399-1122
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Pesticide reference: quick, reliable elec-
tronic source for turf and ornamental prod-
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FAX: 603-886-5909
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203-886-7081
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and all varieties of truck bodies and equip-
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FAX: 610-966-2015
William C. Reiss

Ciba Turf and Ornamental Products
P.O. Box 18300
Greensboro, NC 27419
910-547-1160
FAX: 910-547-1164
Jose Milan
Jimmy Johnson
Alamo® fungicide is labeled for oak wilt
and Dutch Elm disease; Subdue® fungicide
controls phytophthora on contact, systemi-
cally and in the soil; Banner® fungicide
controls major foliar diseases such as pow-
dery mildew, scab, rust diseases and the
blights.

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controls phytophthora on contact, systemi-
cally and in the soil; Banner® fungicide
controls major foliar diseases such as pow-
dery mildew, scab, rust diseases and the
blights.

Continental Western Corporation
3925 9th Avenue, South
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206-623-0466
FAX: 206-682-6205
Don Puckett

Cleaves Company, Inc.
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Needham, MA 02194
617-449-0833
FAX: 617-444-5611
Lenny Cleaves
Arborist and landscape equipment sales,
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England and Samson ropes, Buckingham
climbing gear, cable supplies, Husqvarna,
Jonsered, Oregon, Fanno, Safety Test, Honda equipment and Fisher snow plows
and sanders.
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FAX: 402-727-4841
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Crowe Rope Company
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207-273-6214
FAX: 207-273-2405
Thomas P. Aylner

Cummins Michigan, Inc.
41326 Vincenti Court
Novi, MI 48375
810-473-9000
FAX: 810-473-8560
James M. Osborne

Deep Root Partners, L.P.
345 Lorton Avenue, Suite 103
Burlingame, CA 94010
800-ILV-ROOT (458-7668)
415-344-1464
FAX: 415-344-9380
Graham Ray
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Deutz Corporation
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770-564-7100
FAX: 770-564-7222
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Bob Mann
Bob Schneider
Manufacturer of diesel engines.

The Doggett Corporation
31 Cherry Street
Lebanon, NJ 08833
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FAX: 908-236-7716
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Professional slow release injectable tree fertilizers. Organic formulations and chelated minor elements for specific deficiencies. Soil amendments to correct pH extremes and correct soil compaction. Soil applied mycorrhizal spores. See our ad in the 4-color Pictorial Buying Guide.

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317-337-4436
FAX: 317-337-4350
Kevin Tomka

Driscoll-Pearce, Inc.
P.O. Box 178, 687 Highland Avenue
Needham Heights, MA 02194
617-449-0660
FAX: 617-449-6734
Arthur Pearce
Robert Russell

ESSCO Distributors, Inc.
1555 5th Industrial Court
Bay Shore, NY 11706-3440
516-665-5115
FAX: 516-665-1559
Jerry Sluker

E-Z Implements, Inc.
16700 Pueblo Boulevard
Jordan, MN 55352
612-492-2867
FAX: 612-492-2867
Chuck Devaney

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

Elvex Corporation
7 Trowbridge Drive, P.O. Box 850
Bethel, CT 06801
800-888-6582
203-743-2488
FAX: 203-791-2278
Roland Westerdal
Elvex manufactures a full line of personal protective equipment for forestry and arborist work. Product line includes chainsaw chaps, head, face, eye and hearing protection products. Line sold through arborist supply and forestry distributors.

Environmental Consultants, Inc.
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215-322-4040
FAX: 215-322-9404
Dennis E. Holewinski
Philip Charlton
Keith Forry
Tom Williams

Environmental Information & Design, Inc.
Rural Route #3, Box 437
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FAX: 207-929-6637
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Custom software design; software for tree valuation, strategic business analysis; on-site business consulting.

FMC Corporation
Turf & Ornamentals
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FAX: 609-452-8408
FMC Turf and Ornamentals manufactures Astro and Talstar insecticides for use on trees, ornamentals and lawns. Call your chemical supplier for details or call 1-800-528-8873 for your nearest FMC sales representative.
Fanno Saw Works
P.O. Box 628
Chico, CA 95927-0628
916-895-1762
FAX: 916-895-0302
Robert A. Fanno
Manufacturer of folding saws, curved-blade tree saws, pole saws & special purpose saws. Also, supplier of pole pruner with wood or fiberglass poles. Fanno International, supplier of Tri-Edge pruning saws with durability in mind.
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Green Pro Services
380 South Franklin Street
Hempstead, NY 11550
800-645-6464
516-538-6444
FAX: 516-538-2042
Robert R. Riley

Greenelee Fairmont
4455 Boeing Drive
Rockford, IL 61109-2988
800-435-0786
815-397-7070
FAX: 815-397-8289
Jim Eisele

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

Growtech, Inc.
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708-427-1377
FAX: 708-427-1455
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Featuring: "Smooth Operators": Easy-to-use, light-weight, professional pruning tools. Folding and Arborist's straight saws, pole saws, long-arm pruners, hedge shears, loppers, horticultural and flower knives, scissors and accessories.

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Haimbaugh Enterprises, Inc.
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FAX: 219-269-1021
D.C. Dan Lee

Halls Safety Equipment Corporation
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Grove City, PA 16127
412-458-7410
Jack Hall

Holan/ Mobile Tool International, Inc.
5600 West 88th Avenue
Westminster, CO 80030-9986
800-521-5351
303-657-2557
FAX: 303-657-2505
Al Rocke
Holan manufactures a full line of aerial lifts for the arborist industry. Mounted ready-to-roll units available from stock on diesel chassis. Call your nearest Holan distributor, 800-521-5351.

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FAX: 508-222-5254
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Timberwolf wood processors, wood splitters and conveyors, Nokka loaders, ImpleMax tractor grapples, Tuff Kutt brush cutting tools, Igland forestry winches, Peavey forestry tools, Merti Crushers and arborist supplies. See our ad in the 4-color Pictorial Buying Guide.

Husqvarna Forest & Garden Company
9006-J Perimeter Woods Drive
Charlotte, NC 28216
800-GET-SAWS (438-7297)
704-597-5000
David Zerfoss

ITB Company, Inc.
6724 West Laurel Road, P.O. Box 2505
London, KY 40743
800-866-1357
606-878-1357
FAX: 606-878-9841
Sally Smith
ITT Hartford Specialty Company
Hartford Plaza
Hartford, CT 06115
800-533-7824
203-547-4227
FAX: 203-547-6649
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Billy Boguski
Joe Brophy
Mike Rook
NAA-sponsored property and casualty insurance programs offering a variety of coverages, including off-premises pollution. Available through your local agent.

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800-587-6656
406-587-2662
FAX: 406-587-2808
Will Callahan
See our ad in the 4-color Pictorial Buying Guide.

Independent Protection Company, Inc.
1603-09 South Main Street, P.O. Box 537
Goshen, IN 46527
219-533-4116
FAX: 219-534-3719
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Rob Cripe
Lightning protection equipment for trees, golf shelters and buildings related to recreation, to prevent lightning damage and personal injury. See our ad in the 4-color Pictorial Buying Guide.

J
JRM Chemical, Inc.
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800-962-4010
216-475-8488
FAX: 216-475-6517
Scott Wiesler
Soil Moist water absorbing polymer products, including new polymer disks with timed-release fertilizer for tree plantings.

Jameson Corporation
P.O. Box 240277
Charlotte, NC 28224-0277
800-346-1956
704-525-5191
FAX: 704-522-6161
Thomas B. Crates
Manufactures professional line of fiberglass pruner poles. High-grade line of boom mount tool holders and aerial bucket hydraulic saw scabbard.

