No other company offers arborists such a comprehensive program of insurance protection. Which is why no other program has earned the endorsement of the National Arborist Association. Through this cost-effective plan, you can get insurance that's specifically designed to meet the needs of arborists. It covers herbicide and pesticide applications. Worker's compensation and liability claims. Property and commercial auto losses. And much more. So why run around trying to piece together your insurance plan? Simply call or have your agent call us at 1-800-533-7824.

Availability of coverages may vary by state and is subject to underwriting approval. Examine the policy for exclusions, limitations or conditions that apply.
Terex Telelect Hi-Rangers are simple to use, readily available when you need them and especially cost effective for tree care operations.

Incorporating input from leading arborists around the country, Hi-Ranger XT-5 Series aerial devices optimize performance and value. The XT-52 has a working height of 57 ft., the XT-55, a working height of 60 ft. Both provide 42.2 ft. of side reach in the work zone. Impressive lower and upper boom rotation ranges add to access capabilities.

For more information on Terex Telelect Hi-Rangers, see your Terex Telelect distributor or call (605) 882-4000, FAX (605) 882-1842.

*Terex Telelect is ISO 9001 certified.*
OUTLOOK
You Can’t Run a Tree Business Up a Tree

On a recent trip attending the International Society of Arboriculture’s mid-Atlantic Regional conference in Maryland and visiting with NAA members in the region, a comment by one long-time NAA member in Southern Virginia really caught my attention. We were discussing commercial arboriculture and all the complexities of managing a tree care business in the 1990s when he said, “You know, you can’t run a tree business up a tree.”

The more that I think about this statement, the more I can see just how insightful it was. It goes right to the heart of the reality of running a tree care business, or any other type of enterprise for that matter. In his 1986 book The E Myth, author Michael Gerber cites the daunting statistic of business startups and failures in modern America. Every year, over 500,000 people start businesses, and by the end of the first year, at least 40 percent of them will fail. Within five years, he adds, more than 80 percent will be out of business.

The hard fact is that if the commercial tree care professional doesn’t pay considerable attention to the many facets of the business other than the tree work itself, he or she will run the business right into the ground. The days when one could conduct professional tree care and not pay close attention to the internal and external complexities of running the business are over.

A review of NAA’s book of Management Guides really puts this truth into focus. There are more than 200 pages of guidelines which deal with such topics as properly calculating overtime pay, developing appropriate and meaningful income statements and profit reports, how to comply with the Americans With Disabilities Act, methods of accounting, creating balance sheets, writing an employee handbook, preventing wrongful dismissals, complying with OSHA standards ... and the list goes on and on.

And despite what you might hear from Washington or the state capitals about how “reinventing the government” will make running a business easier, in my opinion that just isn’t going to happen. The recently enacted “tax reform” law added to an already incomprehensibly complex tax code that will only make it more difficult for businesses to comply with the mandates of the Internal Revenue Service. In the aftermath of just this one new federal initiative, it probably makes good sense for the NAA to add two new sections to its Management Guides, one to deal with these tax modifications and another to cover the subject of estate taxes and their impact on transferring a tree care business to the next generation.

That’s why the NAA exists ... to help you run your business up in the trees, while also making certain that you don’t drive it into the ground.

Barry Cullen
Executive Director
National Arborist Association

TCI’s mission is to engage and enlighten readers with the latest industry news and information on regulations, standards, practices, safety, innovations, products and equipment. We strive to serve as the definitive resource for commercial, residential, municipal and utility arborists, as well as for others involved in the care and maintenance of trees. The official publication of the non-profit National Arborist Association, we vow to sustain the same uncompromising standards of excellence as our members in the field, who adhere to the highest professional practices worldwide.

Copyright 1997 by the National Arborist Association. All rights reserved. Reproduction in whole or in part without written permission is prohibited. The National Arborist Association is dedicated to the advancement of commercial tree care businesses. Reference to commercial products or brand names in editorial does not constitute an endorsement by Tree Care Industry magazine or the National Arborist Association. Tree Care Industry (ISSN 1059-0528) is published monthly by the National Arborist Association, P.O. Box 1094, Amherst, NH 03031-1094. Subscriptions $30 per year (Canadian/International orders $45 per year, U.S. funds; $2.50 per single copy). Periodicals postage paid at Amherst, NH and additional mailing offices. POSTMASTER: Send address changes to TCI, P.O. Box 1094, Amherst, NH 03031-1094.
SLEEK. BUILT TO LAST.

EATS THE COMPETITION FOR LUNCH.

KIND OF LIKE A SHINDAIWA.

The first time those teeth bite bark you'll know this is the ultimate limb-eating machine. The powerful Shindaiwa 357 chain saw, improved for '97, was designed for pro arborists. A smooth, rounded shape minimizes job-stopping hang-ups in tree limbs. A high-torque, 1,000-hour-life engine delivers superior cutting performance. And when you drop it (and you will drop it, won't you?) the durable casing bounces back for more. Shindaiwa doesn't just take a bite out of the competition. We swallow 'em whole.

Call 1-800-521-7733 for the dealer near you.
DEPARTMENTS

2  OUTLOOK
By Barry Cullen
In today's world, business skills are as needed as a knowledge of arboriculture.

14  WASHINGTON IN REVIEW
By Amelia Reinert
Nominee to head OSHA charts his agenda.

24  NAA FORUM
Excellence in Arboriculture awards open for 1998.

26  CUTTING EDGE
New products and news in the industry

30  INDUSTRY ALMANAC
Important regional and national meetings and activities

FEATURES

Know Why Before You Buy
By Howard L. Eckel
Certain questions need to be asked and answered before you buy new equipment. These questions force owners to be realistic about sales, services and profits. Here's what you need to know.

Arborist Footwear: Styles for All Occasions
By Donald F. Blair
Changing trends and styles in the industry have brought new boots to the field. But are they any better for tree work than traditional footwear?

Deadline Approaches for Portable Power Equipment
By Colles Stowell

Exciting Program Ready for Winter Management Conference '98

When a City Loses its Most Famous Tree
By Joseph Daniel McCool

DEPARTMENTS

31  INDUSTRY INPUT
Candid comments from our readers

36  MANAGEMENT EXCHANGE
By Kevin E. O'Connor
Team building is a process and skill that will help your business operate more efficiently.

40  BRANCH OFFICE
New and advice for small-business owners

45  CLASSIFIED ADVERTISING
Help wanted, services, businesses, new and used products for sale

60  FROM THE FIELD
By Mick Cottom
You can't maximize efficiency without the right equipment.

COVER PHOTO
California in winter. Photo by Shaw Hazen.
INTRODUCING A GRINDER THAT CAN CLAIM SAFETY AND PRODUCTIVITY IN THE SAME BREATH.

Let's talk briefly about our new A-series tub grinder with the advanced Thrown Object Restraint System. We've combined a rotor deflector with a hydraulically operated tub cover to help reduce the potential for thrown objects — while maintaining the productivity levels you've come to expect from Vermeer. Safer, highly productive tub grinding. Need we say more?

Vermeer

Call toll-free at 1-888-VERMEER for the dealer nearest you.
Visit us from around the world at www.vermeer.com.

Should I Buy a ... Stump Grinder, Chipper, Aerial Lift ...?

By Howard L. Eckel

Let’s walk down the hallway of a large company’s general office to see what questions each department will ask before you will be allowed to buy a new piece of equipment. I’ll warn you, the walk down this hallway will almost be akin to running a gauntlet. It is not going to be fun. But when we arrive at the end of the hall, we will know the answer to, “Should I buy?” In fact it won’t be a matter of “should,” it will be a simple, definitive, yes or no.
New equipment is a tremendous attraction ... almost an emotional one. However, hard business sense must prevail over emotion when deciding to purchase equipment or enter into a long-term lease. Many more questions must be asked beyond "Should I buy?"

The size of the firm, whether a large corporation or a small family business, doesn't change the good business practice of asking additional questions. Even the type of equipment you are considering purchasing—aerial lift, stump grinder, chipper, sprayer or truck—won't change the type of questions that need answers.

These additional questions should be asked whether you are expanding with a new piece of equipment or simply replacing a worn-out one.

In a large corporation, the questions asked before buying equipment would come from various departments. Call it bureaucratic red tape if you must, but these departments want to be involved in a decision to buy. They represent the collective strength of a company. Each department brings specific areas of expertise and knowledge to the decision-making process: accounting, equipment, marketing, safety, human resources and training departments all have specific concerns. These concerns will raise questions that need to be addressed, answered and quantified before a major expenditure for equipment is made. The owner of a small business should ask the same questions as the various corporate departments would ask.

If you are an owner/manager, a word of caution: Simply because you have to play all the roles does not mean you should avoid questions and the answers to them. Why? The questions should force out certain facts and assumptions that need to be quantified before any major equipment is purchased or leased. The fact that you have to ask then answer your own questions makes no difference. When you are the owner/manager, asking and answering your own questions always makes certain you are realistic. Don't be dealing in dreams. Don't tell yourself lies.

Moving down the hall

While all departments will be asking essential questions, accounting and marketing will have the most influence on the
What will marketing ask if I want equipment to start a new service? They are going to take me through the hoops.

- Does it fit in with your long-range plan. (Or are you bored?)
- What do you require in the way of people and equipment?
- Do you have the people?
- Will they need additional training?
- What equipment is needed?
- What is the total cost of the unit?
- What is the first life of the unit?
- How many hours do you plan to bill the unit?
- What are the costs to be expected?
- Have you done a Profit & Loss Statement illustrating the impact on profits?
- Will the purchase affect your current billing rate?
- What is the marketing plan to penetrate the marketplace?
- What are the potential sales volumes?
- How soon can they be reached?
- Have you completed a business plan?
- Will any special sales promotion or marketing effort be needed to secure additional sales volume?
- What is the cost of this additional marketing?

2. Is this purchase for a new venture or a service not previously performed?

The marketing department will surprise you with their first question. Equipment can be for a new service or expansion of an existing service, even be a replacement for something worn out. However, the first question marketing is going to ask is: How many hours are you going to bill the unit?

Hours are key in our business. Unfortunately many owner/managers are not able to track personnel and equipment hours actually billed. Their accounting systems are not set up to track one of the most important statistics of our business.

Stop and think about it. As you develop a bid, quotation or estimate in every phase of this business, time study is used. Hours!
140 SPECIALIZED TRUCKS IN STOCK!

(2) 1982 Ford LN7000; 6.6 Diesel, Allison Auto., 25 GVW (Under CDL); 20' Flatbed; Liftgate; $29,500

1992 Ford LN7000; 6.6 Diesel, Allison Auto., 25 GVW (Under CDL); 20' Flatbed; Liftgate; w/ National 4-Ton Knuckleboom Model 1750; 20' Side Reach; $33,900

1984 GMC; 8.2 Diesel; Auto.; A/B; w/ 52’ HiRanger...$29,500

1985 GMC; 8.2 Diesel; 10 Spd.; Tandem; A/B; 16’ Steel Flatbed w/ 7-Ton National N85 Knuckleboom; 25’ Side Reach...$24,500

(10) 1988-91 Ford Super Duty & F350s With IMT 6006 Cranes; Call For Specs & Price

1984 Ford C8000; 7.8 Diesel, 5 Spd./2 Spd.; 23' Flatbed; w/ 5-Ton IMT Knuckleboom; 20’ Side Reach; $19,500

1982 Dodge; 4x4; Gas; V-8; With Mobile B-31 Drill; $12,900

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(3) 1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

(4) Mack & Int’l Grapple Trucks; Practice & Hawk With Diesel Pony Motors To Run Units; $7,500-$19,500

(10) Single Axle Knuckleboom Trucks - Ford, GMC, Internationals Call For List & Prices

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(30) 1 Ton Buckets; 26’ to 36’ in Stock Call For Price List

(10) Chip Body Dumps in Stock Call For Prices & Descriptions

(10) 1985 Ford F700; V-8; 5 Spd./2 Spd.; w/ 7-Ton Pitman Crane; 56’ Hook Height with Auger...$29,500

1987 Ford F8000; 8.2 Auto; 28,000 Miles; With Stelco HU2000 Sewer Rodder...$14,500

(3) 1982 Ford F600; 4x4, Gas V8. Under CDL with Sprayer. $12,500. Just Chassis & Cab $9,500 each.

1985 Ditch Witch 4010; Diesel; 4x4; 4 Wheel Steer; Backhoe & Trencher; Backfill Blade...$11,900

1998 Ford LN7000; 6.6 Diesel, Allison Auto., 25 GVW (Under CDL); 20’ Flatbed; Liftgate; w/ National 4-Ton Knuckleboom Model 1750; 20’ Side Reach; $33,900

1984 GMC; 8.2 Diesel; Auto.; A/B; w/ 52’ HiRanger...$29,500

1985 GMC; 8.2 Diesel; 10 Spd.; Tandem; A/B; 16’ Steel Flatbed w/ 7-Ton National N85 Knuckleboom; 25’ Side Reach...$24,500

(10) 1988-91 Ford Super Duty & F350s With IMT 6006 Cranes; Call For Specs & Price

1984 Ford C8000; 7.8 Diesel, 5 Spd./2 Spd.; 23' Flatbed; w/ 5-Ton IMT Knuckleboom; 20’ Side Reach; $19,500

1982 Dodge; 4x4; Gas; V-8; With Mobile B-31 Drill; $12,900

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(3) 1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

(4) Mack & Int’l Grapple Trucks; Practice & Hawk With Diesel Pony Motors To Run Units; $7,500-$19,500

(10) Single Axle Knuckleboom Trucks - Ford, GMC, Internationals Call For List & Prices

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(30) 1 Ton Buckets; 26’ to 36’ in Stock Call For Price List

(10) Chip Body Dumps in Stock Call For Prices & Descriptions

(10) 1988-91 Ford Super Duty & F350s With IMT 6006 Cranes; Call For Specs & Price

1984 Ford C8000; 7.8 Diesel, 5 Spd./2 Spd.; 23' Flatbed; w/ 5-Ton IMT Knuckleboom; 20’ Side Reach; $19,500

1982 Dodge; 4x4; Gas; V-8; With Mobile B-31 Drill; $12,900

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(3) 1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

1985 Ford LN8000; 3208 CAT; Auto.; With Stelco Orange Peel Bucket...$19,500

(4) Mack & Int’l Grapple Trucks; Practice & Hawk With Diesel Pony Motors To Run Units; $7,500-$19,500

(10) Single Axle Knuckleboom Trucks - Ford, GMC, Internationals Call For List & Prices

1989 Ford F700 Step Van; V-8; Auto.; 17,000 Orij. Miles; Work Bench & Shelving For Contractors...$11,900

(30) 1 Ton Buckets; 26’ to 36’ in Stock Call For Price List

(10) Chip Body Dumps in Stock Call For Prices & Descriptions

Please circle 32 on Reader Service Card
Due to many factors—weather, lack of sales, too much equipment, too few production people—many arborists concentrating on residential and commercial markets will obtain no more than 1,300 to 1,500 billing hours per year on a piece of equipment. Meanwhile, line clearing contractors—having the same type of equipment but operating under a contract or purchase order that allows working and billing equipment 8 hours a day, 5 days a week, 52 weeks a year—have the potential of billing 2,080 hours per year. They have vacations and inclement weather, but they will always aim for 1,850+ billing hours per year on their equipment.

If your equipment is averaging 1,400 hours per year and line clearing contractors have upwards of 30 percent more hours to spread the fixed equipment costs of depreciation, license and insurance, their billing rate can be less. Rest assured, line clearing contractors track equipment hours billed. It is the one statistic that can spell profit or loss to them.

Arborists are in the service business. Production labor hours billed and equipment hours worked and billed are key to financial success. Without a history of hours billed, the chance of making a faulty decision on buying a piece of equipment is a concern. This is why marketing asked, "How many hours can you bill this machine?" And if you don't know, you are in trouble!

More trouble looms when marketing asks: "Can you define what your existing business activity is?"

- What services do you currently offer?
- What are the strengths of the existing organization?
- What are the weaknesses?
- Is the purchase going to help you perform existing services efficiently?
- Will the equipment make you more competitive?

I used to concentrate on tree surgery, fertilization and pest management. If I went to the marketing department to ask for their blessing to purchase a stump machine, I would run into an assessment of my talents. My talents were mostly weaknesses!

"Eckel, you do very few tree removals. You usually lose money when you do take a tree down. There is a fellow and his son-in-law in West Cleveland who will have the tree down while you are still double-checking the time study and preparing a bid. Your personnel are not qualified.

"You want to keep an occasional client
For over fifty years, Ford Power Products Division has been providing innovative, technically advanced solutions for virtually every engine application, in markets worldwide. Electronic engine management systems in today's PPD engine line provide designers more flexibility and efficiency with state-of-the-art electronics that control fuel injection, ignition timing and other vital functions.

Electronic Fuel Injection in today's PPD engines allows reduced emissions as well as the ability to run on alternative fuels.

Efficiency. Advanced Technology. Innovation. And fifty years of providing solutions. When you put it all together, industry designers and operators have an intelligent source of power today... tomorrow...and into the future with Ford Power Products.

For more information, contact your PPD distributor or call 1-800-833-4PPD.

©1997 Ford Motor Company
Cover Story

happy by being able to remove a tree or stump. We don’t care if a client wants a stump ground out. We are in the surgery, fertilization and pest management business, not the tree removal and stump removal business! What few stumps you do encounter, subcontract out to someone who is in the business of stump grinding. You will never obtain sufficient hours to make the machine a sound investment. Plus, it does not fit with the marketing plan for your business. The answer is no, you can’t buy a stump machine!”

Trying to be all things to all people is not good business and definitely not a solid position from which to make a decision to purchase equipment.

Even if the new equipment is a fit with the services you offer, marketing will still want to know how the equipment will impact your current profit. If I were the outfit in West Cleveland concentrating on removals and stump grinding and I went into marketing, I’d be asked:

Q: What services do you currently offer?
A: Tree and stump removal for residential, commercial and municipal clients.

Q: What are the strengths of the existing organization?
A: Our production people are very experienced, and we make money.

Q: The weaknesses?
A: None really, except we need a heavier and larger stump machine for the larger municipal jobs.

Q: Is the purchase going to help you perform existing services efficiently?
A: Absolutely! Our smaller existing stump grinders are not heavy enough to tackle the large stumps involved in our municipal work. We have too many breakdowns on these contracts.

Q: Will the equipment make you more competitive?
A: It won’t. We are very competitive now. It should increase our efficiency and our profits by reducing the non-productive equipment and labor time we experience every time a smaller machine breaks down. We are bidding the jobs assuming we will have minimal stumper breakdowns. We always have more than planned. A new, larger machine, while carrying a higher depreciation cost, will have operational integrity. We will make a higher profit margin within our existing pricing.
Q: What happens to the smaller units you now own?
A: If I purchase a larger unit, I'll need more small jobs to keep the smaller units in a billing situation. Don't want them sitting idle. Perhaps we can contact Eckel's company and a few others in the area that don't do many removals or grinding. Alert them that we are in the stump grinding business, and we would like to be the subcontractor for what few stump removal situations they run into. Marketing can develop a letter or brochure outlining our skills and the benefits of employing us.

Conclusion

If these scenarios sound simplistic, look in your own yard. What is idle? A sprayer that could be out feeding at 60 percent gross margin? Concentrate on getting that back to work before you buy something else. Drive by some of your competitors. How much equipment is in their yards instead of out working? Sure, you both are making money, but you both could be making more. Having underutilized equipment laying around is like purchasing a certificate of deposit that is paying 30 percent less than the going interest rate.

Whether or not to buy a new piece of equipment isn't a question of having enough business to afford it. But determining just what business you are in is critical. What is your firm's long-range strategic plan? Do you have a marketing plan? Everyone wants a clear, sharp, dollar-and-cents answer when they think about a major purchase. Sorry, successful business doesn't arrive at a clear-cut answer without first having a plan that says where the firm wants to position itself in the marketplace.

Never talk yourself into purchasing a piece of equipment because you think there is a market for it. Make sure there is a market—a market you want to be in. Will it take away from existing profitable business? Will it tie up human energy and resources you don't have? Is there a profit margin in the service that will support the investment? There are many people out there working hard for long hours and not making any money. Also, it isn't necessarily good business to be all things to all people. Do what you are good at and equip your firm to enhance your strengths.

In the January issue of TCI, the accountants will be able to help me answer some of the questions that marketing asks. And of course, they will have some new ones of their own.

Howard L. Eckel retired as executive vice president of The Davey Tree Company. He was general manager of the parent Kent and Eastern Canadian companies. He is principal of Howard L. Eckel & Associates, business consultants to the green industry.

When You Build The World's Best Stump Grinder . . . You Power It With a Kohler

KOHLER engines

Model - 691SP
20 HP Kohler Engine

DOSKOCIL INDUSTRIES, INC.
1324 Rialto Ave.
San Bernardino, CA 92410
(909) 885-0988
FAX (909) 381-4743
A Safety Culture at Work
Accomplishes More Than an OSHA Inspector

The Senate Labor and Human Resources Committee held confirmation hearings for Charles Jeffress, OSHA Director nominee, on Oct. 7, 1997. Jeffress, the noncontroversial pick of the Clinton Administration, is an OSHA administrative lifer who made a name for himself dealing with the aftermath of a fire in a North Carolina chicken-processing plant. The employers had locked all of the fire exits to prevent employee theft. Many employees lost their lives searching for a way out of the smoke-filled, burning building. It is because of disasters like this that OSHA exists.

During the confirmation hearings, committee chairman Jim Jeffords (R-VT) asked about North Carolina OSHA standards and training that resulted from the fire. In his response, Jeffress commented on the necessity of a "culture of safety" in the American workplace. He said that no inspection program, voluntary or otherwise, can have as much of an impact on worker safety as a management that creates a work environment where safety is the top priority. All management actions must support their words.

Employers can often have an OSHA citation abated if they can prove willful misconduct on the employee’s part. Willful misconduct is a purposeful, direct violation of company policy or training. For example, if company policy clearly states that all crew members shall wear hard hats, and then an employee neglects to wear his hat even after warnings from crew leaders, a case of willful employee misconduct exists. Smart employers will discipline the employee by stopping work until the employee complies, suspend the employee from the job, and/or place a written warning in the employee’s personnel file (signed by both the employer and the employee). Through this documentation process, employers are protected from the negligent acts of their employees.

We all know OSHA is there to protect the employee from the employer’s negligent acts, but OSHA isn’t on the job every day, nor should it be.

So what happens to the employee who is more interested in safety than his or her employer? Every crew member is within his rights to demand a work stoppage until safety requirements are properly addressed on the work site. Is the employee who stops work reprimanded for costing the employer time and money, or is he praised for being safety conscious? How does management present training? Is it a low priority, constantly delayed because there are more important things to do, or is safety training a way of life in the company? Is training rushed or thoughtful? Do managers send non-verbal cues, such as irritation, heavy sighs and inappropriate jokes, that tell employees that safety is a waste of time?

Employers can spend a lot of money and time following the letter of the law, but all of that compliance can’t make a dent in bad attitudes. Employers and managers must demonstrate a positive outlook on safety at all times in order for employees to think and act safely every day.

The NAA plans to keep in close contact with Jeffress during his tenure with OSHA. There are several industry concerns regarding his attitudes toward voluntary compliance programs and ergonomics, but at his confirmation hearing Jeffress gave arborists something important to think about. Does your company have a culture of safety?

Amelia Reinert is deputy executive director of the National Arborist Association.
The Mid-Am Trade Show brings you face-to-face with the very best in the green industry—everything the horticultural professional needs to succeed in today’s competitive marketplace.

We’ve been at it for 25 years . . . and we’re still growing. Mid-Am ’98 features more exhibitors than ever before.

This January, slip away to the fresh scents of spring in Navy Pier. See the finest plant material, equipment and services, ready for the ’98 growing (and selling!) season. Discover the latest innovations in merchandising. And lay your hands on the best new products to keep you profitable in the year ahead.

**Celebrate Mid-Am’s silver anniversary!**

**Mid Am TRADE SHOW**


Come on in. It’s your show.

Please circle 25 on Reader Service Card
With MERIT® Insecticide at the heart of your ornamental insect control program, you can have unsurpassed control throughout the season with just one application. Unlike other insecticides, which require several foliar sprays, MERIT can be applied as a drench or injected into the soil where it's translocated from the root system to the rest of the plant. This systemic action keeps MERIT in the plant to provide unsurpassed control of ornamental pests from spring throughout the summer. Protection that isn't subject to wind drift, and isn't washed off in
the rain or broken down by the sun's rays. And when it comes to reducing environmental impact, MERIT reduces exposure to the applicator, bystanders, pets and wildlife.

To find out more, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120.

(800) 842-8020. http://usagri.bayer.com

And stop using ornamental insecticides that only work on occasion.

NOW YOU CAN ADD ORNAMENTAL INSECTICIDE APPLICATION TO THAT LIST OF THINGS THAT HAPPEN JUST ONCE A YEAR.
When you stop to think about it, a working professional tree climber is outfitted with personal and occupational protective equipment pretty much from head to toe. What is worn on the head is pretty obvious (no, not much from head to toe. What is worn on the feet has been the subject of a surprising amount of debate and bewilderment over the years. Unlike most of my articles, this one on arborist footwear is not definitive, not scientific and not exhaustively researched. It's just a fun look at the sole of arboriculture.

Over the years, I've seen tree workers put just about everything on their feet from tennis shoes to Wesco's. Les Wayne always wore engineer boots. Chuck Korman wore the cheapest work boots I've ever seen in my life. Costing less than $20, they were made of a synthetic imitation leather-like substance. We called them his "nauga" boots. I think they lasted three months on average.

Tim Johnson wears a custom-made pair of 16-inch boots with a packer toe and a roper's heel so he can ride a horse to his tree work. Who hasn't seen at least one Euc Man with the leather scuffed completely off of a pair of steel-toed boots, leaving the metal caps totally exposed? If you've ever used duct tape to hold your boots together, you might be a Euc Man.

In my years on the ANSI Z133.1 Committee, on several occasions I've taken a gear bag full of shoes to the meeting in an effort to see if we could (or even needed to) arrive at a consensus as to what constituted "appropriate" footwear. The ANSI Committee, as well as the NAA Safety Committee, has adopted the position that accident statistics regarding foot injuries in our industry do not indicate a problem that requires a solution. The standards currently only require:

"...footwear as approved by employer appropriate to the work location and condition ..." (4.2.5)

Currently, steel toes and/or chain saw protection are not required by ANSI, but may be required as company policy. As a committee member, I concur with the broad latitude of this standard. Because of the wide range of work that an arborist might do, from heavy removal to light pruning to spraying to root-crown inspection—under weather conditions ranging from extreme heat to blizzard—no single type of shoe will suffice.

When I was a 7-year-old boy, I couldn't understand why my father did his climbing in ankle-high, lightweight work shoes (Georgia Giants were his favorite). In my young mind, a real "treeman" should wear the heavy, black boots that all of his employees wore. Ten years later, my first climbing boots were Corcoran WWII style paratrooper jump boots. They wore so well that they lasted long enough to be re-soled with a Vibram tread.

When I was 17, I had an accident and shattered my right foot after a three-story fall to concrete. It was a year before I could walk without a limp. I still have trouble with that foot, and the injury is probably the reason why I have such an interest in excellent footwear with superior support. If a shoe or boot doesn't fit properly, it cripples me.

My next pair of boots was as much a statement of my commitment to the profession as they were the purchase of a pair of shoes—Wescos. Chippewa, White and Wesco are among the best-made logging/forestry boots. I'll never forget meeting John Britton in the parking lot of a Wire Rope and Rigging Shop in Oakland, Calif., in 1975 or 1976. We were parked next to each other. As we reached our cars at about the same time, I looked down at his feet and saw Wescos. I said, "I'll bet you're a treeman!"

He answered: "I am, but how'd you know so quickly?" Those boots will give you away every time.

When I first tried on a pair, I thought I'd had casts fitted to my feet! It takes a long time to break in a pair of Wescos, but there is something about the sense of balance and confidence that I get that has kept me in these boots for tree removal and timber cutting for almost 25 years. There are some limitations, however, to the work I feel confident in tackling with them. One is "footlocking."

The qualities that make them good for cutting timber on rough terrain and spending a day on spurs (heavyweight, super-stiff sole and stacked, logger's heel) make them nearly impossible to footlock in.

Danners are a great supplement to Wescos. Strong, lightweight, hand-made quality, with a nearly perfect sole and heel for footlocking, Danners are my "Oak" "solemates" to my "Euc" boots. I've had happy feet ever since.

In detail

An author's note is appropriate at this point. I don't own stock in any shoe company and Sierra Moreno Mercantile does...
Day After Day, Year After Year, They Just Keep Working.

Dependable. Easy to maintain. Built to work hard and never take a day off. Altec’s complete line of tree care equipment provides you with superior performance and maximum productivity. Our LR Series and LB Series aerial devices combine smooth, efficient maneuverability with working heights to 60 feet, making them the tree care industry’s preferred choice. Altec’s new WhisperDisc Chipper is designed with the same commitment to excellence as our proven Whisper Chipper. And all Altec equipment is backed by an unsurpassed warranty.

Give us a call for more information. 1-800-958-2555.
Dedicated to arboreal professionals, including those who climb, teach, and work in the field of arboriculture, this page highlights a variety of products essential for those in the trade. Arnekei presented traditional linemen's style boots, emphasizing their popularity and the uniformity of attire among arborists. He also introduced a more modern option, the Logger's Boot, designed specifically for tree care professionals and featuring a logger's heel, sturdiness, and waterproofing features. The page concludes with a discussion of Danner Oak boots, renowned for their craftsmanship and durable, long-lasting qualities, suitable for those who require high-performance gear in challenging environments.
Scalpels For The Tree Surgeon

STIHL's new 019T isn't designed for everyone. Incredible balance, a slim profile, and a unique curved handle make this saw ideal for professional arborists.

A retractable climbing ring is there when needed and out of the way when it isn't. See-through fuel and oil tanks mean there's no excuse for being on empty in the middle of a cut. The rear air intake manifold is positioned to breathe cleaner air and reduce the time lost to filter cleaning. The slim, contoured profile makes handling in tight places easier and STIHL's optional PMN bar and chain is lighter in weight and fast cutting.

The STIHL 019T, with its 2.15 cubic inch engine, weighs just 8.9 lbs. and is available at independent STIHL dealers from coast-to-coast. For more information or for the name of your nearest STIHL dealer call 1-800-GO STIHL (1-800-467-8445) or look in the yellow pages under "SAWS."

Increase your reach with the STIHL HT 75 pole pruner. The adjustable shaft telescopes to 11.5 feet, and it weighs only 15.8 lbs. The HT 75 is equipped with a 12" STIHL PMN bar and chain which produces a very smooth cut, promoting the tree's healing process.

Please circle 41 on Reader Service Card
Arborist Footwear

4. Rockports

These Rockports represent the sort of shoe that are appearing more and more in the field and at Jamborees. I wear them to the store, I wear them in the shop, I'll even wear them to call upon a client for a consultation, but I will not wear shoes like this for any kind of tree work.

Don't get me wrong, they are fine shoes for what they are intended for, but they are not work shoes and as such, in my opinion are not appropriate footwear for arborists. These are my purely personal reasons:

1. Sole is bonded to the upper, so that it cannot be replaced, and it is too soft to permit footlocking without tearing up the composition.
2. Panels on the side of the shoe can catch sticks and brush that will tear out stitching.
3. Tops are too low to keep sawdust from working into socks.
4. Leather is too thin to provide protection to feet.
5. They take on water like a leaky rowboat.
6. The heel is too low to support the stirrup of a climbing spur. The sole is not stiff enough to provide solid support when working off a ladder or standing in a tight crotch.

One thing you might notice on these shoes are the laces. I've taken to replacing all my laces with 3 mm nylon accessory cord, which makes a nearly indestructible lace. They start out being a bit loud, but they fade with time and mud and sawdust.

General Care

Whatever style or brand of boot you select, there is some basic maintenance that you can perform that will ensure that your investment lasts as long as possible.

A. Keep your boots clean.

Mud can dry and crack leather. Knock the big clods off, then brush them with a stiff shoe brush and then treat with mink oil or some other leather preservative that will clean and help to shed water.

B. Never dry wet boots by a fire.

Too much heat will also dry and crack leather. Stuff them with paper or invest in a proper boot dryer. To get the most out of a pair of boots, it is best to have several pair that you can rotate wear on. Even when the outside of the boot stays dry, perspiration can soak the inside. If the leather doesn’t have a chance to dry out completely from use to use, it will not last nearly as long as it could.

What else is out there? In England, all persons using chain saws are required by law to wear chain saw protective footwear. When Robert Phillips, Ken Johnson and I went over to teach arborist skills at Kew Gardens, our hosts, Sylvan Arborist Supplies, Oakwood Associates and WKW Services saw that we were outfitted with the de rigueur chain saw pants and boots.

The boots weren’t that bad, but they were brand new, stiff and bulkier than usual. So, Ken and I let Robert do all the climbing and chain saw work that required “the right stuff.”