K
Kan-Du Stumpers
512 South Summit
Sioux Falls, SD 57104
800-359-2235
605-334-0775
FAX: 605-334-7534
Donald L. Eilertson
See our ad in the 4-color Pictorial Buying Guide.

Kauai Nursery & Landscaping, Inc.
Box 3013
Lihue, Kauai, HI 96766
808-245-7797
FAX: 808-245-9289
Lelan Nishek
See our ad in the 4-color Pictorial Buying Guide.

Kendall Manufacturing, Inc.
P.O. Box 831
Lawrenceville, GA 30246
800-367-6141
770-822-9822
FAX: 770-962-8510
Warren Kendall
Robert Williams
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Kramer Equipment Company, Inc.
7835 Richmond Highway
Alexandria, VA 22306
703-360-4777
FAX: 703-360-1065
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Selling professional arborist supplies since 1947. Call us anytime!

Karl Kuepperling, Inc.
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Massillon, OH 44646
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FAX: 216-477-8528
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Charles Ritz
Bob Rankl
Dave Ritz
Scott Fellows
Pruning equipment, safety saddles, ropes, uniforms and boots. New and used Mits and Merrill brush chippers, Hodges stump routers and wood splitters.

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Moon's tree and shrub fertilizing tool. See our ad in the 4-color Pictorial Buying Guide.

Landscape Management
7500 Old Oak Boulevard
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216-243-8100
FAX: 216-891-2675
Jerry Roche

Lanphere Supply
1884 South Green Road
South Euclid, OH 44121
800-332-TREE (8733)
216-381-1704
FAX: 216-381-5309
Lauren Lanphere
Doggett fertilizers, Mauget injection systems, pruning saws, rigging equipment, saddles, STIHL power equipment, John Bean sprayers, spray hose and guns and a whole lot more. See our ad in the 4-color Pictorial Buying Guide.

Laser Sales
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Erie, PA 16514
800-824-8521
814-898-1738
FAX: 800-983-PART (7278)
Carl Carpenter
Leonardi Manufacturing Company, Inc.
2728 Erie Drive
Weedsport, NY 13166-9505
800-537-2552
315-834-6611
FAX: 315-834-9220 (24 hours)
Ezio Leonardi Jr.
See our ad in the 4-color Pictorial Buying Guide.

Minnesota Wanner Company
5145 Eden Avenue South
Minneapolis, MN 55436
800-247-4998
612-929-1070
FAX: 612-929-5933
Tom Wanner

Monterey Lawn & Garden Products, Inc.
5150 North 6th Street, Suite 150
P.O. Box 5317
Fresno, CA 93755-5317
209-225-4770
FAX: 209-225-1319
W.T. Thomson
Prevent nuisance fruit on your ornamental trees. Control leafy and dwarf mistletoe. Florel Fruit Eliminator does all of this. We formulated Florel Fruit Eliminator for the commercial user and for the homeowner. See our ad in the 4-color Pictorial Buying Guide.

Meyer & Son, Inc.
113 East Reliance Road
Souderton, PA 18964-0198
800-345-0419
517-866-2381
FAX: 517-866-2280
Mark W. Phipps
Manufacturer of liquid plant food and micronutrients for arborists and landscape contractors.

MIRK, Inc./Toombs Trucks & Equipment Co., Inc.
7629 Chippewa Road
Orrville, OH 44667
216-669-2000
FAX: 216-669-3732
Dick Williston
Richard Thut
Distributor of Holan aerial devices, Manitex truck cranes and complete truck packages with Ford cab and chassis.

Miller Machine works
P.O. Box 11
Brownsburg, In 46112
316-7659-1524
Jeff Craft
See our ad in the 4-color Pictorial Buying Guide.

Minnesota Wanner Company
5145 Eden Avenue South
Minneapolis, MN 55436
800-247-4998
612-929-1070
FAX: 612-929-5933
Tom Wanner

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Souderton, PA 18964-0198
800-345-0419
517-866-2381
FAX: 517-866-2280
Mark W. Phipps
Manufacturer of liquid plant food and micronutrients for arborists and landscape contractors.

NESCO, Inc.
3112 East State Road 124
Bluffton, IN 46714
800-252-0043
219-824-6350
Robert Troxel
Bucket trucks, digger trucks, tonnage cranes, trenchers, backhoes, chipper trucks, chippers, underground boring equipment, stump grinders, tension equipment, reel trucks, trailers, cable plows and much more! Rentals/leasing with options to purchase. See our ad in the 4-color Pictorial Buying Guide.

New England Ropes
848 Airport Road
Fall River, MA 02720-4735
800-333-6679
508-678-8200
FAX: 508-679-2363
Peter Hopkins
Rope manufacturer - spliced goods, braided and three-stranded climbing and bull ropes for the professional arborist. See our ad in the 4-color Pictorial Buying Guide.

The Niemeyer Corporation
19 South Newman Street Road
P.O. Box 355
Newtown Square, PA 19073
610-356-2672
FAX: 610-353-7200
Dean Diehl
Since 1951, offering professional arborist and lawn care supplies directly to the end user. See our ad in the 4-color Pictorial Buying Guide.
Northeastern Associates
19 'H' Commerce Road
Fairfield, NJ 07004
800-261-SPRAY (7772)
201-227-0359
FAX: 201-227-0865
Vince Djets
We carry a complete line of professional tree and turf equipment such as climbing gear, saws, ropes, safety supplies and brush chippers. Our inventory includes the latest in rigging supports and lowering devices. Northeastern also manufactures custom and standard built tree and turf sprayers designed to suit your company's PHC needs. See our ad in the 4-color Pictorial Buying Guide.

Norwalk Power Equipment Company
12194 East Firestone Boulevard
Norwalk, CA 90650
310-868-5615
FAX: 310-863-1296
Scott Deeth

O'Connor Truck Sales, Inc.
"H" Street and Hunting Park Avenue
Philadelphia, PA 19124
800-330-9589
215-744-8500
FAX: 215-288-5430
Tom Walsh
Distributor of light, medium and heavy duty trucks. See our ad in the 4-color Pictorial Buying Guide.

Omni Leasing, Inc.
594 South West End Boulevard
Quakertown, PA 18951
800-945-OMNI (6664)
215-538-8800
FAX: 215-538-8811
G. Thomas Madonna
Specializes in financing new and used trucks and equipment, servicing the tree care industry for 10 years. Omni offers up to $75,000 credit line based on a one-page application (no financial statements required). See our ad in the 4-color Pictorial Buying Guide.

Oral Ivy, Inc.
104 Guy's Lane
Bloomington, PA 17815
800-553-6778
717-389-1814
FAX: 717-389-0126
Robert A. Miller
Prevent the fiesty itch! A few drops of Oral Ivy® daily in water or juice stimulates the body's natural defenses against poison ivy, oak and sumac. Safe and effective. The 1.2-ounce squeeze bottle lasts about six months. Toll-free order line: 800-553-6778. See our ad in the 4-color Pictorial Buying Guide.

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O'Conner Truck Sales, Inc.
"H" Street and Hunting Park Avenue
Philadelphia, PA 19124
800-330-9589
215-744-8500
FAX: 215-288-5430
Tom Walsh
Distributor of light, medium and heavy duty trucks. See our ad in the 4-color Pictorial Buying Guide.