It appears that the next trend in arborist footwear will be so-called arborist boots, supposedly designed specifically for the climber and incorporating chain saw protection. As I said earlier in the article, according to accident reports in the United States, chain saw protective boots for tree climbers is a solution in search of a problem. We’re just not recording accidents involving cut feet in any significant statistical percentage among climbers—or tree workers in general for that matter. I’ll reserve judgement on the products until I’ve had a chance to see them, wear them and work them. I can only tell you that by now, you can guess which two pair of boots I’ll be judging them against.

One of the inspirations for this article was a conversation I had about changing trends and styles in the industry. In addition to boots, arborists “in my day” wore
work clothing. We looked like we could get the job done. We looked like men who worked hard at working hard for a living. We wore jeans or uniform pants and heavy shirts or tee shirts with our company name on them. We may have had tree paint stains on our pants and battery acid burns on our shirts, but that went with the territory.

At recent Jamborees, I've seen top-notch climbers wearing "ballet slippers," skate board pants and whatever else is colorful and comfortable. My only concern about such casual dress is the statement this attire makes about our profession. I think we should consider the image we present to the public. For what it's worth, I feel that we could honor the profession more by adopting a conservative, professional appearance, both at our work and at our competitions.

Don Blair is the sole proprietor of the Sierra Moreno Mercantile Company, an arborist equipment, research and development firm.

Lightweight hiking shoes may be fine for shrub pruning or calling on clients, but they don't hold up to the daily demands of heavy-duty tree care.

Comfortable, lightweight "Oak" boots by Danner that are rugged enough to last for years.
Grab Your Cameras!

As the new year approaches, it is time to look ahead ... to the 1998 Excellence in Arboriculture awards!

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

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

The Grand Award, Award of Distinction and Honorable Mention Award are the three general categories for tree health management projects. The Heritage Award and the Arbor Day Award are stand-alone awards. A single project can win more than one award. There are also award categories for tree moving and construction site tree preservation.

In order to qualify for entry, before and after photos are needed to allow the judges to evaluate the quality of the work. So have your camera ready at all times. We know you strive for excellence every day!

The awards program, which is sponsored in part by Altec Industries, is open only to NAA members. For more information on the awards or membership, call the NAA at 800-733-2622.

ALL KINDS OF APPETITES. ALL DAY LONG.

PRO CHIP SERIES

Variable speed
Curbside feed system controls
Big job or little job, Gravely chippers are built with outstanding quality and durability. Perfect for the rental market, landscape contractor or professional arborist, they're designed to satisfy your needs.

Success Rides on a Gravely.

See your nearest Gravely dealer today or write or call: Gravely International, 655 W. Ryan Street, Elkhart, IN 46514 • 1-800-GRAVELY (1-800-472-4359) • http://www.gravely.com
©1997 Gravely International • ISO 9001 Certified

Please circle 17 on Reader Service Card

TREE CARE INDUSTRY - DECEMBER 1997
Tree Saddle Inspection, Use, and Maintenance

Sponsored by the Bishop Company for the advancement of our industry.

By J. Daniel Matthews, President: Weaver Leather, Inc.

"Welcome to the XYZ Tree Company!" After all the introductions and the tour of the yard, the foreman took me back to the tree care department shed. In it were ropes, saws, gas, oil and tree saddles. As usual, the new man was assigned the equipment that looked like that had been dropped behind the chipper.

"Don't worry," the foreman said. "When we get to the job site watch how the other guys climb the trees." So begins another career in Arboriculture!

The saddle looked strong enough, but how could I be sure? New employees need training and introduction on all the equipment they use, including tree saddles. Reports of persons going through chippers, falling off ladders, crushing feet with outriggers, and fatal falls out of trees usually indicate a lack of training. Training in how to use, maintain, inspect and care for tree saddles is important for personal safety.

The national consensus safety standard for tree care operations ANSI Z-133.1 cites ANSI A-10.14 as the standard for safety belts and harnesses. New saddles come with written instructions from the manufacturer, as required by ANSI A-10.14. Some saddles even include warning tags and reviewed at tailgate safety meetings. ANSI A-10.14 states that employees shall receive training in the correct use of tree saddles.

Prior to climbing, inspect your saddle thoroughly. Is the fabric or belt strap free of burns, cuts, kinks, broken stitches or fibers, excessive wear, unraveling, extra holes, mildew or deterioration? How does the hardware look? Are any grommets or rivets bent, loose or missing? Are the D-rings or buckles cracked, distorted or broken? Do the belts fit smoothly through the buckles without binding? Are the buckle holes damaged? Do all the buckles work? If any defects are found, the saddle should be cut up and thrown away.

Tree saddles are designed to suspend or hold trimmers in a stable work position, while providing the ability to move around the tree. Tree saddles are not designed for fall arrest. ANSI A-10.14 classifies tree saddles as a Class II restraint system to limit the fall of a climber to a maximum of two feet. So climbers should be instructed how to climb, crouch the rope and reduce the amount of slack in the line to prevent falling and injury. Lanyards should be used in such a way to limit the distance of any fall.

Saddle connections to the climbing line should be made with locking rope snaps or with carabiners as approved by ANSI Z-133.1. Self-closing snaps can roll out when more than one snap is connected to a D-ring or when two snaps are linked together. Self-closing snaps can also roll out when connected to belt webbing loops or used with the smaller D-rings that can open the gate. Have your climbers been instructed never to connect their safety lanyard to the tool lanyard ring? It is a good idea to visually check each rope snap connection rather than just relying on hearing the "click." It is also a good idea to make sure all buckles on the belt are securely closed.

Storage should be in a cool dry place, out of direct sunlight and away from saws, gasoline, oil and batteries. ANSI A-10.14 calls for a detailed, in-depth inspection at least every six months with the date of inspection being recorded.

New saddle selection will be challenging with all the new styles and features. Even the best saddles feel awful if the wrong size is selected. A good saddle is a long-term investment. Take your time in choosing one. While new materials enable manufacturers to build lighter weight saddles, be sure the saddle you buy is durable and functional, as well as lightweight and comfortable. Fit, feel and quality construction will be the best value in the long run.

Please circle 7 on Reader Service Card
Greenlee
Fairmont has introduced a new line of hydraulic utility pruners designed for utility line clearing and selective pruning of shade trees. The Model 48200 includes Super Sleeve, which facilitates use with both open- and closed-center systems. The pruners' cut capacity accommodates branches up to two inches in diameter. All models include a trigger guard for safety and a heat-insulated handle. And all of Greenlee's new pruners are in compliance with OSHA current leakage regulation 1910.269. For more information, and a distributor nearest you, contact: Greenlee Textron, 4455 Boeing Drive, Rockford, Illinois 61109-2988. Phone: 815-397-7070; Fax: 815-397-1865. Web: http://www.greenlee.textron.com

Vermeer Manufacturing Company recently introduced the BC 2000 brush chipper for tackling high-volume organic chipping projects. The BC 2000's loader is a new, labor-saving feature that can help operators chip a higher volume of trees faster and more efficiently. Powered by a 200 hp, 6-cylinder Cummins 6BT5.9 engine, the drum-style chipper is big enough for some of the toughest land-clearing jobs. It has a lifting capacity of up to 3,000 pounds that improves efficiency and productivity. At full reach, its steel loader can lift a 7-1/2 foot log that's up to 20 inches in diameter. It also enables operators to place materials on the infeed table. The BC 2000 has been designed with tandem wheels for increased stability and flotation and more even weight distribution when rolling across yards and fields. For more product information, contact National sales Manager, Doug Hundt or International Sales Manager, Daryl Bouwkamp at Vermeer by calling toll free 888-VERMEER (837-6377).

Daloz Safety, formerly Willson Safety, has expanded its Bilsom hearing protection line with its new PerCap hearing protector. With a noise reduction rating (NRR) of 21, it offers several features: Foldable headband for easy storage; lightweight headband for comfort and enhanced worker acceptance; replaceable molded polyurethane foam pods eliminate ear canal irritations; rotatable headband with swivel attachment of pods for easy alignment under the chin or over the head positions, which makes it suitable for electric utilities applications. For more information, contact: Elizabeth A. Antry, Marketing Communications Manager, at 800-345-4112, or by fax at 610-371-7874.
Time Manufacturing Company recently unveiled the all new Versalift VO-250/255 aerial lift, featuring increased working range, higher platform capacity and reduced maintenance requirements. The new lift offers 270 degree articulation of the upper boom, accomplished with a single cylinder and a simplified 4-bar linkage. No cables or chains are used in the new knuckle design, which also eliminates grease points at the pivot areas. Standard platform capacity is 350 pounds, but either unit may be rated up to 400 pounds, depending on chassis and stability ratings. For complete specifications and other information, contact the nearest VERSALIFT Distributor or Time Manufacturing Company at P.O. Box 20368, Waco, Texas 76702-0368. Phone: 254-399-2100.

ITB Co., Inc. introduces the Birchmeier Power LG Economy sprayer, a 5-gallon backpack sprayer with a specially designed diaphragm pump system. It is equipped with a yellow polyethylene tank, Birchmeier's hose, plastic valve, brass wand and plastic adjustable nozzle. The Power LG may be used for weed control, pest control, liquid fertilizer and, when outfitted with a vario gun, tree top applications. Agitator is available. Sprayers and accessories available at your local Birchmeier distributor. Additional sprayers available in this line. For information, or a local distributor, contact: ITB Co., Inc., 755 N. Laurel Rd., London, KY 40741. Phone: 800-866-1357; Fax: 606-878-9841.

JP Carlton Company introduces the totally new Model 3500-4 stump grinder. It combines the portability of a self-propelled machine with the power of a tow behind. This machine is only 35 inches wide, allowing it to get into tight areas while the 35-horsepower Wisconsin engine gives it the power to cut large stumps once there. Carlton Model 3500-4 incorporates many new features that improve both the cutting performance and life of the machines. Patents Pending. Contact JP Carlton Company at 800-243-9335 for further information.

TAMARACK
PO Box 370, Canton, NY 13617

1-800-858-0437

16' LONG CHIPBOX

(20) 1985-1989 GMC and Ford chassis; new tires, rebuilt alternator, starter and hydraulic pump; complete tune-up and service; average 50,000 miles; new interior; painted in your choice of color. Trucks work and look like new! $12,950 to 15,950. Limited warranty. Financing & Delivery available.
New Members, Officers to Serve on RISE Board

Norval K. Morey, a leading Michigan industrialist for more than four decades, passed away Thursday, Oct. 30, at his home on Lake Isabella. He was 77.

Morey was the founder and president of Morbark Industries, headquartered in the Michigan town of Winn, just a few miles from the farm where he was born.

With a sixth grade education and a natural gift for business management, Morey brought his company from very humble origins to a $100 million a year manufacturing operation.

Over the years, Morey earned millions of dollars in personal wealth, but prided himself in putting most of the profit back into the business to finance research and development, growth and expansion. He was not interested in living the lifestyle of the rich and famous, but rather, in coming to work every day and designing new products, figuring out better manufacturing methods and making the many business decisions required to keep the company moving forward.

He was the fourth child of eight born to Loyal and Hazel Morey. Growing up in rural Michigan during the Great Depression, he quickly learned the value of a dollar and the virtues of hard work.

His first real job, at the age of 15, was cutting cedar fence posts and logs. His wages eventually reached over three dollars a day. With a knack for working in trees, he was hired by a contractor clearing right-of-ways for power lines. Next, big timber called. He and his brother Burnell worked felling and bucking virgin timber in Idaho and California.

Eventually, he returned to Michigan and worked in a defense plant while waiting to be drafted. That call came in 1941. He served during World War II, fighting for nearly two years with the 88th Infantry Division on the front lines in Italy.

Returning to Winn after the war, he and Burnell decided that they would work for themselves. Pooling their life savings, they invested in 40 acres of cedar swamp, a Swede saw, an ax and dinner bucket and went to work cutting cedar posts and poles. The following spring they sold the product for more than $20,000. This success paved the way for the Morey Brothers Sawmill, which operated successfully in Winn for more than a decade.

In 1957, Norval met a local machinist named Bob Baker, who had designed a machine to peel the bark off a pulpwood log. The two made a deal to develop, patent and manufacture the debarker, and Norval's career as a manufacturer began.

Working throughout the winter with Baker, Don Strong and Norval's brothers Leo and Harry, the crew managed to perfect a prototype machine and the Morbark Debarker Company was born. The first machine sold in March 1958 for $3,950. By the end of the year, 43 units were sold with hundreds more projected for 1959.

Sprawling across 40 acres of land that was once his back yard, today Morbark employs nearly 600 workers who manufacture and market heavy equipment for the forest products, sawmill, tree care and solid waste recycling industries.
- **270° upper boom articulation**
- **125° lower boom articulation**
- **Up to 400 lb. platform capacity**
- **No chains or cables at the knuckle**
- **Non-lube bearing at all pivot points**

Redefines the Tree Care Aerial!

All new, and ready to go to work! These new VERSALIFTS give you more side reach, more articulation and more platform capacity than ever! From its new high strength steel lower boom, through its unique 4-bar linkage at the knuckle to the new, cleaner boom tip, it was totally designed for the tree care professional.

To make money for you, any tool must work and VERSALIFT offers you the most maintenance-free aerial on the market, with expanded inspection intervals, no overhaul requirements and a 10-year structural warranty!

See your VERSALIFT Distributor to set up an on-site demonstration or call: **254-399-2100**

P.O. Box 20368 • Waco, TX 76703-0368 • 254-399-2651 (fax)

Please circle 45 on Reader Service Card
**Events & Seminars**

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

**December 10-12, 1997**
Rocky Mountain Regional Turfgrass Assoc.  
44th Annual Turf Conf. & Trade Show  
Curtigan Hall, Denver, Colorado  
Contact: 303-770-2220

**December 12, 1997**
Clemson Cooperative Extension Service  
"Tree School,"  
Drs. Don Marx, Kim Coder, & Don Ham  
Beaufort, South Carolina  
Contact: Ellen Strother at 803-549-2596

**January 9-11, 1998**
ERNA'S EXPO  
Meadowlands Exposition Center  
Secaucus, New Jersey  
Contact: 800-376-2463

**January 13-15, 1998**
Indiana Arborist Association  
Annual Winter Conference  
Indianapolis, Indiana  
Contact: David Wenk at 219-637-5816

**January 14, 1998**
South Carolina Landscape & Turfgrass Association  
22nd Annual Conference & Exposition  
Columbia, South Carolina  
Contact: 803-790-2798

**January 15-17, 1998**
Mid-Am Horticultural Trade Show  
Navy Pier, Chicago, Illinois  
Contact: 847-526-2010

**January 19-22, 1998**
Michigan Turfgrass Foundation  
South Convention Center  
Lansing, Michigan  
Contact: Kay at 517-321-1660

**January 19-22, 1998**
Professional Horticulture Conference of Virginia, Ltd.  
Virginia Beach Pavilion & Hotel  
Virginia Beach, Virginia  
Contact: Polly Carden at 757-523-4734

**January 21-25, 1998**
Idaho Nursery Association  
Idaho Horticulture Show  
Contact: 800-462-4769

**January 22-24, 1998**
New England Grows!  
Hyms Convention Center  
Boston, Massachusetts  
Contact: 508-653-3009

**January 26-30, 1998**
5th Annual ProGreen Expo  
Colorado Convention Center  
Denver, Colorado  
Contact: 303-736-8028

**January 28-31, 1998**
Professional Lawn Care Assoc. of America  
3rd Annual Management Conference  
Embassy Suites-LaJolla  
San Diego, California  
Contact: Michael Gaffney, 800-458-3466

**January 29-30, 1998**
UNM Cooperative Extension Service  
Think Trees New Mexico Conference  
Albuquerque, New Mexico  
Contact: 505-243-1386

**February 1-3, 1998**
Penn.-Del. Chapter, ISA  
33rd Annual Shade Tree Symposium & Trade Show  
Lancaster, Pennsylvania  
Contact: E. Wertz at 215-795-2096

**February 10-15, 1998**
NAA Winter Management Conference  
Hotel Inter-Continental  
New Orleans, Louisiana  
Contact: Carol Crossland, 603-673-3311

**February 17-19, 1998**
Landscape Contractors Assoc. MD-DC-VA  
Winter Workshop 1998  
Univ. of Maryland Shady Grove Center  
Rockville, Maryland  
Contact: Anne Trone at 301-948-0810

 Send information on your event to: Tree Care Industry, PO Box 1094, Amherst, NH 03031.


Catch the Wave

Thank you for including Arbor Tree Experts, Inc., in the article “Chipping in for the Environment” in October’s TCI. I’m sure you have raised the consciousness of many people with regard to the problem of what to do with wood waste.