Opdyke, Inc.
3123 Bethlehem Pike
Hatfield, PA 19440
215-721-4444
FAX: 215-721-4350
Robert Opdyke

Poulan - Weed Eater
5020 Flournoy Lucas Road
Shreveport, LA 71129
800-551-8231
318-687-0100, ext. 3841
FAX: 318-683-3741
Don Roop
David Anderson
Fred Danielson
Manufacturers of chain saws, brush cutters, blowers, mowers, trimmers and tillers.

Power Great Lakes, Inc.
655 Wheat Lane
Wood Dale, IL 60191
800-551-2938
FAX: 800-432-9745
Gary Winemaster
Perkins diesel engines and parts, GM industrial gasoline engines and parts, Wisconsin and Continental gasoline engines and parts.

Power & Telephone Supply Company, Inc.
3412 Ambrose Avenue
Nashville, TN 37207
615-226-0321
FAX: 615-227-0124
Robert L. Harris
Hydraulic tools and accessories; low and high pressure hydraulic tool repair; Yale rope; rope splicing and rigging; hand tools; hoists; power units; climbers and accessories; aerial harnesses and belts; hand and pole saws; shears; pruners; tree saddles; tool guards and bags; hardware; safety accessories; lights.

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

Preformed Line Products
P.O. Box 91129
Cleveland, OH 44101-1129
216-461-5200
FAX: 216-461-5146
John M. Hofstetter
John J. Corrao
Manufacturer of TREE GRIP™ dead-ends, TREE CROTCI™ grips and safety guy wire dispensers. See our ad in the 4-color Pictorial Buying Guide.

Pro-Lawn Products
3180 Stony Point Road
East Berlin, PA 17316
717-259-7800
FAX: 717-259-8059
Dan Messett
Professional Tree & Turf Equipment
6945 Indiana Court, #400
Golden, CO 80403
303-422-7608
FAX: 303-421-4142
Steven Tangsrud

Rhone-Poulenc Ag., Inc.
#2 T.W. Alexander Drive, P.O. Box 12014
Research Triangle, NC 27709
919-549-2395
Jerry D. Miller
Charles Hargrove
John W. Durfee
Jack Boyne
Andrew Seckinger
Tom Davidson

RSR Capital Corp./AMG Ltd.
425 Broadhollow Road., Suite 210
Melville, NY 11747
800-394-7771, ext. 215
516-249-2345, ext. 215
Judy Gohlsen

Rapco Industries, Inc.
12130 Northeast Ainsworth Circle, Suite 240
Portland, OR 97220
800-959-6130
503-255-6355
Fax: 503-255-4807
Ronald F. Blehm
Rapco Industries, Inc., has manufactured carbide-tipped saw chain in all sizes for all applications.
See our ad in the 4-color Pictorial Buying Guide.

RICK-MARX
775 Eddings Point Road
Frogmore, SC 29920
803-838-8026
FAX: 803-838-7506
Selina Marx

Rockland Corporation
686 Passiac Avenue
P.O. Box 809
West Caldwell, NJ 07006-0809
201-575-1322
Bob Wittipenn
Full line of insecticides, fungicides and fertilizers for tree and shrub care. New: Mask-It. Add to spray mix and mask offensive pesticide odors while minimizing odor complaints.

Roots/LISA Products Corporation
3120 Weatherford Road
Independence, MO 64055
800-342-6173
816-254-6000
FAX: 816-254-6173

Sandoz Agro, Inc.
1300 East Touhy Avenue
Des Plaines, IL 60018
708-390-3705
FAX: 708-390-3940
Ronald P. Fister
4792 Brittany Chase
Kennesaw, GA 30144
404-590-1129
Gary M. Clayton
170 Terwilleger Road
Danielson, CT 06239
203-774-1930
Paul G. McDonough
3821 East State Street, Box 402
Rockford, IL 61108
715-385-2317
Richard Fields

Schodorf Truck Body & Equipment Co.
885 Harmon Avenue
Columbus, OH 43223
800-288-0992
614-228-6793
FAX: 614-228-6775
Tom Siefert
Paul Schodorf
Schodorf Truck Body manufactures a complete line of forestry truck bodies and distributes cranes, ligfates and complete cab and chassis with body since 1881.
See our ad in the 4-color Pictorial Buying Guide.

Sherrill Arborist Equipment & Supply
3101 Cedar Park Road
Greensboro, NC 27405-9657
800-525-8873
FAX: 910-378-1096
Tobe Sherrill
The modern arborist's 1-stop shop for quality merchandise at discount prices. Call today: 800-525-8873!
See our ad in the 4-color Pictorial Buying Guide.

Shindaiwa, Inc.
11975 Southwest Herman Road
P.O. Box 1090
Tualatin, OR 97062-1090
800-521-7733
503-692-3070
FAX: 503-692-6696
Dave Dahlstrom
A full line of professional outdoor power equipment including our 357 Arborist chain saw, EB240 blower and the revolutionary PowerBroom sweeper.
See our ad in the 4-color Pictorial Buying Guide.
Simonds Industries, Inc.
P.O. Box 500
Fitchburg, MA 01420
800-343-1616
508-343-3731
Ray Eluskie
Simonds Industries, Inc., is a longtime proven supplier to the arborist industry. We manufacture Limb-inator brush chipper knives for all machine types. We manufacture in the U.S. Call for more information. See our ad in the 4-color Pictorial Buying Guide.

Simmons Turf Equipment, Inc.
289 North Kurzen Road, Box 504
Dalton, OH 44618-0504
216-828-0200
FAX: 216-828-1008
Kurt Dehlrich

Sierra Moreno Mercantile
1958 Latham Street
Mountain View, CA 94040
415-967-4676
FAX: 415-967-6457
Greg Doucette

150 East Cumberland Street
Clear Spring, MD 21722
Mailing Address:
P.O. Box 292
Big Pool, MD 21711
301-342-2544
FAX: 301-582-3639
Donald F. Blair
Patricia T. Blair

Simonds Industries, Inc.
P.O. Box 500
Fitchburg, MA 01420
800-343-1616
508-343-3731
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Southco Industries, Inc.
1840 East Dixon Boulevard
Shelby, NC 28150
800-331-7655
704-482-1477
FAX: 704-482-2015
Richard P. Goforth
The industry's leading forestry truck body manufacturer. Specializing in complete chassis, cab and body packages. Knuckleboom cranes, liffgates, corner mount cranes, platform, service and landscape bodies. See our ad in the 4-color Pictorial Buying Guide.

STEINER Turf Equipment, Inc.
289 North Kurzen Road, Box 504
Dalton, OH 44618-0504
216-828-0200
FAX: 216-828-1008
Kurt Dehlrich

STIHL Incorporated
536 Viking Drive
Virginia Beach, VA 23450
800-GO-STIHL (467-8445)
804-486-9100
804-486-9158
STIHL quality engineering and innovative technology is built into each of our top-of-the-line power equipment tools, beginning with our world-renowned chain saws and including trimmers/brushcutters, edgers, blowers, cut-off saws, clearing saws, wet/dry vacuums, pressure washers and earth augers. STIHL is dedicated to designing, developing and manufacturing the best power equipment on the market.

Takagi Tools, Inc.
337-A Figueroa Street
Wilmington, CA 90744
310-513-1113
FAX: 310-513-2199
Tish Nakayama
Professional hand/garden/arborist and hardware tools.

Tamark Clearing, Inc.
P.O. Box 370
Canton, NY 13617
800-858-0437
315-386-8273
FAX: 315-386-3311
Matthew Randi
Used and reconditioned aerial lifts, brush chippers, forestry dumps, log loaders, stump grinders, chipper power units, used parts. Call 800-858-0437.