There’s no doubt that recycling is the wave of the future and your publication is doing the entire industry a service by bringing this issue to the forefront.

Garry Senato, President
David Hyland, Executive VP
Arbor Tree Experts, Inc.
Virginia Beach, Virginia

Defining Disease Resistant

In response to your article “Return of the Elm,” I add these comments and suggest you reprint the attached “Cincinnati Elm Program Criteria.”

This list of criteria for the Cincinnati Elm Program resulted from five years of consultation with a dozen of the country’s leading elm researchers and managers of elm nursery projects. The criteria may be useful as a guide for other communities.

Nearly all of the nearly 500 participants in the Cincinnati Elm Program can be considered professionals — over 300 garden club members in 78 member garden clubs of the Federated Garden Clubs of Cincinnati and vicinity, elm researchers, urban foresters, arborists, landscape planners, tree nursery operators.

Cincinnati Elm Program Criteria

1. Substantial tolerance to potent inoculations of the aggressive strain of Dutch elm disease fungus (demonstrated in greenhouse and field tests) or decades-long DED free history.

2. Single, well documented elm selection that looks like an American elm.

3. Research and testing that is scientifically solid, validated, clearly stated, peer reviewed.


5. Professional management of the community elm nursery, marketing, transplanting and site maintenance program.

6. Frequent communication between participants.

Your splendid article should raise considerable interest in newly developed elms.

William F. Monroe
Cincinnati, Ohio

Safety Lessons

I greatly enjoyed the article “Determination and Skill Lift Teacher to New Heights” in the October Issue of TCI, while working in New England some years ago I purchased and used Ms. Castonguay’s “1994 New England Recommendation Guide for Insects, Diseases and Weeds of Shade Trees and Woody Ornamentals.”

Her personal experience of the benefits of chain saw chaps shows that we all draw different conclusions from such near-miss accidents. While Ms. Castonguay concluded that chaps saved her a severe injury, I concluded from the story that several other standard safety recommendations were ignored that day. Namely, if you have to move on a slope, shut off the chain saw if you are moving very far. If you are moving a short distance, activate the chain brake and take your hand off the throttle! A properly maintained and activated chain brake would have prevented slicing up those perfectly good chaps and conserved adrenaline! Work Safe.

Jonathan Cook
Foreman, Bartlett Tree Experts
Santa Barbara, California

Please circle 4 on Reader Service Card
PPEMA, CARB, VOC
Air pollution and two-stroke engines don't mix in California
By Colles Stowell

VOC (HC) Emissions Inventory
From All U.S. Sources

0.8% from portable lawn and garden

99.2% from all other sources, such as industrial processes, residential fuel consumption, autos and trucks, recreational marine vehicles

To be a kinder, gentler nation requires making some tough decisions. Decisions that could never please all the people all the time. And when the issue pits big manufacturers and small businesses against governmental regulation, you can be sure an expensive and lengthy court battle is not far away.

Such a battle has been brewing for some time between the Portable Power Equipment Manufacturers Association (PPEMA) and the California Air Resources Board (CARB). Burdened by an intense demand to reduce ever-increasing hazardous emissions from entering the atmosphere, CARB has implemented some ambitious restrictions.

But PPEMA members say those new standards, which are even more strict than those imposed by the Environmental Protection Agency, are technologically infeasible and may ul-
Carlton Model 3500-4
Self-Propelled, 35 Horsepower, 4-Cylinder Wisconsin Engine

Completely New

Your Toughest Stumps Just Got Easier

From the same company that brought you Suspension, Remote Control, and Hydraulic-Controlled Self-Propelled Stump Cutters comes the new standard in self-propelled Stump Cutters. The all new Model 3500-4* combines the portability of backyard machines with the power of tow-behinds to create an extremely productive stump cutter.

* Patents Pending

For more information call 800-243-9335
Arm Power Equipment

Ultimately shut down the two-stroke equipment industry in California. Current versions of many chain saws and all brush cutters, leaf blowers and the like could be illegal soon because of emissions outputs.

PPEMA leaders say millions of dollars are at stake, while the state of California claims the public's health is at risk.

CARB launched its new campaign to reduce emissions after the EPA issued a mandate in the federal Clean Air Act in 1990 that all emissions had to be reduced drastically. CARB's Tier I emissions-reduction plan was approved in 1990 and implemented in 1995.

The Tier II phase, which also was approved by the board in 1990, is set for implementation on Jan. 1, 1999. The proposal only encompasses products that are manufactured or sold after that date.

Before CARB's Tier II could be implemented, the EPA had to sign off on California's proposal, which it did. After the EPA gave CARB the go ahead, members of the portable power equipment industry voiced their opposition, claiming that the standards called for impossible reductions in the emission of volatile organic compounds (VOCs) in the atmosphere.

At the same time, PPEMA officials agreed that significant reductions were needed from the Tier I in the emission levels of hydrocarbons, carbon monoxide, particulate matter and nitrogen oxides from two-stroke engines. But they also stressed that Tier II levels would virtually prohibit industry sales in California.

"The stakes are enormous," notes PPEMA Executive Director Don Purcell. "The impact of the Tier II standards California has proposed would eliminate two-cycle engines in most of California. Eighty-five percent of our shipments to the state of California will be stopped."

Purcell explains that the new regulations would cover all hand-held trimmers, blowers and other lawn care equipment, as well as all chain saws under 45cc.

Losing that level of sales in California would be devastating to most companies. Purcell reports that the industry as a whole shipped a total of 7 million hand-held, two-stroke power equipment units last year in the United States. Of that total, nearly 550,000, or 8 percent, was shipped to California.

PPEMA, whose members include the likes of Stihl, Shindaiwa, and Husqvarna, argue that the two-stroke industry presents such a small portion of the massive pollution problem in California that imposing such strict regulations will do nothing to help the big picture.

To bolster their claims that this type of equipment causes little pollution, PPEMA contracted for a study which indicated that .8 percent of the overall VOC emissions in the United States comes from two-stroke engines in chain saws, trimmers, leaf blowers and similar equipment. The same engines produce .6 percent of all carbon monoxide emissions in the country and less than .1 percent of all nitrogen oxide emissions.

According to Purcell, about 86 percent of the VOCs contributed by two-stroke equipment comes from large-scale commercial logging equipment that is exempt from regulation by CARB. On the other hand, the type of lightweight chain saws used by arborists while climbing would be subject to the new regulations.

The study, conducted by Heiden Associates for PPEMA in 1993, also suggested that it would take a two-stroke chain saw 439 years to produce the same amount of VOCs produced by a car in one year. It would take a portable trimmer 21 years...
to produce the same level of VOCs.

PPEMA officials have said they would support the EPA's Phase II emissions standards, which would in effect cut harmful emissions by 50 percent, as opposed to the more than 80 percent reduction sought by CARB.

Tom Bunch, president of Shindaiwa, Inc., admits that, "Emissions levels do need to be cut back." But he adds, "If we're committing to cut that in half, it seems that we're doing our fair share as an industry. There are bigger fish to fry.

"There is a substantial amount of money involved. All manufacturers now have exhaust-emissions labs. We've [Shindaiwa] spent in excess of $1 million on testing equipment specifically set up for two-cycle engines just to try and reach compliance with CARB's standards."

David Zerfoss, president of Husqvarna, agrees. "Our industry and its individual manufacturers have spent millions of dollars to date in research and engineering to address the emissions issue. The CARB Tier II standards, as proposed, definitely pose a challenge for all two-stroke engine manufacturers."

Zerfoss, like many other industry leaders, acknowledges the importance of reducing emissions levels, but he thinks the framework for CARB's Tier II regulations will dramatically change the industry.

"The current CARB time line for implementation may prove to be difficult for many two-stroke engine manufacturers to meet. At the very least, we are likely to see the number of product lines available to the consumer reduced across the board," he predicts.

But CARB spokesman Richard Varenchik counters that the state of California is only responding to mandates imposed by the federal government, and that the regulations proposed by the board are not technologically impossible.

"We have no choice," Varenchik insists. "We have a federal gun pointed at our head. We submit proposals when we think the technology is there or close enough that with a little stretching and a little work they can make the product meet the emissions standards."

Varenchik says that PPEMA's response to the threat of increased emissions regulations is no different than other industries facing regulation. "The argument they typically make is, 'We're such a tiny slice of the pollution pie in California to be regulated.' Our response is that an automobile of the '90s is 90 percent cleaner than those of the '70s. Those of the mid-2000s will be 90 percent cleaner than what we have now."

Motor vehicles currently account for about half of California's emissions problems. According to Varenchik, the rest is divided among smaller industries, and each time one of them faces stricter regulations that will cost them money, they complain that the new standards will bankrupt their industry.

Varenchik points to the charcoal lighter-fluid industry, which recently was hit with more stringent emissions standards. The industry complained loudly that the new benchmark was impossible to meet and would put an end to sales in California. Varenchik says that, faced with a deadline, the industry re-engineered its product so that it exceeded the new standards.

Varenchik also says that a two-stroke engine has been developed that meets the CARB Tier II standards. He also notes that some companies are developing four-stroke engines that are light enough to be portable and still meet Tier II standards.

But PPEMA officials say the four strokes are still too heavy to lug into a tree, and independent preliminary testing does not show that they meet all of CARB's Tier II standards. As for the two-stroke that Varenchik claims will meet the tougher standards, Purcell says that he has heard the claims, but the product is not in the marketplace yet and he has not seen any reports from either CARB or the engine's manufacturer to verify that information.

Meanwhile, the suit against the EPA has been delayed while officials with PPEMA and CARB try to negotiate a compromise. Purcell reports that CARB officials have expressed a willingness to reach an agreement. PPEMA is currently advocating the possibility of reducing the spillage of gasoline in two-stroke engines. Purcell says coupling that technology with the EPA Tier II standards should split the difference between the EPA levels and those at CARB.

"We want to encourage new technologies," he emphasizes, "but the products must stand up to performance, durability, and price standards."

Colles Stowell is a freelance writer and is syndicated nationally on UPI radio.
**Team Building**

By Kevin E. O’Connor

**“Be yourself.**

*Figure out what you’re good at. Hire only good people who care.*
*Treat them the way you want to be treated. Switch from macho to maestro.*
*Identify your one or two key objectives or directions.*
*Ask your co-workers how to get there. Listen hard. Get out of their way.*
*Cheer them. Count the gains. Start right now.”*

Warren Bennis

Some leaders possess a natural, succinct ability to discover what others think. When confronted with a difficult situation, these talented leaders know just how to get the other person to cooperate with them—as a team.

The roles of team leader and team member are infinitely intertwined. One cannot succeed without the other. There is no success for a team leader without a successful team of members contributing their fair share. A common dilemma of team leaders is how to guide themselves, especially when they feel responsible for the success or failure of the team.

There are several important guidelines that effective team leaders use to keep themselves on track when they are working with others. Each of these tips and techniques can be used individually at your next meeting. However, resist the temptation to use them all at once!

**Teach responsibility by giving it**

Teams exist to support, develop and create. Our social nature as human beings seemingly requires a certain amount of structured interaction for work to proceed. In order for a team to support an individual or a corporate goal, a base for acceptance must be found, which enables individuals to grow and move. Corporate goals need acceptance in the same way. This feeling of acceptance is of utmost importance for team members to feel connected and included.

A great way for leaders to help others feel accepted is to give them responsibility before they are ready for it. Don’t wait until they are completely competent. Help your team realize their hidden abilities by discovering their talents before they do.

Whenever possible, delegate the responsibility for agenda items or ideas, catering safety meetings, presentations and breaks. Then, as the content emerges during the course of the meeting, assign duties to pairs of individuals, small groups or teams within the teams.

Whenever you give short homework assignments, learning environments are created that enrich and renew themselves. A strong learning culture based on individual responsibility is the key component of any successful team.

**Brainstorm through the agenda**

Brainstorming is a common, yet habitually overlooked technique at routine meetings. It is easy for a leader to attempt to just “get through the agenda.” This is a frequent, critical error that team leaders make. Every major piece of research on teams and employees asserts that the job of the leader is to elicit ideas from the attendees for optimal learning to happen. This is not to say that leaders must agree with or act on every idea. The task is merely to surface ideas in order to create a dynamic learning environment, encourage attention, and more importantly, enhance attendees’ receptivity to new ideas.

**Be a facilitator, not an expert**

As a facilitator, team leaders have traditionally steered the process and helped others to interact around a common goal through structured events, meeting formats, permission-giving directions, exercises and learning opportunities. We have all participated in groups that use small group discussions, task groups, subcommittees or a host of other tactics for the sole purpose of helping gaps of individuals open up and talk to one another.

Good facilitators make group members comfortable with one another and with the group process. The more that a leader strives to make audience members feel included, the more successful their contribution to the group will be. The less connected they feel, the more difficult the process.

**A checklist for productive meetings**

To create a greater feeling of inclusion for audience members, leaders should:
- emphasize first names on participant’s name tags:

---

36

TREE CARE INDUSTRY - DECEMBER 1997
begin with some initial structured interaction in very small groups of two or three;
• introduce new members;
• recognize tasks done well;
• prepare a list with participant’s titles, phone numbers and E-mail addresses; and
• always be a gracious hostess or host.

Acting as a “decision-mover”

The team leader can move the agenda forward by selectively drawing forth ideas from the group, linking them together, seeking a consensus, illuminating key points, then moving to the next step in the process. When the leader makes a decision as a part of the group, an agreement is made as a direct result of the group’s deliberations. The leader’s role here is to advertise the decision a kind of “look what we just did” function. However, when the leader makes a decision apart from the group, then he or she predicts what the needs, wishes and requirements of the group will be. Trouble will develop if the leader tries to make decisions that should rightfully be made by the group.

This “decision-mover” function can also be called “democratic control.” If you have ever traveled to Europe, Italy for instance, you may notice that people do not form or wait in lines. Italians do not line up, they just move forward all at once! Americans, on the other hand, instinctively line up; we obey constant directives to form lines everywhere from airports to fast food restaurants. For us, this is a type of democratic control. We don’t have to think about what we need. Someone else will make the decision for us, which frees us to do and think about other things. But heaven help the person that oversteps the bounds and makes decisions that should be ours to make. So, too, with the team leader and group.

Don’t be afraid to judge that which is yours to decide, but take care to let others know the “who, what, when, where, and how” of your decisions. Always reveal your decisions to the team and respond accordingly to any group or individual signs of discontent.

The critical (and creative) role of animator

The most critical role for the team leader is that of animator. This is the fundamental collaborative function where alternatives are developed, ideas become action and the group “helps its baby take the first steps.” It is also this key function that accounts for most team leader failures. Good facilitation and helpful decision-making will not compensate for a leader who cannot animate the group.

Animators need only to ask obvious questions to be effective: “What are some ways that we can use this information to move forward just a little bit?” or “What small steps need to happen, even over the next few days, to help us feel that we are on track to resolving our problem?” When teams are discouraged, leaders can cleverly get the group moving in a positive direction with: “How come things aren’t worse? What are we doing to keep them from getting worse?”

Resist the temptation to do it yourself

The combined goals and efforts of the group members and leaders create teamwork—an often desired, yet difficult to achieve outcome. I asked an international student from India what differences she noticed living in her hometown and living in Chicago. She knew the language very well, was very “Americanized,” and had much experience with our culture. Her response was right to the point and very firm.

“I still have a hard time with how individual everything is here. Back home everything is the community, your neighbor, the group. We make decisions based on them, not on ourselves. The community is our every focus. Here it’s just so individual, hard for me to get used to. It’s not bad, just different.”

As I reflected on what the student said, I wondered if this could be one reason why teams are sometimes so difficult for us. Could it be that we just don’t have the skills of teamwork, the understanding for it, or the trust that might be necessary to make it work for us?
Team Building

Developing teamwork skills

As children or adults, we all have some experience with sports teams and know what the rules are. It is inherent in our culture to know how to play together on a team. But to work on a team, to produce that which does not now exist, may be a very different matter.

To work on a team means at least three things. First, we give over a certain amount of our personal control to the group, leader or goal. As such, we have less direct control over our immediate future and outcomes. No one needs the time together need not be away from the shop. In fact, the preferred way to create bonding is through the work itself.

Secondly, working on a team takes time together. Familiarity is also an important need of team members. This time together need not be away from the shop. In fact, the preferred way to create bonding is through the work itself.

Third, working on a team demands that we change our minds on a regular basis. Remaining open and ready to give up what we think can be as unsettling as standing on shifting ground.

One executive said, "I just wish the team was a little bit more predictable." A colleague that overheard him added "A lot more predictable!" Neither expressed dissatisfaction with the productivity of their team. In fact, both indicated that great work was being accomplished. But, it was still a difficult thing for them to face the change required to be a part of the team.

The three Fs

The leader's challenge is to maintain a delicate balance of letting it happen—the time, the uncertainty, the change—and at the same time providing the reassurance that movement is happening. Leaders of teams need to remember to be firm, friendly and fair. This leadership skill is a basic and incredibly important feature of teamwork—respect. Firmness shows respect for self, friendliness shows respect for the others, and fairness shows respect for the interaction of all members of the group.

It is a timeless truth that groups win or lose, stand or fall based on how its members feel they are treated. Roger Dawson, the negotiating expert, reminds himself of this with the question, "Am I paying enough attention to the people problem here?" When team leaders focus too closely on the outcomes or semantics of the task at hand and consequently neglect the people, interaction, feelings generated and the perceived respect, they move into a territory littered with the dead bodies of past leaders.

Your team possesses the information to help you succeed

Kets deVries wrote, "The derailment of a CEO is seldom caused by a lack of information about the latest techniques of finance, production or industry, rather, it comes about because of a lack of an interpersonal skill...the failure to get the best out of the people who possess the necessary information."

With teams, leadership depends greatly on the people skills perceived by the group. Conversely, team leaders depend greatly on the contribution of the team members. Incorporate these ideas into your team building techniques for immediate results. Do it now, don't wait until you're good at it!

Kevin O'Connor is a speaker, trainer and corporate consultant. He is a faculty member of Loyola University in Chicago and is the author of four books, his most recent being, "When All Else Fails: Finding Solutions To Your Most Persistent Management Problems" and "The Communications Coach." He will present a seminar on Team Building at the NAA's Winter Management Conference in New Orleans on Feb. 13, 1998. For more information on attending the conference, contact the NAA at 800-733-2622.
"We've noticed a great improvement in the performance of our equipment after installing KEY KNIFE systems."

Michael Hutnick, Tree Care Inc.

"In drum chippers, I can change the Key Knives in about 30 minutes compared to 1 1/2 to 2 hours with the old knives."

Mickey Arcangelo, Shop Foreman

Available from

WESTERN TREE & LANDSCAPE SUPPLY
11530-B Elks Circle, Rancho Cordova, CA 95742-7357
(916) 852-8900 • (800) 94-ARBOR • Fax (916) 852-5800

Upgrade existing Chippers and specify KEY KNIFE on new machines!
Where Did All the Employees Go?

The headlines tell a story that tree care company owners know all too well: “Unemployment at Lowest Level in Three Decades ... Scarce Workers Pressure Employers on Wages ...”

Finding dependable workers for entry-level positions has long been a challenge in the tree care industry. What’s an employer to do? Recruiting experts offer a few suggestions.

• Try the welfare office. With state and national pressure to move welfare recipients into the workforce, grants, wage reimbursements and training funds are more readily available to company owners who agree to hire and train welfare recipients. Since you will have to train employees who are new to the industry anyway, why not have the government pick up part of the cost?

• Be creative in your Help Wanted advertising. Find out if your local paper will let you place an ad in the sports or food sections. Seek out alternative publications, such as church or community group newsletters. Reward employees who refer someone to you.

• Keep your current employees happy. Investigate low-cost employee benefits and be creative when it comes to flexible hours and job descriptions. Experts report that replacing a departed employee costs 100 percent to 150 percent of the worker’s annual wages.

Disappointed by the Internet?

You heard so much about the Internet that you just had to get online to find out what everyone was talking about. Little did you know that what attracted you to the Internet as a business owner—the fabulous marketing opportunities—would send a whole new class of junk mail in your direction.

A pile of junk faxes clogging your machine every morning is bad enough. Now they are after your computer!

Junk E-mail, known as Spam, has become an annoying reality as the World Wide Web has changed over the years from a source of information to an electronic marketplace. And the beauty of junk E-mail, from the perspective of the vendors, is that it is a lot cheaper than bulk mail rates.

Where do you stand on the issue? Some are no doubt annoyed. Others may be looking into direct marketing E-mail to promote their tree care businesses. For more information on what’s legal (and what might be illegal in the future), try www.spam.abuse.net or www.cyberpromo.org

Survey Says ...

The three-martini lunch is dead. So are restaurants, according to a recent survey from KFC, the fast-food chicken chain. Almost 43 percent of workers eat lunch either at their desks or in their cars. And 56 percent of those polled take less than 15 minutes for lunch ... An employment-screening company in the Midwest asked employers about the next generation. Almost 60 percent believe the work ethic of those entering the labor force is worse than a decade ago ... Employee attacks on bosses make up 17 percent of workplace violence ... By a margin of about 10 percent, women are more likely than men to feel guilty about calling in sick ... A study in Colorado reports that employees are happier and more productive when they work with a friend.
The E-Z Beever Model 2400 is one of eleven high performance chippers in Morbark's new 2000 Series.

Morbark started a revolution in the early 1980s with the invention of the disc-style brush chipper. We shook the industry again in the early '90s with the invention of the E-Z drum-style chipper. We don't believe the perfect brush chipper has been built yet, but we aim for that goal every day. It must be working, because thousands of customers over the years have turned to Morbark for simple, dependable, heavy duty wood chippers.

http://www.morbark.com

We thank you for your past business as we continue making every effort to earn your business now and in the future. With that goal in mind, Morbark is proud to introduce our new 2000 Series of E-Z Beevers. Seven exciting new designs. High performance chippers in every size range to fit every waste wood disposal application and budget. Contact your E-Z Beever dealer or call us toll free at the factory for more information on our new '98 models. Ask for a demonstration. Compare features, performance and production and we believe you'll find the best value where you've always found it . . . in a Morbark chipper.
Exciting Programs at
Winter Management Conference


"It's extremely impressive," says Barry Cullen, executive director of the NAA. "The number of NAA Associate Member companies who have stepped forward and chosen to lend their support in contributing to the success of the NAA's annual Winter Management Conference is outstanding!"

The NAA Associate Members are introducing an exciting new twist to the traditional "info-merical" - A special luncheon is scheduled for all delegates where participating Associate Members plan to feature informative presentations, special video programs and introductions to such topics as new equipment, special arborist services, advancing technologies, company histories and corporate philosophy, special methods of working with the arborist community and ways of preserving our natural environment.

This setting provides an opportunity for all delegates to listen, learn and become nourished. A record-setting 21 Associate Member firms provided their commitment for the 1998 program. Each company has selected to contribute, hosting particular conference events including the keynote speaker, seminar speakers, the Member continental breakfasts, the opening reception entertainment and the theme party entertainment.

The NAA is fortunate in having such a supportive and active group of Associate Members who feel that their involvement makes a positive difference, not only to the commercial arboriculture industry, but to their bottom line as well. Their willingness to participate in the conference help make it the industry's premier management meeting.

Registration and speaker information is being prepared. All NAA Member firms will receive a personal invitation to attend the 1998 Winter Management Conference. Companies who have yet to join the NAA are welcome as well.

New Orleans is accessible by air from almost every major U.S. city. Special air transportation has been arranged with US Airways (call their Meetings and Convention Center at 1-800-334-8644 and reference NAA's Gold File #16610298) and Continental Airways (call their Meeting Works Department, 1-800-468-7022 and reference NAA's Z code: ZXN6). The Hotel Inter-Continental's reservation phone number is 800-445-6563 and reference the NAA's room block. Contact the NAA for more details: 800-733-2622.

ACRT, Inc.
Richard Abbott, Sue Abbott
Customized classes in urban forestry and arboriculture, and line clearance tree trimming at your location or our training facilities

Aerial Lift of CT
Ernie DePiero
Manufacturers of Aerial Lifts of Milford, Connecticut, since 1958. Lifts range in height from 38 feet to 75 feet

American Arborist Supplies Inc.
Richard Miller
The professional's source for everything that makes the job easier and safer

Bandit Industries Inc.
Jerry Morey
The industry's most complete line of hand-fed, hydraulic disc and drum chippers, whole tree chippers and waste reduction and recycling equipment

Bartlett Manufacturing Company
John Nelson
Manufacturer of the highest quality professional tree pruning tools since 1912. Distributors of name brand climbing gear and arborist ropes

Bishop Company
Jack McCormick
Celebrating our 50th anniversary serving professional arborists with the newest product innovations

Cummins Michigan
Jim Osborne
Manufacturing durable, fuel-efficient engines for the arborist industry

The Doggett Corporation
Roger Mellick
Providing professional show-release injectable tree fertilizers, mycorrhizae and organics

First Sierra Financial Inc.
Bruce Krah
Featuring the ArborCard and fast, pre-approved leasing

The Hartford
Mike Rook, Jenny Mortell
Providing property and casualty insurance for the arborist industry

Husqvarna Forest & Garden Company
Steve Wood
Manufacturing arborist chain saws, clearing saws, cut-off saws and lawn & garden products
J.J. Mauget Company
Nate Dodds
Providing the time proven micro-injection system

Ogilvy Gilbert Norris & Hill Insurance Agency
Mark Shipp
Specializing in insurance for the arboricultural industry.

Power Great Lakes Inc.
Gary Winemaster
Perkins industrial engines, GM industrial gasoline engines. Serving OEM and parts distribution markets.

PoulanPRO
Fred Danielson
PoulanPRO chain saws, trimmers, blowers and mowers — all specifically for the arborist industry.

Southco Industries Inc.
Richard Goforth

Stihl Incorporated
Mark Hilliard
Stihl is committed to designing and building high quality and innovative products. Manufacturing a full line of chain saws, trimmers, edgers, blowers and cut off machines for all of your outdoor power equipment needs.

Teco, Inc.
David Wick
Manufacturer of aerial lifts and digger derrick equipment for the tree care and utility industry.

Terex Telelect Inc.
Tommy Nix
A leading manufacturer of digger derricks and aerials for the utility and tree care industries. Supported by a complete distributor, service and replacement parts network throughout the US and Canada.

Vermeer Manufacturing Company
Vince Newendorp, Denny Vos, Chris Nichols
Manufacturer of brush chippers, stump cutters, tub grinders and tree spades for the arborist industry.

Wood/Chuck Chipper Corporation
Dennis Beam III
Manufacturer of the Wood/Chuck disc, drum and EcoChip Chippers specifically designed for the tree care company, utility and landscape contracting industries.
IF YOU TAKE YOUR TREE CARE CAREER SERIOUSLY...

TAKE A LOOK AT THIS

The Tree Care Specialist Program

Here's a comprehensive program that puts together all the training you need to move your career ahead.

The Tree Care Specialist Program is:

- Flexible
- Employer Guided
- Self-Paced

The Tree Care Specialist Program offers you:

- Increased knowledge in the field of tree care
- Ways to increase your productivity
- Thorough training in safety techniques

Isn't it time you took hold of your career and your future? Call us toll free today for more information about Tree Care Specialist or any of the training materials available from the National Arborist Association.

Call
1-800-733-2622

NATIONAL ARBORIST ASSOCIATION
P.O. Box 1094, Amherst, NH 03031
Fax: 603-672-2613
E-Mail: 76142.463@compuserve.com

Please circle 29 on Reader Service Card
HELP WANTED

SUPERVISOR POSITION. We are an established tree company located in Hawaii seeking a supervisor to be in charge of operations, which includes, but is not limited to: planning jobs, scheduling jobs, supervising approximately five crews and estimating. Applicant MUST be a certified arborist with a CDL driver's license. It is required that applicant have a minimum of 5 years climbing experience (which includes pruning, shaping, rigging, take downs and removals) and 5 years utility line clearance experience (which includes knowing how to operate an aerial bucket truck). A knowledge of cranes would be helpful. Pay is based on experience. Benefits include paid medical and dental insurance, paid federal holidays, vacation pay, 401(k) pension plan and a profit sharing plan. Send resume with employment references to: Jacunski's Complete Tree Service, Inc., PO Box 4513, Hilo, Hawaii 96720.

Exciting Career Opportunities for Vegetation Managers
Rapidly growing Vegetation Management Company is looking for experienced Division Managers to work out of our regional and branch locations throughout the U.S. Must have a minimum of two (2) years experience in Vegetation Management and/or a degree in horticulture / arboriculture / urban forestry or related field. Must be self-motivated, decisive, creative and have strong organizational skills. We offer: excellent starting salary, company paid health insurance, excellent working environment, bonuses, vacations, 401k program. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: DeAngelo Brothers, Inc., Attention: Paul D. DeAngelo, 100 North Conahan Drive, Hazleton, PA 18201. Phone: 800-360-9333; Fax: 717-459-5500. EOE / AAP M-F.

EXPERIENCED RELIABLE CLIMBER/FOREMAN needed for established Ohio tree service. We are looking for a motivated, take charge individual. $30 to $35K annually, 401k plan, health insurance, vacation. Opportunity to purchase. Send resume to General Tree Service, 7199 Havemann Rd., Celina, OH 45822 or call Rick at 800-521-2874.


Managing Arborist-Central NJ. Sales and service to residential and corporate. Must be fully experienced and knowledgeable of the industry. Competitive package, benefits and growth opportunity. Send resume: Box JNTCI, PO Box 1094, Amherst, NH 03031.
Safety Coordinator/Residential Manager position available for an established northern New York utility company that continues to grow. Salary and benefits negotiable. Call 315-386-8273 or fax 315-386-8331. Send resume to: Tamarack, PO Box 769, Canton, NY 13619.

Experienced foreman/climber needed for growing northern Virginia tree service. Great pay and benefits for qualified people. Call VTM Arborists at 703-818-9484 or fax resume to 703-818-3110.

Arborist/Sales
Established tree and turf care company looking for quality-oriented individual to work in a drug-free environment. Applicant must be ISA certified arborist with three years sales experience and be familiar with all aspects of tree care. We are the only arboricultural company within a hundred mile radius, located in one of the fastest growing counties in the country. There is and will continue to be plenty of room for growth. If you are a goal-oriented, career-minded person with a "can do" attitude and the necessary skills, we are looking forward to hearing from you. Please mail or fax your resume to: Empire Tree and Turf, 2704 Gordon Highway, Augusta, GA 30909. Phone: 706-854-0926; Fax: 706-651-1648.

Arborists, Experienced Tree Climbers.
Year-round work with endless potential for OT. Attractive benefits package. Top pay for experienced climbers! Come work in a relaxed environment where performance and results are what matter most!! Call Rich in NY at: 914-666-7035 or apply in person at: 5 Center Street, Bedford Hills, NY 10507.

Salesman/Foreman for fertilizer and spray accounts. Small company, large customer base—3,000 to 4,000 to be marketed. For more information, contact Holbrook Tree Service, 252 Union Street, Yarmouthport, MA 02675. Phone: 508-362-8058.

Climber/Foreman wanted by established (20yr) Seattle area tree service. Excellent compensation (DOE) and benefits for organized, reliable, and productive individual. Year-round work with overtime and personal recognition. Heavy into removals with better-than-average equipment. Good driving record required. Drug-free workplace. EOE Pacific Tree Service. Phone: 425-485-6535.

TREE CLIMBER!
The Maryland-National Capital Park and Planning Commission, Montgomery County Department of Park and Planning is seeking two experienced Tree Climbers in Chevy Chase and Rockville, MD. The positions require a HS Diploma or GED, and three years of tree maintenance experience, that includes two years of experience as a tree climber; or an equivalent combination of three years of education and experience. Must obtain a valid Class A Commercial Driver's License within six months of employment. The incumbent will climb trees to remove hazardous branches, climb trees for removal, fall trees and associated cleanup. We offer an excellent benefits package and a salary range of $21,819 - $27,683 [Maximum $33,547]. THIS POSITION IS OPEN UNTIL FILLED. Send resume with SSN and salary to: Maryland-National Capital Park and Planning Commission, ATTN: Recruiter/#13529, 6611 Kenilworth Avenue, Suite 103, Riverdale, MD 20737. EEO/AA M/F/D.

SALES/PROFESSIONAL ARBORIST
Operations Managers. A quality utility tree trimming company is looking for self-motivating operations managers throughout the US. Strong leadership skills a must. Ability to work as a team. Good driving record is required. Send resume to P.O. Box 38038; Houston, Texas 77238.

Certified Arborist Training & Safety Manager-Northeast. One of the country's largest tree care firms is seeking an individual with at least 7 years experience to manage all aspects of a regional Training & Safety Program. Requirements include: Certified Arborist, Green Industry or Business 4 BA or BS degree, high level of computer literacy, complete knowledge of ANSI, OSHA, ISA, NAA, DOT, EPA, CPR & EHAP. Excellent benefits. Send cover letter, resume and documentation (Microsoft format) to: Hoey & Associates, Inc., 11 Stuyvesant Oval, New York, NY 10009. Fax: 212-254-0222; E-Mail: thoey@hoey.com. No Phone Calls.