Tamkin Capital Partners, Inc.
11755 Wilshire Boulevard, Suite 235
Los Angeles, CA 90025
310-575-9447, ext. 16
FAX: 310-575-9447
Matt Sodl

TECO, Inc.
9733 Indianapolis Road
Fort Wayne, IN 46809
800-860-5438
219-747-1631
FAX: 219-747-6732
David C. Wick
Southeast Division:
118 Little Valley Court
Birmingham, AL 35244
800-860-0185
205-987-7534
FAX: 205-987-7557
Eric Stippler
Eastern Division:
R.D. 1, Box 582
Honeybrook, PA 19344
800-860-0186
215-942-2500
FAX: 215-942-9195
Scott Verzinskie
TECO is a complete line of aerial lift and digger derrick manufacturer. Models available include units with non-over-center platforms, over-center, telescoping booms, heavy-duty material handling/lifting capabilities and tree trimming features. Models have heights from 28 to 85 feet. TECO also manufacturers digger derricks with sheave heights from 34 to 50 feet. Distributors throughout the U.S. and Canada. See our ad in the 4-color Pictorial Buying Guide.

Tilton Equipment Company
Dept. RPM, P.O. Box 68
Rye, NH 03870-0068
800-447-1152
603-964-6560
FAX: 603-964-7102
David Tilton Jr.

Timberwolf Wood Processing Equipment
118 Spruce Street
Rutland, VT 05702
802-775-4227
FAX: 802-775-5156
Greg Webster
See our ad in the 4-color Pictorial Buying Guide.

Tundel Inc. 843-463-5752
Time Manufacturing Company
7601 Imperial Drive, P.O. Box 20368
Waco, TX 76702-0368
817-776-0900
FAX: 817-776-7531
Lee Taylor
Jack Evans
Mike Hermansen
Versalift aerial devices with working heights to 65 feet.
See our ad in the 4-color Pictorial Buying Guide.

The Toro Company
Recycling Equipment Division
8111 Lyndale Avenue South
Bloomington, MN 55420-1196
612-888-8801
FAX: 612-887-7211
Mike Moncrief
The Recycling Equipment Division of the Toro Company manufactures a complete line of tub grinders for the recycling industry. See our ad in the 4-color Pictorial Buying Guide.

Tree Line Supply Company
1747 Copley Road
Akron, OH 44320
216-864-0342
FAX: 216-864-0771
Dick Woods
Supplier for Tree Technology injection systems. Complete line of safety gear, climbing and working rope, pruning gear, cabling supplies, complete general arborist supplies - for the arborist - by the arborist. See our ad in the 4-color Pictorial Buying Guide.

Tree Pro
3180 West 250 North
West Lafayette, IN 47906
800-875-8071
317-463-1011
FAX: 317-463-3157
Thomas Mills
Only Tree Pro offers the complete tree care system for seedling survival: Tree Pro - tree protectors; Weed Pro - weed mat; Nutri Pro - controlled release fertilizer; Soil Pro - anti-compaction; Mycor Tree - mycorrhizal inoculant with TerraSorb. See our ads in the 4-color Pictorial Buying Guide.

Tree Tech Microinjection Systems
479 SW 42nd Street
Williston, FL 32696
800-622-2831
904-528-5335
904-528-0777
Dr. Mark Follis
The Tree Tech microinjection unit is a single dose, manually pressurized device for administering pesticides and fertilizer solutions directly into the vascular system of trees and woody shrubs. A broad range of products is available for fungal, bacterial, nutritional and insect-related problems. Contact the distributor in your area for further information.

Van Waters & Rogers
6100 Carillon Point
Kirkland, WA 98033
Mailing address: P.O. Box 34325
Seattle, WA 98124-1325
206-889-3466
FAX: 206-889-4133
Jerry Murphy

Vermeer Manufacturing Company
New Sharon Road, P.O. Box 200
Pella, IA 50219
515-628-3141
FAX: 515-621-7734
Kent Rotert
Denny Vos
Manufacturer of brush chippers, stump cutters, tree spades, log splitters, lawn plows and trenchers. See our ads in the 4-color Pictorial Buying Guide.

Waldon, Inc.
201 West Oklahoma Avenue
Fairview, OK 73737
405-227-3711
Richard Vickers

Wall Safety Products
900 Oregon Street
Kannapolis, NC 28083
800-316-5944
FAX: 704-785-8486
Gary R. Connor
Manufacturers of the most complete line of braided and twisted tree ropes. Plus safety lanyards, tree saddles, blocks, rope breaks, flippines, sewn bags, saw sheaths and more...Call 800-316-5944 for new 4-color catalog. "A subsidiary of Wall Industries."

Weaver Leather, Inc.
P.O. Box 68, 7540 C.R. 201
Mount Hope, OH 44660
800-WEAVER-1 (932-8371)
216-674-7548
FAX: 800-693-2837
Cheryl A. Schlabach
Weaver Leather, Inc., manufactures a full line of arborist supplies including positioning saddles, climber pads, straps, guards, pruner pouches, sheaths, holsters, scabbards, axe guards, replacement pads and more. Call 800-WEAVER-1 for your FREE 32-page Weaver Arborist Supply catalog.

Webster Corporation
210 17th St., Southwest
Jamestown, ND 58401
800-785-8994
701-252-0875
FAX: 701-252-1143
Dave Gandy
See our ad in the 4-color Pictorial Buying Guide.

Wellington Commercial Cordage
P.O. Box 244
Madison, GA 30650
800-228-6680
706-342-1916
FAX: 706-342-4656
Terry McMichael
Largest manufacturer of commercial ropes. Dependable and fast service of all quality arborist supplies. All items are fully stocked and ready to ship. Call and ask for our free catalog. 800-94-ARBOR (2-7267).

Western Tree & Landscape Supply
7627 Fair Oaks Boulevard
Carmichael, CA 95608
800-94-ARBOR (2-7267)
916-944-4439
FAX: 916-944-4487
Bernadette McNulty
Dependable and fast service of all quality arborist supplies. All items are fully stocked and ready to ship. Call and ask for our free catalog. 800-94-ARBOR (2-7267). See our ad in the 4-color Pictorial Buying Guide.
Wis-Con Total Power Corporation
3409 Democrat Road
Memphis, TN 38118
800-932-2858
901-365-3600
FAX: 901-369-4050
Fred Vollbach
Manufacturer of air-cooled and liquid industrial engines 7 to 72 h.p. gasoline, diesel, LPG and CNG fueled.
See our ad in the 4-color Pictorial Buying Guide.

Wood/Chuck Chipper Corporation
1911 Elizabeth Avenue, P.O. Drawer 400
Shelby, NC 28150
800-269-5188
704-482-7346
FAX: 704-482-7349
Dennis Beam Jr.
Dennis A. Beam III
Drew Beam
Buddy Hobbs
Manufacturer of Wood/Chuck chippers.
See our ad in the 4-color Pictorial Buying Guide.

Woodwaste, Inc.
1075 Washington Street
Peekskill, NY 10566
914-736-3357
FAX: 914-736-9513
Barney Zipkin

Yale Cordage, Inc.
100 Fore Street
Portland, ME 04101
207-774-9253
FAX: 800-255-9253
Susan Cook
# LIST OF ADVERTISERS

<table>
<thead>
<tr>
<th>Reader Service No.*</th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>51. Aerial Lift, Inc.</td>
<td>15</td>
</tr>
<tr>
<td>75. Agape Designs</td>
<td>21</td>
</tr>
<tr>
<td>55. American Arborist Supplies, Inc.</td>
<td>16</td>
</tr>
<tr>
<td>52. AmeriQuip</td>
<td>15</td>
</tr>
<tr>
<td>56. The American Group - Samson Div.</td>
<td>16</td>
</tr>
<tr>
<td>114. Arbortech</td>
<td>30</td>
</tr>
<tr>
<td>57. Bailey’s</td>
<td>16</td>
</tr>
<tr>
<td>58. Bartlett Manufacturing Co.</td>
<td>16</td>
</tr>
<tr>
<td>68. Bandit Industries, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>59. Bishop Company</td>
<td>17</td>
</tr>
<tr>
<td>101. Brown Bear Corporation</td>
<td>27</td>
</tr>
<tr>
<td>102. Brown Bear Corporation</td>
<td>27</td>
</tr>
<tr>
<td>103. Brown Manufacturing Corporation</td>
<td>28</td>
</tr>
<tr>
<td>104. Brown Manufacturing Corporation</td>
<td>28</td>
</tr>
<tr>
<td>76. C &amp; P Press</td>
<td>21</td>
</tr>
<tr>
<td>86. W.A. Cleary Chemical Corporation</td>
<td>24</td>
</tr>
<tr>
<td>69. Cleaves Co., Inc.</td>
<td>19</td>
</tr>
<tr>
<td>90. CNA Insurance Companies</td>
<td>24</td>
</tr>
<tr>
<td>97. Corona Clipper</td>
<td>26</td>
</tr>
<tr>
<td>86. Corporate Capital Leasing Group, Inc.</td>
<td>23</td>
</tr>
<tr>
<td>94. Creative Sales, Inc.</td>
<td>25</td>
</tr>
<tr>
<td>83. The Doggett Corporation</td>
<td>23</td>
</tr>
<tr>
<td>98. Fanno Saw Works</td>
<td>26</td>
</tr>
<tr>
<td>73. Goldee International Equipment, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>78. J.B. Good, Inc.</td>
<td>21</td>
</tr>
<tr>
<td>70. Gravely International, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>84. Growth Products Ltd.</td>
<td>23</td>
</tr>
<tr>
<td>119. Holllie Wood Enterprises</td>
<td>32</td>
</tr>
<tr>
<td>89. ImpleMax Equipment Co., Inc.</td>
<td>24</td>
</tr>
<tr>
<td>112. Independent Protection Company, Inc.</td>
<td>30</td>
</tr>
<tr>
<td>77. International Society of Arboriculture</td>
<td>21</td>
</tr>
<tr>
<td>108. K &amp; D Stumpers</td>
<td>29</td>
</tr>
<tr>
<td>105. Kendall Manufacturing, Inc.</td>
<td>28</td>
</tr>
<tr>
<td>81. Land Products Company</td>
<td>22</td>
</tr>
<tr>
<td>60. Lamphere Supply Division</td>
<td>17</td>
</tr>
<tr>
<td>91. Leonardi Teeth</td>
<td>25</td>
</tr>
<tr>
<td>109. MacKissic, Inc.</td>
<td>29</td>
</tr>
<tr>
<td>95. J.J. Maugt Company</td>
<td>26</td>
</tr>
<tr>
<td>110. Miller Machine Works</td>
<td>29</td>
</tr>
<tr>
<td>96. Monterey Lawn &amp; Garden Products, Inc.</td>
<td>26</td>
</tr>
<tr>
<td>79. National Arborist Association</td>
<td>22</td>
</tr>
<tr>
<td>118. NESCO, Inc.</td>
<td>31</td>
</tr>
<tr>
<td>61. New England Ropes</td>
<td>17</td>
</tr>
<tr>
<td>62. Niemeyer Corporation</td>
<td>17</td>
</tr>
<tr>
<td>107. Northeastern Associates</td>
<td>29</td>
</tr>
<tr>
<td>115. O’Connor Truck Sales, Inc.</td>
<td>31</td>
</tr>
<tr>
<td>87. Omni Leasing, Inc.</td>
<td>24</td>
</tr>
<tr>
<td>93. Oral Ivy, Inc.</td>
<td>25</td>
</tr>
<tr>
<td>63. The Peavey Manufacturing Company</td>
<td>18</td>
</tr>
<tr>
<td>113. Preformed Line Products</td>
<td>30</td>
</tr>
<tr>
<td>106. Rapco Industries, Inc.</td>
<td>28</td>
</tr>
<tr>
<td>85. Remke Enterprises, Inc.</td>
<td>23</td>
</tr>
<tr>
<td>64. Safety Test &amp; Equipment Company</td>
<td>18</td>
</tr>
<tr>
<td>116. Schodorf Truck Body &amp; Equipment Company</td>
<td>31</td>
</tr>
<tr>
<td>65. Sherrill Arborist Equipment &amp; Supply</td>
<td>18</td>
</tr>
<tr>
<td>74. Shindaiwa, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>92. Simonds Industries, Inc.</td>
<td>25</td>
</tr>
<tr>
<td>117. Southco Industries, Inc.</td>
<td>31</td>
</tr>
<tr>
<td>53. TECO, Inc.</td>
<td>15</td>
</tr>
<tr>
<td>120. Timberwolf Wood Processing Equipment</td>
<td>32</td>
</tr>
<tr>
<td>54. Time Manufacturing Company</td>
<td>15</td>
</tr>
<tr>
<td>99. The Toro Company</td>
<td>27</td>
</tr>
<tr>
<td>66. Tree Line Supply Co.</td>
<td>18</td>
</tr>
<tr>
<td>71. Vermeer Manufacturing Company</td>
<td>20</td>
</tr>
<tr>
<td>100. Vermeer Manufacturing Company</td>
<td>27</td>
</tr>
<tr>
<td>111. Vermeer Manufacturing Company</td>
<td>30</td>
</tr>
<tr>
<td>82. Webster Corporation</td>
<td>22</td>
</tr>
<tr>
<td>67. Western Tree &amp; Landscape Supply</td>
<td>19</td>
</tr>
<tr>
<td>80. Wis-Con Total Power Corporation</td>
<td>22</td>
</tr>
<tr>
<td>72. Wood/Chuck Chipper Corporation</td>
<td>20</td>
</tr>
</tbody>
</table>

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AERIAL LIFTS

AERIAL LIFT OF CONNECTICUT

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

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AMERIQUIP

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

Circle 52 on the Reader Service Card

TECO, INC.

The TECO Saturn features 44-foot side reach that reduces set-up times and allows the operator to position easily in difficult areas. Articulation of the upper boom is 210 degrees and lower boom is 138 degrees for greater side reach. Side-by-side rectangular booms for strength, easy-to-operate, one-handle platform control, no chains or cables and low maintenance design. TECO, Inc., 9733 Indianapolis Road, Fort Wayne, IN 46809. Phone: 800-860-5438, 219-747-1631; FAX: 219-747-6732.

Circle 53 on the Reader Service Card

TIME MANUFACTURING COMPANY

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

Circle 54 on the Reader Service Card
Bailey's prints five full-color catalogs a year. They're free for the asking. Bailey's sells timber harvesting equipment, reforestation supplies, lumberjack competition tools, chain saw carving tools, portable sawmills, log home building tools, first-aid, safety, and yes... ARBORIST equipment - all at discounted prices. Lots of specialty items, too, like Wild Ass pants, calk boots, gifts, including some famous posters. Est. 1975, Calif. and Tenn. locations. Bailey's 44650 Hwy. 101, PO Box 550, Laytonville, CA 95454. Phone: 800-322-4539.