Experienced Tree Care Specialists-Chicago North Shore. Full service tree care and landscape firm serving exclusive, residential clients has various positions in management & production. Superior compensation & benefits package. Contact Robert Kinnucan at: 28877 Nagel Court, Lake Bluff, IL 60044. Tel: (847)234-5327; Fax: (847)234-3260.

Climbers and Lift Operators. Established and growing tree-care firm seeking experienced tree trimmers to help us continue our growth. Prefer enthusiastic and hardworking self-starters with proven leadership abilities. Arborist certification a plus. We offer competitive pay, medical and dental insurance, paid vacation, profit sharing, and 401k retirement plan. Please send resume and cover letter to Grover Landscape Services, Inc., 2825 Kiernan Avenue, Modesto, CA 95356, or call 800-585-4401.

FLORAPERSONNEL INC. In our second decade of performing confidential key employee searches for the landscape/tree industry and allied trades worldwide. Retained basis only. Candidate contact welcome, confidential, and always free. 1740 Lake Markham Rd., Sanford FL 32771. Phone (407)320-8177. Fax (407)320-8083.


Experienced, self-motivated tree climbers wanted by suburban Boston, MA tree & landscape company. Arborist certification, CDL and pesticide license preferred but not required. Company-sponsored training and education programs, health insurance and paid holiday/vacation days available to career-minded, quality-oriented workers. Relocation assistance available. Fax your resume to 617-630-5273 or call Mon-Fri 7a.m.-4 p.m. 617-965-8820 for an application.
Almstead, Inc. • Our continuous expansion leads us in the pursuit of career-oriented professionals in the tree care industry. Supported by a 32-year reputation for total quality, we truly stimulate growth potential in a team atmosphere. The following positions in utility and residential arboriculture are available in the Northeast. All positions offer an excellent compensation package. Sales Representative • Tree Care Foreman • PHC Technician • Utility Supervisor. Forward resume to Human Resources, 58 Beechwood Ave, New Rochelle, NY 10801, or fax to 914-576-5448.

CALL US FOR YOUR BEST CHOICE OF PRE-OWNED EQUIPMENT
1-800-597-8283


55 ft. Asplundh’s on GMC Top Kicks or 7000 series Ford F700’s, Kubota pony engines, large selection, under CDL.

57 ft. Hi-Ranger flatbed, gas chassis IHC. Beautiful condition.

Prentice loaders, F90’s, built to your needs, log bunks - flatbeds or high side-dumps or specialty design.

70 ft. W I Hi-Ranger flatbed, gas chassis IHC. Beautiful condition.

57 ft. Hi-Ranger flatbed rear mount, 1985 Chev. chassis, 5 and 2 trans., gas. This unit is ready to go.

Chippers, Brush Bandit, Morbark, Asplundh, Wood/Chuck, gas and diesel.

FINANCING • LEASING • RENTALS RENTAL/PURCHASE OPTION

Pete Mainka Enterprises, Inc.
633 Cecilia Drive, Pewaukee, WI 53072
Phone: 414-691-4306
Night Phone: 414-642-4667
25 years of Success
Specializing in Pre-Owned Equipment

Please circle 33 on Reader Service Card

From FANNO-International
Get the Fanno Edge!
Cut Faster Than Ever with the Fanno Fl-1700!

• Extra Heavy Blade Construction
• Longer Blade for Faster Cutting
• Fully Enclosed Oversized Handle for Balance and Comfort

17” Pole Saw Blade Saws Larger Limbs Faster!
• Extra Heavy Blade Construction
• Longer Blade for Larger Limb Capacity
• Serves as Replacement Blade for Fl-1700 Saw

NEW MODEL Fl-17v6

PO Box 628 • Chico, California 95927
(916) 895-1762 • FAX (916) 895-0302

Please circle 11 on Reader Service Card

Come to Phoenix Arizona, the greatest place in the world to live. The weather here is beautiful. Year-round employment with an established, 25-year company. We need a general manager to run all aspects of the business, an operations manager, licensed arborist, climbers, crew leaders, working supervisors and sales people. Are you a team player with a positive attitude and committed to quality? CDL helpful. Competitive wages DOE. Benefits, including insurance and profit sharing. Drug free workplace. Fax resume to 602-278-9281. Master’s Touch Tree Service, PO Box 6682, Phoenix, AZ 85005. Phone: 602-993-0232.


Foreman. Well-established residential and commercial company in Houston is looking for experienced foreman. Arborist certification and good driving record a plus. We are a drug-free company and offer excellent wages. Job stability. Send resume to P.O. Box 38038, Houston, Texas 77238.

Come to Oregon and join a quality company and a winning team. Morton Tree Inc., based in Portland, is currently in need of climbers, crew leaders, sales & management personnel. We have excellent wages and benefits with opportunities for advancement. We are a drug-free workplace. Interested? If so, give us a call at 503-636-7902.

Over the past 75 years, Lucas Tree Experts continues to be a recognized leader in northern New England providing high-quality tree and landscape services to utilities, commercial and residential customers. We are accepting resumes for individuals with experience and interest in residential tree work services in the Lakes Region in central New Hampshire and coastal southern Maine areas. Sales experience in arboriculture required. Lucas offers a high quality of work life, competitive salary w/comprehensive benefit package including health, dental, disability, life and 401(k). Please mail resumes with salary requirements to Lucas Tree Experts, 636 Riverside St., Portland, ME 04104, attn: Human Resources, or fax to 207-797-0752.

TRAINER
With 68 years of experience, over 950 employees and 37 offices in the Mid-Atlantic states, it’s no wonder why privately owned Ehrlich is profitable and still growing. Due to our continued success and expansion, we are seeking an ambitious, career-minded Trainer for our Lawn and Tree Care Division. You will provide customer service and technical training, assist with sales and service issues, serve as an internal consultant to Operations and District Managers, and advise the Division manager. Daily travel to district offices is required. The successful candidate will have a BS in Plant Science, Horticulture or Agronomy, or possess equivalent industry experience. Effective communication skills are required and ISA Certified Arborist status is preferred. We offer salary and bonus based upon years of experience, a comprehensive benefits package, vehicle, and 401k retirement plan including profit sharing. This position is intended to provide a career track to line management or major account sales opportunities. If you are seeking a career in the green industry and are interested in advancement into a line management position, please send or fax your resume, cover letter, and earnings history to: Ehrlich Green Team, Attn: John Carson, P.O. Box 13848, Reading, PA 19612; Fax: 610-378-9525. OEO M/F.
Come grow with us. We are a full service tree care company that is willing to train individuals in general tree care. We have openings for general tree care, climbing, PHC, and sales positions throughout the metro areas of Chicago, Connecticut, New York, New Jersey, Virginia, Maryland, and Washington, D.C. We offer training and advancement potential for individuals that are willing to put forth extra effort to help themselves and the company succeed. Our company offers excellent benefits and competitive wages. Please call or send your resume to: Beverly Strom, The Care of Trees, 2371 S. Foster Avenue, Wheeling, IL 60090. Phone: (847)394-1596. EOE

Excellent Employment Opportunities: Bandit Industries, Inc. is looking for motivated, self-starters to work as factory field/sales representatives to cover various areas of the United States. This rep will be responsible for calling on customers and dealers throughout this territory and to also sell the large end of our product line. Positions require extensive road time making sales/customer calls, attending trade conventions, as well as performing equipment demonstrations and training. This career opportunity includes salary commensurate with experience and performance, sales commissions, benefit package including vacation, medical insurance, paid holidays and personal time, 401(k), company vehicle with phone and more. Send resume to Personnel Office, Bandit Industries, Inc., 6750 Millbrook Road, Remus, MI 49340. E.O.E.

POSITION WANTED
Certified arborist, established and experienced, desires long-term salaried position in sales, management, production or combination. Prefers Mid-Atlantic area; will consider relocation. Information: (301) 961-4608.

FOR SALE
Tree Equipment for Sale. LR50 Asplundh and Aerial bucket trucks, chippers, chip trucks, Kershaw Klipper Tree Trimmer, hydraulic pole saws. Call 870-762-1496 Mon-Sat, 10 am - 5 pm.

Bucket trucks, chip trucks, trailer chippers, cranes, skidders, track machines and custom-built units to meet your individual needs. For sale or rent. M.I.R.K., Inc. Phone 330-669-2000.

RO Crane 8 ton 57 feet of boom plus 15 foot jib on 73 IH gas job. Very low hours, $15,000. J.D. 450B Track Loader w/JRB coupler, 4-in-1 bucket, log forks, w/clamp. Trades considered. Call 203-268-8994.

85 GMC 7000, 92,000 miles, with Vermeer 60-inch spade, $12,000. Call 207-657-3256.

Before you buy any firewood equipment, call the people with real experience—in the woods and in the shop. Valley Processors, Inc. (413) 253-4867 days, (413) 253-2091 evenings. Ask for Jeff.

Can your stump cutter operate for $3 an hour and go anywhere? Ours can. The Alpine Magnum weighs just 88 lbs., can operate near fences, walkways, buildings, and sidehills. It can clear brush, dig shallow trenches and maneuver over soft ground without making tire tracks. Call or write: Alpine Machine, 7910 Thornbury St. S.W., Olympia, WA 98512-2368. (360) 357-5116.

GRAPPLES FOR SKIDSTEERS

"Now I have labor doing other things because cleanup is a one man project. I save time, injuries and money. And better yet, morale is up!"

Bob Coleran
Family Tree Company
Hanson, Massachusetts

For More Information call: 800-587-6656

ImpleMax Equipment Co., Inc.
Bozeman, Montana

Please circle 20 on Reader Service Card
CHIPEPER - '92 Morbark 2036 E-Z Beever Brush drum-style chipper, 110 hp JD diesel, 1,480 hours. STUMP GRINDER - Levco HD-50-J, 75 hp JD diesel, 67 hours. Both machines in good condition, $16,500 each; $30,000 for the pair. Also available, used and new tub grinders, purchase or lease. CES Enterprises (formerly Chip-er-Split Equipment), 800-414-7483. Crown Point, IN.

**USED EQUIPMENT FOR SALE:**

1. **Model 100** - Ford 6 cylinder; **Model 150xp** - Cummins 76 hp, pintle hitch, new warranty; **Model 150xp-Cummins 76 hp, aluminum tool & battery boxes, new warranty**; (1) 1996 Model 2000 - GMC 120 hp, surge brakes, hydraulic lift cylinder, hydraulic winch, auto feed; (1) Model 260 - Cummins 200 hp, hydraulic lift cylinder, live hydraulics, hydraulic winch; (1) Model 280 - Cummins 116 hp, auto feed speed, hydraulic lift cylinder, hydraulic swivel discharge; (1) 1989 Model 1200 - Cummins 200 hp, hydraulic winch, auto feed speed gov. hydraulic lift, completely rebuilt; (1) 1991 Model 1250 - Cummins 200 hp, hydraulic lift cylinder, pintle hitch, hydraulic lift cylinder, auto feed speed gov. lockable fuel tank, hydraulic tank, and instrument panel, 14 inch chipper option; (1) 1994 Model 1254 - painted red; (3) 1996 1290 Drum Bandit - Ford 423, 65 hp, radiator debris screen, tortflex axle; (1) Model 1690 Drum - Ford 6 cylinder gas; (1) Model 1400 - Cummins 200 hp, pintle hitch, hydraulic tongue jack, hydraulic powered winch, robotic continuous rotation; (1) Model 1900 - Cat 400 hp diesel-joystick controls, 3 knife disc, rotobe 360 degree rotation grapple; (1) 1985 Morbark Eeger Beaver - Wisconsin 65 hp gas, curb feed; (1) 1987 Morbark Eeger Beaver - 4.23 Ford, gas; (1) 1987 Super Beaver - Cat 280 hp; (1) 1994 Morbark EZ Beaver Model 7 - Kohler 25 hp gas; (1) 1996 Morbark Model 10 - Perkins 50 hp; (1) 1969 Asplundh-Ford 4 cylinder, painted blue; (1) 1974 Asplundh - Ford 6 cylinder, rebuilt and painted red; (1) 1979 Wayne 16-inch Chrysler 8 cylinder, painted orange; (1) Rayco Super Jr. Stump Grinder; (2) Wayne Drums; (26) Mitts & Merrills - 6 cylinder gas; (4) Whisper - Ford 6 cylinder; (1) 1981 Chipmore Drum; (2) 1982 Chipmore Drum; (1) Rayco Jr. Stump Grinder. For further information, please contact Bandit Industries, Inc., 6750 Millbrook Road, Remus, Michigan 49340. Phone: 800-952-0178. Fax: 517-561-2273.

**1974 INT w/36 foot Asplundh**, $3500; **1970 GMC w/30 foot** Skyworker $3500 or $6000/both; **1978 100 foot Condor Diesel $15,500**; Log splitter $550; 36 foot Versalift $1200. Call John at 401-941-3019.

**AERIAL BUCKET TRUCKS** - Hi-Ranger, Asplundh, Skyworker - most major brands - 40' to 95'. Also, brush chippers, stump grinders, tree spades, log loaders and Rayco stump cutters. Parts for aerial buckets. Allied Utility Equipment, Inc., W. 204 North 11509 Goldendale Road, Germantown, WI 53022. Phone: 414-255-5161.

Take the risk out of used equipment purchases with our **MONEY BACK SATISFACTION GUARANTEE**! Excellent selection of 6-inch to 17-inch capacity hydraulic drum feed & disc chippers, rotary drum chippers and all sizes of stump grinders! Nearly every make and model available with competitive financing to qualified applicants. Alexander Equipment Co., 1054 N. DuPage Ave., Lombard, IL 60148. Call us at 630-268-0100 or visit our web site at www.alexequip.com to view our complete inventory list.


**Hardware and software** by an arborist for the arborist. For more information about the industry's best selling package, call or write Arbor Computer Systems, 117 Weston Road, Westport, CT 06880. Phone: 203-226-4335.
It is common sense that electric wires can be hazardous to anyone doing tree work. OSHA Standard 1910.331 states that only qualified employees can come within ten feet of an overhead energized electrical conductor. Plus, OSHA Standard 1910.269 clearly defines who is legally permitted to work within the ten foot boundary. Finally, ANSI Z133.1 dictates very specific training and operational requirements that all tree care personnel need to follow for safety's sake.

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

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

National Arborist Association P.O. Box 1094, Amherst, NH 03031-1094 Fax: (603) 672-2613

[Yes/No] I'm ready to provide my personnel with training in Electrical Hazards Awareness.

[Yes/No] I'm interested in the EHAP program. Please send additional information.

Send Me EHAP Programs for _____ enrollees, at $_____ each*. Enclosed is $_____.

Bill my □ Mastercard □ Visa Number: __________________________ Exp. Date: ________

Contact/Credit Card Holder Name: ______________________________________

Company Name: _______________________________________________________

Address: _____________________________________________________________

City: __________________ State: _______ Zip: _____________________________

[Yes/No] Please send me membership information.

*RETAIL: $135.00 per enrollee; MEMBER DISCOUNT PRICE: $85.00 per enrollee. If ordering, please include a list of enrollees.

Please mail with payment or fax with credit card information to:
The National Arborist Association
P.O. Box 1094, Amherst, NH 03031-1094 • Phone: 1-800-733-2622; FAX: 1-603-672-2613

Please circle 28 on Reader Service Card


Tree spade Big John 90A 1988 on 1979 Chevy Brig. Truck, has some rust. Truck $5,000.00, tree spade #078A, runs great, mechanically sound, $25,000. Both $30,000. Tel: 561-965-2199. Fax: 561-965-9777.


The new Valley Top Roll (patent pending) feed system makes all other processors obsolete. Faster and easier to operate. Valley Processors Inc., 413-253-4867.

85 GMC & Prentice 120, 54,000 GVW, 8 SP, 270 hp, $32,000; '96 Olathe 876 Tub Grinder, 400 hp, 450 hours, $75,000; '86 Trelian 23 inch chipper, 500 hp Cat, low hours, $59,000; '96 Mulch Dye machine, 80 yards per hour, $35,000; '92 Rayco, 1675 DXH, 106 hp, $16,500. Call: 978-256-0341.

Aerial Equipment Inc. Used Equipment and Arborist Supply Specialists in the Midwest. Buy Now and Save - 10 used drum chippers starting at $3,500 - 3 used disc chippers starting at $5,500. Call Ron or Joel for details: (847)398-0620. Wheeling, IL 60090.

BRUSH CHIPPER KNIVES

Highest Quality Guaranteed Lowest Price

Move up to Zenith Cutter industrial quality brush chipper knives and save money. Guaranteed.