Circle 57 on the Reader Service Card
ARBORIST SUPPLIES

BISHOP COMPANY

Celebrating 50 years, Bishop Company has supplied the professional arborist and landscaper with quality tools and equipment. Represented in our 128-page catalog are products from over 350 manufacturers. Whether you need climbing gear, pruning equipment or gardening tools, let Bishop be your “one source under the rainbow.” Call toll-free for your free copy! Bishop Company, 12519 East Putnam St., P.O. Box 870, Whittier, CA 90602. Phone: 800-421-4833.

Circle 59 on the Reader Service Card

LANPHEAR SUPPLY

Let Bob Weber show your crew(s) the most efficient climbing and rigging techniques with our NEW Climbing/Rigging video. Yours for only $39.95 with any $75 purchase (regular price $80). Competitive pricing and same day shipping. MasterCard or Visa. Simply call Lanphear Supply, 1884 S. Green Road, South Euclid, OH 44121. Phone: 800-332-TREE (8733), 216-381-1704; FAX Order Line: 216-381-5309.

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NEW ENGLAND ROPES

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

Circle 61 on the Reader Service Card

NIEMEYER CORPORATION

The Niemeyer Corporation began in 1951 as a retail repair shop for mowers and chain saws. Today, Niemeyer also offers professional arborist supplies directly to the end user. The top climbers in our industry get their supplies from Niemeyer - why not you? Niemeyer’s special catalog is ready to be mailed to you. Call 800-327-2672 today. The Niemeyer Corporation, P.O. Box 355, Newtown Square, PA 19073. Phone: 610-356-2672; FAX: 610-353-7200.

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PEAVEY MANUFACTURING COMPANY

Peavey Manufacturing Company 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. The Peavey Manufacturing Company, P.O. Box 129, East Eddington, ME 04428. Phone: 207-843-7861.

SAFETY TEST & EQUIPMENT COMPANY

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

SHERRILL ARBORIST EQUIPMENT & SUPPLY

Sherrill 1995 Arborist Supply Catalog, featuring the newest tools for the treeman’s trade: saddles, climbing gear, lowering devices, blocks and slings, pulleys and speed line, ropes, saws, pole pruners, loppers, safety gear and boots, cabling and bracing hardware, drills and fertilization, chain saws and accessories, chippers, mulchers, trailer-mounted aerial lifts, stump cutters, teeth and knives and so much more. Member and active supporter, NAA. Sherrill Arborist Equipment & Supply, 3101 Cedar Park Road, Greensboro, NC 27405-9657. Phone: 800-525-8873, 310-378-0444; FAX: 910-378-1096.

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Presenting for arborists by a qualified arborist - supplies with you in mind: complete safety gear, arborist rope, pruning equipment, cabling supplies - almost everything that will make your business run better with more efficiency, with less down time and greater profits. Call today! Contact the arborist for arborists: Tree Line Supply Company, 1747 Copley Road, Akron, OH 44320. Phone: 216-864-0342; FAX: 216-864-0771.
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BRUSH CHIPPERS

BANDIT INDUSTRIES, INC.


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CLEAVES COMPANY, INC.

Arborist and landscape equipment sales, service and supplies. Bandit’s XP chippers deliver! Models 90, 90W, 150, 200+, 250 & 1250 chippers. XTRA POWER: improved design increases chipping horsepower by as much as 40%. XTRA PERFORMANCE: new feed system and thicker, longer-lasting knives provide an improved feeding action with lower knife maintenance costs. Bottom feed wheel hanging is virtually eliminated. XTRA PROFIT: Less fuel is consumed, for savings of up to $100 per month. Cleaves Company Inc., 300 Reservoir St., Needham, MA 02194. Phone: 617-449-0833; FAX: 617-444-5611.

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The NEW PRO Chip 495 handles the biggest jobs. Perfect for municipalities and arborist, the 495 accepts branches and limbs up to 14 inches in diameter. Powered with either a 102-hp or 81-hp Perkins diesel engine and equipped with an electronic auto feed system which automatically maintains the engine speed for maximum performance. Gravely International, 150 S. Stratford Road, Winston-Salem, NC 27104. Phone: 910-777-1122; FAX: 910-777-1594.

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BRUSH CHIPPERS

VERMEER MANUFACTURING COMPANY

The Vermeer 1230 Brush Chipper. Built for the rugged demands of heavy-duty commercial applications, the 1230 Brush Chipper handles material up to 12 inches in diameter. Vermeer's patented Auto Feed II system automatically monitors and controls feed roller speed by sensing engine load. Three engine options, versatile Croft hitch, 68.5-inch feed table. Vermeer Manufacturing Company, P.O. Box 200, New Sharon Road, Pella, IA 50219. Phone: 515-628-3141.

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WOOD/CHUCK CHIPPER CORPORATION

Quality heavy-duty chippers since 1969. Wood/Chuck combines many years of experience with new technology to produce superior chippers for the tree care industry. Including a variety of standard drum-style chippers, hydraulically fed disc-style chippers, self-propelled chippers for accessing hard-to-get-to areas, and dual-stage cutter/mulcher chippers for economically and environmentally conscious consumers. Wood/Chuck Chipper Corporation, P.O. Drawer 400, Shelby, NC 28150-0400. Phone: 800-269-5188; FAX: 704-482-7349.

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CHAIN SAW & ACCESSORIES

GOLDEC INTERNATIONAL EQUIPMENT, INC.


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SHINDAIWA, INC.

Shindaiwa's 357 top-handled chain saw was designed by arborists for arborists. It is a compact unit with exceptional balance and high torque. For safety and reliability, the 357 has an inertial chain brake and a three-point anti-vibration system. For the independent servicing dealer nearest you, call Shindaiwa at 800-521-7733.

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What better way to say what you mean than to wear what you believe in? Our complete TREE T-shirt product line of adult, children and infant sizes allows you to make a positive statement. We are able to customize any design with your company logo or allow us to design one especially for you. Agape Designs, 2660 W. Baseline Road, Mesa, AZ 85202. Phone: 800-990-TREE (8733); FAX: 602-820-3940.

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Introducing the Electronic Pesticide Reference for turf and ornamental products. The EPR-T&O brings together - in an easy-to-use computer program - all of the labels, MSDS’s and indexes found in our best-selling Turf & Ornamentals Chemicals Reference. With 350 products from 25 chemical manufacturers, plus the ability to print labels, MSDS’s and worker protection information, EPR-T&O is the most comprehensive and user-friendly chemical reference available. C & P Press, Inc., 888 Seventh Ave., 28th Floor, New York, NY 10106. Phone: 800-544-7377.

INTERNATIONAL SOCIETY OF ARBORICULTURE (ISA)

The International Society of Arboriculture keeps its members informed on the latest practical and scientific information through the Journal of Arboriculture and Arborist News. Members receive each publication six times per year. In addition, members are entitled to discounts on over 20 different publications, videos and other member items. To become a member, call ISA; annual membership is $85. ISA, P.O. Box GG, Savoy, IL 61874. Phone: 217-355-9411; FAX: 217-355-9516.

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Arboricultural custom printed 4-color brochures, flyers, postcards, clear plastic door bags, calendars, bid proposal sheets, and posters - all directed to your public awareness campaign. Increase the awareness of proper and timely tree, plant and shrub care and maintenance. Include these with your proposals, direct mail, newsletters and customer follow-up. For samples and ordering: J.B. Good, Inc., 5250 N.E. Hwy. 20, Corvallis, OR 97330. Phone: 800-607-6260, 541-752-6260; FAX: 541-753-9617.
EDUCATION/REFERENCE

NATIONAL ARBORIST ASSOCIATION, INC.

Since 1938, the NAA has furthered the interests of arborists. We have over 25 safety and educational programs for managers and field personnel and a complete library of technical and safety training videos. The NAA - leading commercial arboriculture into the 21st century. Call or write for information on programs or membership. National Arborist Association, Inc., P.O. Box 1094, Amherst, NH 03031-1094. Phone: 800-733-2622. NAA-HOME PAGE: E-Mail 76142.463@compuserve.com. and http://newwww.com/org/naa

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WIS-CON TOTAL POWER CORP.

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

Circle 80 on the Reader Service Card

FERTILIZATION MACHINES

LAND PRODUCTS COMPANY

Moon’s Tree & Shrub Fertilizing Tool. Delivers from an 8-pound steel hopper 1/4 pound of dry material into a 12-inch deep hole. Unit weighs 15 pounds, constructed of heavy steel. The tool has one moving part and works easily in compacted soils. Fast, simple and economical. Industry-proven since 1990. Land Products Company, PO Box 5274, Springfield, MA 01101-5274. Phone: 413-739-4455.

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WEBSTER CORPORATION

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FERTILIZERS

THE DOGGETT CORPORATION

Since 1941, we have manufactured the leading brands of soluble fertilizers and kept ourselves current on tree nutrition and fertilization research. Not only do we strive for the optimum in formulating the finest product for the tree but also to make the most suitable product for the tree health professional. Free catalog available. The Doggett Corporation, 31 Cherry St., Lebanon, NJ 08833. Phone: 800-448-1862.

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

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New FE-26 tablets cure iron chlorosis in pin oaks, red maples, etc., for less than $1 per inch. This unique product is a patented Sucrate formulation of FE, Mn, Zn and Sulfur. When placed below ground into the root area, FE-26 tablets create an environment that allows the tree's root system to uptake these nutrients and correct the deficiency. Remke Enterprises, Inc., PO Box 9357, Downers Grove, IL 60515. Phone: 708-810-1662; FAX: 708-810-0947.

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CORPORATE CAPITAL LEASING GROUP

Walk into any dealer, select the equipment you want and hand them your ArborCard—the powerful way to arrange affordable, tax-deductible leasing for your business. We take care of all the paperwork! Call today for a free brochure. Corporate Capital Leasing, 109 East Evans St., Box 504, West Chester, PA 19381-0504. Phone 1-800-537-9108. Fax: 1-800-344-7712.
FINANCING

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Now you can get lease financing up to $75,000.00 on new or used arborist equipment. Easy one-page application, with no tax returns. We offer financing up to 60-month terms on used equipment (call for more details). You get the best equipment to do the job more efficiently and less costly than your competition. Get the arborist equipment you need for the lowest investment today! Omni Leasing, Inc. Phone: 800-945-OMNI (6664).

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Cleary's 3336 is a systemic fungicide that prevents and controls most major diseases that infect bedding plants, bulbs, flowering crops, woody ornamentals, conifers and shade trees. Cleary's 3336 is recommended for controlling pathogens and diseases such as anthracnose, ascochyta blight, black spot, botrytis, cylindrocladium, diplodia tip blight, fusarium, leaf spots and others. It is recommended by state universities as a substitute for Benomyl. W. A. Cleary Chemical Corp., 178 Ridge Road, Suite A, Dayton, NJ 08810. Phone: 800-524-1662, 908-329-8399.

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The ultimate tool for moving materials. ImpleMax grapples are heavy-duty skidding attachments for tractors and skid steers. Move brush, logs and other debris quickly, safely and easily. Put labor on more important and critical tasks and utilize your existing equipment better. There's nothing like it to help increase crew productivity and profitability. ImpleMax Equipment Co., Inc., 800-587-6656 or 406-587-2662; FAX: 406-587-2808.

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Property and casualty insurance specifically for the tree care industry. Coverages include workers' compensation, property, liability and auto. Optional coverages such as business interruption, commercial umbrella, underground storage tank, commercial crime, inland marine and pesticide and herbicide applicator coverage. CNA also offers you personalized, expert service through our CNA agents. You will also receive prompt, efficient claims handling and professional loss control assistance. CNA Insurance Companies, CNA Plaza - 9 West, Chicago, IL 60685. Phone: 800-CNA-6241.

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Leonardi Manufacturing is celebrating its 50th anniversary - 1945 to 1995. Each year we try to bring our customers better service along with more items to choose from. As the picture shows, our product line continues to grow. Leonardi Manufacturing Co., Inc., 2728 Erie Drive, Weedsport, NY 13166-9505. Phone: 800-537-2552; FAX: 315-834-9220 24-hours a day.

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ACECAP® & MEDICAP® tree implants; providing the tree care industry the world’s only micro-encapsulated Implant Systemic. Unique application technique reduces time and labor and there are no container disposal worries. The industry’s lowest unit cost for prepared dosage systemics. We offer a complete product line, including insecticide, fertilizer & micro-nutrients. ACECAP® & MEDICAP® implants are available worldwide from an independent distributor network. Creative Sales, Inc. (CSI), P.O. Box 501, Fremont, NE 68025. Phone: 800-759-7739.

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The Mauget Micro Injection System has been the injection system of choice by professional arborists for more than 30 years. Encapsulated, premeasured materials are injected through the smallest wound in the industry directly into xylem tissues. Mauget Micro Injection is the proven, environmentally sound way to correct elemental deficiencies, control chewing, sucking or boring insects and stop pathogenic diseases. J.J. Mauget Company, 2910 N. Figueroa St., Los Angeles, CA 90065. Phone: 800-TREES-RX (873-3779); FAX: 213-225-3810.

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MONTEREY LAWN & GARDEN PRODUCTS, INC.

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

Circle 96 on the Reader Service Card

PRUNING TOOLS

CORONA CLIPPER

Corona’s new line of aluminum-handled loppers cut so clean, so fast, so easy and are so strong and simple to maintain, that virtually everyone who has tested them says they’re the best loppers they’ve ever used. Three models: a 21-inch version (AL 6621) with a 1 1/2-inch cutting capacity suitable for vines and shrubs; 26-inch (shown, AL 6642) and 32-inch models (AL 6662) with a 2 1/2-inch cutting capacity for tree pruning. Lifetime warranty. Corona Clipper, 1540 E. Sixth St., Corona, CA 91719. Toll-free order line: 800-234-2547; FAX: 909-737-8657.

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FANNO SAW WORKS

The Fanno Saw Works continues its reputation of offering tree care professionals quality and unique tools through the Fanno International name. The 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.

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THE TORO COMPANY

The Toro ProGrind 4000 is the most aggressive hammer-mill in the industry. Production rates up to 100 tons per hour. Material up to 48 inches in diameter. Incorporates ruggedized components with a high efficiency closed-loop hydrostatic design to optimize performance. Conserves energy while delivering the maximum power to the mill for grinding. Smooth tub rotation, tilting 90 degrees to the side. Forward and reverse in full tilt position. The Toro Company, 8111 Lyndale Ave. S., Bloomington, MN 55420-1196. Phone: 800-348-2424, 612-888-8801; FAX: 612-887-7211.

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VERMEER MANUFACTURING COMPANY

The Vermeer Brawny TG-400 Tub Grinder. This rugged tub grinder means business, with a heavier build than competitive models. A turbocharged 400 HP Caterpillar engine powers Vermeer's exclusive HammerTooth™ design with aggressive carbide-tipped teeth. Safety features include a tub-tilt safety lock, a Rockwell triple-disc clutch, a falling-object canopy and a remote control. All standard. Vermeer Manufacturing Company, P.O. Box 200, New Sharon Road, Pella, IA 50219. Phone: 515-628-3141.