• Guaranteed same-day shipment.
• Guaranteed selection. Available and in stock now.
• Guaranteed industrial quality.
• Guaranteed durability. Made from the best raw materials.
• Guaranteed lowest price. Call now for all the facts about our lowest price guarantee.

We've been making the highest quality industrial cutting tools for more than 70 years. Call for a price on your chipper knives.

1-800-223-5202
Zenith Cutter
5200 Zenith Parkway
P.O. Box 2252
Rockford, IL 61131-0252

Please circle 49 on Reader Service Card

BUSES FOR SALE

Opportunity in Montana: Tree Service for sale. Leave the rat race behind, move to Montana. Work 8-9 months per year. Ski the rest! Motivated seller, for information call 406-449-1026.

Atlanta, Georgia Established and profitable tree service for sale as a package - several trucks, log loader, new tractor, large chipper, saws. Commercial lot and office also available. Excellent investment. Call: 770-518-0633

Long Island, NY Tree Care Turn-key, 25 year old tree care co. IPM and chemical applications only. Triple A co. 1998 contracts will be pre-sold. $375K gross, 50% margin. Ideal for newcomer or one expanding for tree pruning, removals or lawn care. All calls confidential. Write to: PO Box 825, Kings Park, NY 11754 or 516-754-2171.

SERVICES

Increase your sales and profit growth, gain better control of your business, manage unlimited customer transactions, PHC, IPM, routing and inventories, while staying ahead of your competition by using ArborWare, the business software solution for Arborist, Landscape and Lawn Professionals. Call 1-800-49-ARBOR. See us at TCI Expo Booth #755.

NAAMEMBERS

Boost your company's credibility. Enroll your employees in the NAA's Tree Care Specialist Program. First five employees registered are free. Training consultation over the phone. Allows employers to certify employees. Call 800-733-2622 for more information.

Classified ad rates: $50 per inch ($45 NAA members) 1-inch minimum. Payable in advance, due the 20th of the month two months prior to publication. Send ad and payment to: TCI, PO Box 1094, Amherst, NH 03031.
Altec Industries, Inc. Used Equipment Center offers Quality Pre-Owned Aerial Lifts for the Tree Care Industry

95-2095 1989 Ford F800. Ford diesel engine, 5/2, with an Asplundh LR50 (890231), 55' working height, overcenter operation, lower boom insert, chip dump and saddle boxes. $52,000.00

45-42460 1991 Ford F800 chassis. Ford diesel engine, 5/2, with an Asplundh LR50 (900705) 55' working height, overcenter operation, lower boom insert, mounted behind the cab, full line body. $52,800.00

45-42563 1986 Ford F8000. Cat diesel engine, manual trans., with an Asplundh LR50 (795184), 55' working height, overcenter operation, lower boom insert, multilever controls, chip dump body with saddle boxes. $37,500.00

35-130418 Just Arrived!! Timberjack skidder with a 1995 Altec LR-III 55 overcenter unit, 60' working height, overcenter operation, single handle controls, lower boom insert, chip dump body. $75,100.00

95-9835 1996 Ford diesel, 6 speed, hyd. brakes, with an Altec LRIII-55 (03968H1259) 60' working height, overcenter operation, dump body. $75,100.00

95-2100 1989 Ford diesel chassis, manual trans., with an Asplundh LR50 (890094), 55' working height, overcenter operation, lower boom insert, low stow mount, flatbed body, mounted over the rear axle. $49,000.00

45-42460 1991 Ford F800 chassis. Ford diesel engine, 5/2, with an Altec LR50 (900705) 55' working height, overcenter operation, lower boom insert, multi lever control, chip dump and saddle boxes. $41,000.00

95-2144 1990 Ford diesel chassis, manual trans., with an Asplundh LR50's (900650/900490) 55' working height, overcenter operation, lower boom insert, low stow mount, flatbed body, mounted over the rear axle. $48,800.00

95-1946/1949 1984/1986 GMC diesel chassis. 5/2, with a Hi Ranger 5F1-52PB1 (3768001/5757745), 57' working height, single platform, lower boom insert, mounted over the rear axle. Unit and chassis have been painted. Many other Hi Ranger from which to choose. $36,200.00

95-300016 1989 Ford F700. Ford diesel engine, 6 speed trans. with an Altec LR50 (795269) 55' working height, overcenter operation, lower boom insert, multi lever control, chip dump and saddle boxes. $41,000.00

76-6058 1991 Ford F700. Ford diesel engine, manual trans., with an Altec LR6650 (099150731) 55' working height, overcenter operation, single handle controls, lower boom insert, chip dump body. $55,000.00

One Company. One Source. Since 1929

Contact us today for a quote that meets your needs
1-800-95-ALTEC
1-800-952-5832
Se Habla Español

Birmingham, AL • Indianapolis, IN • Plains, PA • Pomona, CA • St. Joseph, MO

Please circle 3 on Reader Service Card
California City Bids Farewell to its Beloved "Grandpa"

By Joseph Daniel McCool

Grandpa" held a special place of distinction and admiration in Port Huenene, Calif., a city of 22,000. The massive Monterey Cypress was well known among the skippers and crews of ships that would dock at the entrance of the commercial harbor from points all around the globe. He was tall, wise and welcoming to generations of local tourists who sought inspiration or shelter. And for that reason, he was paid special respect.

Even city highway department workers dared not disrupt his home on Market Street, the historic center of this thriving ocean-side community. They checked-in on this city elder often and literally paved the street around him. So when his time had

Residents of Port Huenene, Calif., gather for final farewells, which included a candlelight vigil, a special ceremony by the Chumash Indians and live coverage from a local talk radio station.
come, in August of this year, many friends did what they could to save Grandpa's life. Years of effort to save his extremities and his limbs had failed to stop the disease that was ravaging their friend, and when they decided they had done all they could, they bade him farewell and had him cut to pieces.

What else were they to do with one of the oldest trees on the Pacific Coast?

**History**

It was 1948 when the city of Port Huenene (pronounced WHY-KNEE-KNEE) accepted the stewardship of the lone Monterey Cyprus tree on the grounds of what is now the City Museum and historical society.

The tree, estimated to be 375 years old, was thought to have occupied the same patch of earth since the Spaniards had inhabited the Ventura County coast between what is now Los Angeles and Santa Barbara, in a time more than three centuries ago when the native-American peoples of the Chumash tribe prospered here.

When Port Huenene incorporated as a city in 1948, "Grandpa," as this mighty tree had come to be nicknamed by his caretakers in the city highway department, was already 326 years from its start as a mere sapling.

By August of this year, Grandpa's trunk measured 19 feet, four inches in circumference at its base, but as city landscape maintenance superintendent Kim Cuilty says, the tree's reputation and status as the city's most-cherished landmark was larger than life.

"You could see it from way off in the distance," notes Cuilty. "Way back when, it was used as a landmark for ships in the harbor."

In fact, the tree was becoming a favorite among city residents and a marvel to tourists traveling the California coast. Grandpa also found a soft spot in hearts of those charged with its care.

"The nickname was from the tree crew that maintained it," explains Cuilty. "It was the oldest and largest tree in the city."

But in 1989, it was apparent that Grandpa needed more than the usual pruning. The tree had been attacked by Cyprus Bark Beetles, leaving spots of dead or decaying wood and Cyprus cankers, which Cuilty described as "like tumors on the trunk showing some kind of decay in the tree." It was clear to Cuilty that the time had come for action. But the tree presented some unique challenges.

"The entire root system was under pavement and buildings. The street was actually paved right up to the base of the tree ... It was in the shoulder part of the street," Cuilty says.
Efforts to save the tree

The city started to pamper and take special care of Grandpa in 1989, when public works crews started a monthly injection program aimed at reviving the tree's root and branch systems. The injections consisted of a combination of water and a water-soluble fertilizer applied inside the base. But that was just the start of the city's attempts to save the tree.

The city hired a consulting arborist to take a look at it. The tree was in such bad shape that radical measures were the only option. “At that time, we ended up removing about 75 percent of the canopy, because of a drought and secondary problems,” recalls Cuitly. “The tree was like a 100 foot (wall), so it was really hard to do any secondary treatments for the pest control problems.”

The city also removed much of the dead wood still attached to the tree’s main structure and even removed some of the asphalt street at the base of the tree to try and help its root system draw-in nutrients.

Two years later, in 1991, the city redoubled its efforts to save the tree. A deep-root watering and fertilizing project began. City workers were also directed to add mulch around the base and remove dead wood that had accumulated since the revitalization efforts two years earlier. Those who were working to preserve the tree held-out hope for the big Monterey Cypress, a species of tree that is usually found further north in the high woodlands and along the coast of northern California.

Donald Rodriguez, a consultant with Pacific Horticulture Consultants, was called to evaluate the tree in June of 1997. At this point, approximately 90 percent of the canopy had died. Grandpa was again in big trouble.

“By the time I got called in earlier this year,” Rodriguez relates, “it was pretty well declined. It was in pretty bad shape.”

“We constantly monitored it and it just kept slowly declining,” says Cuitly.

The poor condition of the tree was about to force a tough decision: Remove or rip up large sections of the street and sidewalk to expose the root system, a project that would have cost city taxpayers and local merchants thousands of dollars.

Both Cuitly and Rodriguez, not to mention the city workers who had been caring for it so delicately over the previous eight years, knew their decision about Grandpa’s future would be scrutinized very closely by the community and tree experts across the Golden State.

“It’s never an easy call with a tree like this,” notes Rodriguez. “Normally, you go in and do everything you can to help save a tree.”

But with termites and decay spreading at a fast rate and growing concerns that a falling branch could hit parked cars, the decision was almost made for them. From the city’s point of view, the liability question was critical. Grandpa had become a hazard and extensive decay was on the tree’s exterior. Cuitly and Rodriguez finally decided the tree had to come down. A small piece of California’s natural history was about to enter its final chapter.

Those involved with the removal went to great lengths to consider its special place on the city’s social landscape and in the hearts of residents and tourists alike. The city gave residents and anyone who had special feelings for Grandpa an opportunity to say their final farewells. That included the 70 people who attended a candlelight vigil; the native Chumash peoples, who held a special ceremony for this natural wonder; and the crew of a local talk radio show, who broadcast live from the site.

“They had a candlelight vigil the night...
The new ANSI A300 Pruning Standard is THE tool to help us communicate more clearly with our customers, our employees, and each other. You'll want to incorporate this standard, created by arborists for arborists, into your daily activities.

And now, we can help you do that – quickly and easily – with the new video, Pruning Standards and Techniques for the 21st Century, produced jointly by the NAA and the ISA.

This comprehensive video is the ideal complement to ISA's Tree Pruning Guidelines. It will help you accelerate right through the learning curve with the plain language answers you need to make ANSI A300 work for you!

Call, fax, or mail your order today. The 21st Century of Tree Care is just around the bend.
before. That was pretty touching,” says Walt Guina, a manager with the Santa Barbara office of The F.A. Bartlett Tree Expert Company, who supervised the removal. “The candles were still on the ground the first day of the removal,” Guina says.

An unusual removal

The city contracted Bartlett to do the job because of the tree’s enormous size. “I wanted someone who had experience doing large tree removals,” says Cuilty. “They had to bring in a 14-ton crane to dismember it.”

The crew from Bartlett spent the first day removing the remaining foliage and smaller branches and limbs. The next day, they targeted the trunk and cut it into six foot sections. That’s when it got interesting.

When the crew started cutting deep into the trunk, they discovered Grandpa was suffering from extensive heart rot. Decay had invaded the trunk—make that the trunks, plural. The crew found that Grandpa wasn’t a single-trunk tree. It was three trees that grew in and actually formed one trunk. It had looked like one huge Monterey Cyprus, and it wasn’t until Bartlett’s crew had cut deep into the trunk that they realized it wasn’t.

And that discovery led them to realize that Grandpa, who had been rumored to inhabit the same spot since the Spaniards held dominion over the Ventura County coast, was actually much younger than its estimated 375 years, which was about 300 years longer than the average life of a Monterey Cyprus.

A count of the tree’s trunk rings showed Grandpa was about 140 to 150 years old. Guina said the tree’s DBH measured 74 inches.

Bartlett’s crew cut the tree into the largest pieces possible to satisfy requests from several coastal artisans. The city didn’t even have to worry about disposing of old Grandpa. The tree removal crew simply hauled the pieces to a field across the street.

There were a lot of people who wanted the wood for craft reasons and woodworking and other reasons. One person even paid to have a 5,000-pound section of the trunk trucked away from the scene, possibly for use as a sculpture or totem pole. Two women went through every inch of the remaining branches looking for pieces they could turn into art. Even the City Museum got in on the action, taking a cross-section from the trunk for tourists and city dwellers to appreciate.

Guina says the project, and the realization that they were removing a landmark in the city, taught him that “You definitely have to get involved with the people who are adamant about saving the tree.”

Many of the pieces of Grandpa are now being prepared to be presented to the public during the 50th anniversary celebration of the incorporation of the city of Port Huenene, which is scheduled for March 24, 1998. Grandpa was the oldest and largest tree Cuilty had seen in his 17 years on the job for the city. And definitely one he and this city will never forget.

Joseph Daniel McCool is freelance news correspondent.
DON'T EVEN THINK OF CIRCLING OUR AD!!

- Unless you're buried alive in unsplit logs.
- Can't figure out how anybody makes money with firewood.
- Still think it takes 40 tons of hydraulic power to split a two by four.
- Or...unless you just love a well built machine that's better than the manufacturer claims.

To find out more—call, write or fax

GFX CORPORATION
200 Recreation Park Drive, Hingham, MA 02043
(617) 740-0350 • Fax (617) 740-0355

Please circle 16 on Reader Service Card

---

Please tell these advertisers where you saw their ad. They will appreciate your patronage.

<table>
<thead>
<tr>
<th>Reader Service No.*</th>
<th>Page No.</th>
<th>Reader Service No.*</th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2. Altec Industries, Inc.</td>
<td>37</td>
<td>27. NAA - A300</td>
<td>57</td>
</tr>
<tr>
<td>3. Altec Industries, Inc. - Used Equipment</td>
<td>53</td>
<td>28. NAA - EHAP</td>
<td>51</td>
</tr>
<tr>
<td>4. American Arborist Supplies, Inc.</td>
<td>31</td>
<td>29. NAA - Tree Care Specialist Program</td>
<td>44</td>
</tr>
<tr>
<td>5. Arbor Care</td>
<td>45</td>
<td>30. Northeastern Associates</td>
<td>10</td>
</tr>
<tr>
<td>7. Bishop Company</td>
<td>25</td>
<td>32. Opdyke, Inc.</td>
<td>9</td>
</tr>
<tr>
<td>8. Border City Tool &amp; Manufacturing Co.</td>
<td>37</td>
<td>33. Pete Mainka Enterprises, Inc.</td>
<td>48</td>
</tr>
<tr>
<td>10. Doskocil Industries, Inc.</td>
<td>13</td>
<td>35. SavATree</td>
<td>46</td>
</tr>
<tr>
<td>12. First Sierra Financial, Inc.</td>
<td>Back Cover</td>
<td>37. Sherrill, Inc.</td>
<td>46</td>
</tr>
<tr>
<td>13. Ford Power Products</td>
<td>11</td>
<td>38. Shindaiwa, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>14. Forestry Equipment of Shelby, Inc.</td>
<td>50</td>
<td>39. Southco Industries, Inc.</td>
<td>47</td>
</tr>
<tr>
<td>16. GFX Corporation</td>
<td>59</td>
<td>41. STIHL, Inc.</td>
<td>21</td>
</tr>
<tr>
<td>17. Gravely International</td>
<td>24</td>
<td>42. SwapLoader</td>
<td>38</td>
</tr>
<tr>
<td>18. Green Pro Services</td>
<td>58</td>
<td>43. Tamarack Clearing, Inc.</td>
<td>27</td>
</tr>
<tr>
<td>19. The Hartford</td>
<td>Inside Front Cover</td>
<td>44. Terex Telelect, Inc.</td>
<td>1</td>
</tr>
<tr>
<td>20. ImpelMax Equipment Co., Inc.</td>
<td>37</td>
<td>45. Time Manufacturing Company</td>
<td>29</td>
</tr>
<tr>
<td>22. Key Knife, Inc.</td>
<td>39</td>
<td>47. Weaver Leather, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>24. Lewis Utility Truck Sales, Inc.</td>
<td>35</td>
<td>49. Zenith Cutter Company</td>
<td>52</td>
</tr>
</tbody>
</table>

* Please circle this number on the Reader Service Card for more information.