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RIGHT-OF-WAY MAINTENANCE

BROWN BEAR CORPORATION

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

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BROWN BEAR CORPORATION

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

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RIGHT-OF-WAY MAINTENANCE

BROWN MANUFACTURING CORP.

The NEW 2600 Series Brown Tree Cutter has a hydraulic folding rear deck for added safety, allowing the operator two distinct types of mowing operations. With the deck folded up, the unit can back into and cut standing trees up to 8 inches in diameter. Positioned down, the unit cuts and grinds material that the tractor has driven over without the discharge problem usually produced by other models. 810 RPM blade bar allows blade contact 54 times per second. Brown Mfg. Corp., Route 3, Box 339, Ozark, AL 36360. Phone: 800-633-8909, 934-795-6603; FAX: 334-795-3029.

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BROWN MANUFACTURING CORP.

Our newest model, the Brown Right-of-Way 9601 9 1/2-foot brush shredder is designed to quickly re-clear your right-of-way and is most effective in light to medium growth areas. This shredder is suited for use behind a properly guarded farm series tractor with dual wheels for maximum flotation and traction. Designed for rugged mowing without excessive weight. Light enough to use in rough areas yet heavy enough to mow 3-to-4-year growth. Brown Mfg. Corp., Route 3, Box 339, Ozark, AL 36360. Phone: 800-633-8909, 334-795-6603; FAX: 334-795-3029.

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KENDALL MANUFACTURING, INC.

Kendall Cutter Rotary Mowers provide all right-of-way clearing and re-clearing needs. Our multi-purpose prime mower can be coupled with bunchers, buckets, rootrakes, flail mowers, etc. Our tough design also includes an enclosed Deluxe Cab for maximum operator comfort. Call 800-367-6141 for more information. Kendall Manufacturing, Inc., P.O. Box 831, Lawrenceville, GA 30246. Phone: 800-367-6141.

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SAW CHAINS

RAPCO INDUSTRIES, INC.

Rapco carbide saw chains are available on Carlton and Oregon chain bodies from .325-inch pitch to 3/4-inch pitch and are available in all gauges. All sales for Rapco's carbide chain and related products are addressed to: Rapco Marketing, Inc., P.O. Box 5219, Vancouver, WA 98668. For additional information contact Ron Blehm. Rapco Industries, Inc., 12130 NE Ainsworth Circle, Suite 240, Portland, OR 97220. Phone: 800-959-6130, 503-255-6355; FAX: 503-255-4807.

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### SPRAYERS & ACCESSORIES

**NORTHEASTERN ASSOCIATES**

Northeastern Associates provides the arborist industry with the most complete line of arborist tools, supplies and equipment. Rope, slings, saws, lowering devices - tools and supplies used every day. Plus a wide range of sprayers with tank sizes from 30 to 1000 gallons; pump capacities from 3 to 60 gpm. Everything is affordable and dependable while easy to use. Northeastern Associates, 19 H Commerce Road, Fairfield, NJ 07004. Phone: 201-227-0359; FAX: 201-227-0865.

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### STUMP GRINDERS

**KAN-DU STUMPERS**


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**MACKISSIC, INC.**

The CPSC5.5M Merry Mac® stump cutter is compact, 180 pounds, 25 inches wide and commercial tough. It is especially popular with professional users who appreciate its lightweight compact size making it easier to get to the job site without turf damage. Powered by a 9-hp Vanguard, the CPSC5.5 stump cutter utilizes a patented router-type cutting head which provides amazing stump cutting performance. This durable unit does the work of the expensive 12- to 16-hp units efficiently and economically. MacKissic, Inc., PO Box 111, Parker Ford, PA 19457-0111. Phone 610-495-7181; FAX: 610-495-5951.

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**MILLER MACHINE WORKS**

Stump grinding attachments for use on tractors and skidsteer loaders. Using your tractor or skidsteer as both power source and tool carrier provides the lowest cost per delivered horsepower on the market...by far! When combined with a tractor, front-end loader or skidsteer bucket, stump removal, back filling and wood handling becomes a one-man mechanized job. Five models are available from 30 to 150 horsepower. All are professional-grade machines with simplicity, durability and ease of maintenance, as well as low cost. Powerful, proven, patented performers. Miller Machine Works, P.O. Box 11, Brownsburg, IN 46112. Phone: 317-659-1524.

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STUMP GRINDERS

VERMEER MANUFACTURING COMPANY

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

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TREE PROTECTION MATERIALS

INDEPENDENT PROTECTION COMPANY, INC.

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

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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.

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TRUCKS

ARBORTECH

For the professional, Arbortech produces a complete line of forestry bodies: chip bodies, crew cabs, brush bodies, pick-up caps, tool boxes. Ready to roll, turn-key packages are available with financing. Arbortech, 3201 W. Old Lincoln Way, Wooster, OH 44691-3298. Phone: 800-255-5715, 216-264-4266; FAX: 216-264-0891.

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

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**SCHODORF TRUCK BODY & EQUIPMENT COMPANY**

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

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**SOUTHCO INDUSTRIES, INC.**

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

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**USED EQUIPMENT**

**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.

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HOLLIE WOOD ENTERPRISES

Timberwolf wood processors, wood splitters and conveyors, Nokka loaders, ImpleMax tractor grapples, Tuff Kutt brush cutting tools, Igland forestry winches, Peavey forestry tools, Meri Crushers, arborist supplies. Hollie Wood Enterprises, 11 Noyes St., Norton, MA 02766. Phone: 508-222-9350; Fax: 508-222-5254.

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TIMBERWOLF WOOD PROCESSING EQUIPMENT

Timberwolf Wood Processing Equipment, introduces the Model HD Wood Processor - by far the best value for the buck. High volume production: 1 1/2 to 3 cords per hour. Quality engine options. Affordable wood processing with high quality parts. Several models available. Offering professional wood splitters and conveyors. Our craftsmen have more than 12 years experience in building high-quality wood processing equipment. Timberwolf Wood Processing Equipment, 118 Spruce St., Rutland, VT 05702. Phone: 802-775-4227; FAX: 802-775-5156.

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The NAA's EHAP covers:

- Electrical Hazards Recognition and Avoidance
- Line Clearance Work Practices
- Aerial Equipment and Electrical Hazards
- Emergency Response Procedures
- Aerial Rescue
- Emergency Storm Procedures
- Personal Protective Equipment
- Inspection, Maintenance & Storage of Equipment

You know that proper training doesn't cost...it pays. And you know that you're required to supply certification training in Electrical Hazards Awareness. But meeting that requirement shouldn't mean hours of classroom instruction – pulling your skilled workforce off the job for training in unrelated areas! And it doesn't have to!

The National Arborist Association's Electrical Hazards Awareness Program, EHAP, offers all the training you need to provide in order to meet OSHA's and ANSI's requirements. On the job or in your shop, tailored around your work schedule. Train where it makes sense. Train where it pays.

The NAA's EHAP covers:

The NAA offers state-of-the-art training in many other areas, all of which can bring you great returns on your investment. This program gives you only what you need to meet THIS requirement. You don't have to pull your employees off the job. EHAP is meant to be given with field training where the real hazards exist, where the real training will be used.

Call the National Arborist Association for training programs that make SENSE.

The National Arborist Association
Leading Commercial Arboriculture into the 21st Century

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1-800-733-2622