---

TREE CARE INDUSTRY - DECEMBER 1997

59
A recent article in TCI about maximizing efficiency reminded me of a couple of instances that occurred several years ago when I was working for a small contractor in Preston, England.

The first occasion concerned a large beech tree with a DBH of around 4 feet, which was leaning over a busy road. We used temporary traffic lights to control the traffic and by lunch time I had sectioned down the crown of the tree in fairly large pieces. Although the stem was still leaning heavily over the road, we figured that with enough people pulling on pulling rope we could pull it back into the woodland behind.

The rope was attached and the felling cuts made, but no amount of heaving on the line could cause it to move any further than a wobble. I nibbled away at the back cut as far as I dared. We made pulleys and double pulleys using carters hitchies but still could not get enough purchase. Obviously, we had underestimated the weight and lean of the stem. Re-climbing the tree to take some more sections off was now out of the question as the felling cuts had been made.

More pulling power was needed. We sent for a vehicle fitted with a power winch that we had not thought necessary to bring. On the way it broke down and another vehicle had to be sent. While this was taking place, the rest of the team could only sit and wait. I considered cutting a bit more away from the hinge but resisted as it was thin enough already.

It was 6 p.m. and almost dark before a vehicle arrived, and even with this we had to create a pulley system around another tree before we could get enough purchase to pull it over. When it finally went over I inspected the hinge of the felling cut, it was down to a fraction of an inch on one side only and had been leaning back on that over the road with traffic streaming past for the last six hours, simply because we had not planned the job in enough detail and did not have suitable equipment on site.

The second instance concerns a tree that had fallen onto a large house after high winds. The tree was a large poplar, snapped at the stem at a height of around 10 feet. When upright, the tree must have stood 60 feet. Although it was resting on the house the only visible damage was a few dislodged slates.

As the stability of the tree could not be guaranteed a crane removal was the most suitable option. This had its own problems: the top of the tree would have to be removed in one section to prevent further damage to the house and the closest access for a crane was about 50 feet away.

At the time we had little experience with crane removals, so we called a local crane for hire firm. They suggested a 15-ton crane, and an hour or so later it arrived. The driver stood shaking his head—concluding that a 40-ton crane was needed. We waited while one was found and dispatched. However, the narrow gateway and sharp turn in was too much for it, so the driver recommended a 40-ton, all-terrain crane. Miraculously, one of these was found.

The all-wheel steer enabled precise positioning as it made its way up the drive with inches to spare on either side. I climbed the tree and attached the chains. As most of the tree was being removed in one section, I made the cut while the crane held the weight and descended before the crane pulled the section off. Safely out of the way, I gave the signal to the driver who set the crane in motion. The cut snapped off cleanly and the tree swung gently away from the house in one piece. The crane was at its limit with the load and reach involved and alarm bells were ringing in the cab. We used a pulling line to orientate it correctly and the section was lowered to the ground to be cut up at leisure.

The only damage to the house was the six tiles originally dislodged by the fall of the tree. Although we had tried three cranes before getting one suitable for the task, the total time spent in the tree was less than 15 minutes and only one step cut made with the saw. The tree was removed with minimal fuss and danger.

These will be familiar situations to many of you reading this, but as someone now involved in the training of arboricultural students I spend a lot of my time talking about using the right equipment for the job. Careful planning and making sure you have suitable equipment for the task will make the job more efficient, safer and ultimately more enjoyable.

Mick Cottam is a lecturer at Myerscough College in Preston, England.
TURN LOST DAYS INTO FOUND MONEY.

Are you watching good money go down the drain?

Call 1-800-ARBORS-1 and find out how to cut your insurance costs without cutting your insurance coverage. Our tree-insurance pros will tailor your coverage to your precise needs - and save you as much as 30% off what you’re paying now!

Even if the forecast is for sunny blue skies, call Albiez today. Because it doesn’t have to rain for you to get soaked on your insurance.

Please circle 1 on Reader Service Card

Call 1-800-272-6771

Albiez Insurance Agency
Arborists Insurance Specialists
“My business has a municipal contract that pays me once a year. When I went to Aerial Lift of Connecticut, they recommended financing from Corporate Capital Leasing Group. I picked out a new ALC6050 Aerial Lift mounted on an International 4900 DT466E truck. Corporate Capital helped me set up four annual payments that coincide with my contract payments. All it took was a few phone calls!

"What I like about ArborCard" is that our customers can walk in and say, "I have the ArborCard!" They just pick out what they want and that's that. It all happens very quickly. And ArborCard's rates are very competitive."

Bill Mitchell, Aerial Lift Inc.
Milford, Connecticut
TCI BUYER'S GUIDE
A Directory of Product & Service Providers for the Arborist Industry
You don’t face the same risks as a dress shop.

So why settle for the same insurance?

The risks you face every day aren’t like those of other business owners. That’s why you need an insurance program that was specifically designed for arborists.

One that covers pesticide and herbicide applications. Workers’ compensation. Property losses. Liability claims. Commercial automobile losses. And everything else you’ll find covered in this cost-effective insurance program from ITT Hartford.

See why this customized program has earned the endorsement of the National Arborist Association. And the trust of so many arborists like you. Simply call or have your agent call us at 1-800-533-7824.

ITT Hartford
AERIAL LIFTS

AERIAL LIFT, INC.

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

Circle 70 on the Reader Service Card

AMERIQUIP

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

Circle 71 on the Reader Service Card

POLECAT INDUSTRIES, INC.

The Polecat PCD28 operator-driven, self-propelled aerial lift was originally developed for the tree care industry. It is now also used by many golf courses, country clubs, municipal parks and recreation departments and property management companies for tree spraying, signage, site-lighting maintenance, painting and pressure cleaning, plus many other functions. Self-propelled, operator controlled, hydraulic lift; lightweight (2,480 lbs) and stable; efficient — can run all day on one tank of gas; tows and operates easily with no trailer. Polecat Industries, Inc., 14141 S.W. 142 Street, Miami, FL 33186. Phone: 800-876-5322, 305-254-8999; Fax: 305-254-3889.

Circle 72 on the Reader Service Card

TECO, INC.

The TECO Saturn features 46-foot side reach that reduces set-up time and allows operator to position easily in difficult areas. Articulation of the upper boom is 210 degrees and lower boom is 138 degrees for greater side reach. Side-by-side rectangular booms for strength, easy-to-operate, one-handle platform control, no chains or cables and low maintenance design. TECO, Inc., 9733 Indianapolis Road, Fort Wayne, IN 46809. Phone: 800-860-5438 or 219-747-1631; Fax: 219-747-6732; http://www.tecointl.com; E-mail: teco@tecointl.com

Circle 73 on the Reader Service Card

TCI BUYER’S GUIDE - DECEMBER 1997 - 3
AERIAL LIFTS

TEREX TELELECT, INC.

Check out the latest in the tree trimming industry. The Terex Telelect Hi-Ranger XT-5 series of tree trimmers offer you working heights of 57 or 60 feet. The XT-52 and XT-55 each provide you with 42.2 feet of side reach in the work zone. The XT-5 Series maximizes user benefits while minimizing downtime and maintenance. Xtend your tree trimming capabilities with the XT-52 and XT-55. Check them out today! Terex Telelect, Inc., 600 Oakwood Road, Watertown, SD 57201. Phone: 605-882-4000.

Circle 74 on the Reader Service Card

ARBORIST SUPPLIES

AMERICAN ARBORIST SUPPLIES, INC.

Radio Frequency Identification: Positively identify trees and wood poles by means of a radio chip encased in a fiberglass nail. The all new Fujikura Total Recognition System combines scanning capabilities with data entry potential for in-the-field identification of trees/ poles and the updating of information which can then be down-loaded to a central computer system. American Arborist Supplies, Inc., 882 S. Matlack St., Unit A, West Chester, PA 19382. Phone: 800-441-8381; Fax: Toll free 888-441-8382; E-Mail: aas@inet.net

Circle 75 on the Reader Service Card

BAILEY’S

Bailey’s is the World’s Largest Mail Order Woodsman Supplies Company, selling at discounted prices. They print five full-color catalogs a year and you can get their latest catalog for FREE. They sell Samson and New England ropes, steel-core ropes, blocks, brakes, snaps, hooks, carabiners, lanyards, saddles, spurs, leg straps, leg pads, Wesco climbing boots and “Just Climb It” T-shirts, books, posters and much, much more. Est. 1975. Bailey’s Home Office, PO Box 550, Laytonville, CA 95454. Bailey’s Southeastern Division, PO Box 9088, Jackson, TN 38314. Phone: 800-322-4539; http://www.bbaileys.com; E-mail: baileys@bbaileys.com

Circle 76 on the Reader Service Card

BISHOP COMPANY

Bishop Company celebrates 52 years supplying the professional arborist and landscaper with quality tools, equipment and service. Our 160-page catalog represents products from over 400 manufacturers. Call toll-free for your free copy today! Whether you need climbing gear, pruning equipment or gardening tools, let Bishop be your “one-stop shopping.” Bishop Company, 12519 East Putnam St., PO Box 870, Whittier, CA 90602. Phone: 800-421-4833.

Circle 77 on the Reader Service Card
FORESTRY SUPPLIERS, INC.

Forestry Suppliers, Inc., has served a wide variety of resource management professions for more than 48 years. Our new 1997 full-color catalog features thousands of products used by professionals in arboriculture, agriculture, engineering, environmental science and education, as well as forestry. To see why professionals worldwide depend on us for their arboriculture product needs, contact our Catalog Department for your free 1997 catalog!

Forestry Suppliers, Inc., 205 W. Rankin Street, Jackson, MS 39201. Phone: 800-360-7788; Fax: 800-543-4203; E-Mail: fsi@forestry-suppliers.com; http://www.forestry-suppliers.com

Circle 78 on the Reader Service Card

KRAMER EQUIPMENT COMPANY, INC.


Circle 79 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? Check out the new "Ness Ascender" and the Oregon Arborist Super Hand Saw. Niemeyer's special catalog is ready to be mailed to you. Call 800-327-2672 today.

The Niemeyer Corporation, PO Box 355, Newtown Square, PA 19073. Phone: 610-356-2672; Fax: 610-353-7200.

Circle 80 on the Reader Service Card

NORTHEASTERN ASSOCIATES

Your arborist supply depot. 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: 800-261-SPRAY (7772) or 973-227-0359; Fax: 973-227-0865.

Circle 81 on the Reader Service Card
SHERRILL ARBORIST SUPPLY

Sherrill Arborist Supply Catalog features the newest tools for the tree worker’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 National Arborist Association (NAA), ISA & ArborMaster Training. Sherrill Arborist Supply, 3101 Cedar Park Road, Greensboro, NC 27405-9657. Phone: 800-720-TREE (8733), 910-378-0444; Fax: 910-378-1096; http://www.wtsherrill.com; E-Mail: sherrillarbor@world.net.com.net

Circle 83 on the Reader Service Card

SHELTER TREE, INC./TREE CARE PRODUCTS

Rope splicing experts—Choose from latest in spliced goods by Stanley Longstaff; arborist tools and supplies from Buckingham, Doggett, Fanno, New England Ropes, Samson, Weaver, Preformed Line, Petzl, CMI, Bashlin, Wall Safety, Felco & Corona. Shelter Tree, Inc./Tree Care Products, PO Box 693, Wrentham, MA 02093. Phone: 800-720-TREE (8733), 508-699-6550; Fax: 508-699-6570.

Circle 82 on the Reader Service Card

WESSPUR, INC.

The “High-Performance” catalog for the ultimate selection of tools for all arborists, groundspeople, industrial climbers and recreationalists. Our prices are very competitive and our service is the best! Best of all, it’s free. Call the friendly crew at WesSpur at 800-268-2141. Thank you.

Circle 84 on the Reader Service Card

WESTERN TREE & LANDSCAPE SUPPLY

Variety and availability of quality arborist supplies are at your finger tips. We’ve got the “Right Stuff.” Whether the job is big or small, supplying your needs is our goal. Phone orders are shipped the day they are received. If we don’t have an item, we will find it! Call for your free catalog. Western Tree & Landscape Supply, 11530B Elks Circle, Rancho Cordova, CA 95742-7357. Phone: 800-94ARBOR (2-7267); Fax: 916-852-5800.

Circle 85 on the Reader Service Card
BRUSH CHIPPERS & ACCESSORIES

BANDIT INDUSTRIES, INC.

Bandit’s Chipper/Chip Box Combo eliminates the need for a separate chip truck and related costs, such as insurance, licensing, etc. Available with Bandit’s 6-inch diameter capacity Model 65 or 9-inch diameter capacity Model 90XP. Combo unit features an 8.5 cubic yard dump box with hydraulic lift. Chippers are mounted on a turntable. Seven different chipping positions are provided and can be changed in a matter of seconds. For further information, contact Bandit at 800-952-0178; http://www.banditchippers.com; E-mail: brushbandit@worldnet.att.net

Circle 86 on the Reader Service Card

DOSKOCIL INDUSTRIES, INC.

The model 911 is the first in a line of chippers to be introduced by Doskocil Industries, Inc. Many of the patent-pending features on the model 911 are a direct result of suggestions and ideas from professional arborists like yourself. We at Doskocil Industries are dedicated to design and manufacture quality equipment for your needs. Doskocil Industries, Inc., 1324 West Rialto Avenue, San Bernardino, CA 92410. Phone: 909-885-0988; Fax: 909-381-4743.

Circle 87 on the Reader Service Card

GRAVELY INTERNATIONAL

The PRO CHIP 495 handles the biggest jobs. Perfect for municipalities and arborists, 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 that automatically maintains the engine speed for maximum performance. Gravely International, 655 West Ryan Street, Brillion, WI 54110-0157. Phone: 800-472-8359; Fax: 920-756-2407; http://www.gravely.com; E-mail: info@gravely.com

Circle 88 on the Reader Service Card

KARL KUEMMERLING, INC.

Manufacturer of the Mitts & Merrill brush chippers. Takes brush up to 8-inch diameter as fast as two or three men can feed it. Makes small chips which pack together on truck, resulting in fewer loads to dump. Small chips also excellent for mulch. No hydraulic system to maintain. Choice of 12-inch or 16-inch cutterheads and either gas or diesel engines. Karl Kuemmerling, Inc., 129 Edgewater Ave., N.W., Massillon, OH 44646. Phone: 888-222-6166 or 330-477-3457; Fax: 330-477-8528.

Circle 89 on the Reader Service Card
BRUSH CHIPPERS & ACCESSORIES

MORBARK E-Z BEEVER CO.

Morbark's Model 2400 E-Z Beever chipper offers land clearers and large volume tree services the ability to increase production rates and capabilities compared to traditional chippers. Power options available from 250 to 325 hp from Caterpillar, Cummins or John Deere.

For more information or a demonstration on any one of our '2000' Series chippers, contact: Morbark E-Z Beever Co., PO Box 1000, Winn, MI 48896. Phone: 800-362-9010; Fax: 517-866-2280; http://www.morbark.com; E-Mail: morbark@worldnet.att.net

Circle 90 on the Reader Service Card

SIMONDS INDUSTRIES, INC.

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

Circle 91 on the Reader Service Card

ZENITH CUTTER COMPANY

Industrial quality chipper knives to precise OEM specifications. Zenith industrial-quality chipper knives are manufactured from the same high-quality materials as the cutters Zenith provides to the corrugated, plastic and tire-recycling industries. So, Zenith chipper knives give you more chipping performance because they hold their edge and stand up to repeated sharpenings! Price-guaranteed to be your best value, these quality industrial knives are always available for shipment within 24 hours of your order. Zenith Cutter, 5200 Zenith Parkway, PO Box 2252, Rockford, IL 61131-0252. Phone: 800-223-5202; Canada: 800-228-5206; Fax: 815-282-5232.

Circle 92 on the Reader Service Card

CHAIN SAWS & ACCESSORIES

HUSQVARNA FOREST & GARDEN COMPANY

Husqvarna's 335XPT top-handled saw is specifically designed for the arborist. The ArborGrip™ handle features a textured rear handle, thumb grip and trigger finger support for increased control in the tree. Other highlights: large loop in the rear handle, 2.2 horsepower, 35cc engine, 14,000 rpm and only 7.5 pounds. To check out one at a dealer near you, call 1-800-HUSKY62 or visit our web site at www.husqvarna.com.

Husqvarna Forest & Garden Company, 9006 Perimeter Woods Drive, Charlotte, NC 28216. Phone: 800-GET-SAWS (438-7297); Fax: 704-599-4302; http://www.husqvarna.com

Circle 93 on the Reader Service Card
OREGON CUTTING SYSTEMS DIVISION/BLOUNT, INC.

Oregon Cutting Systems has introduced its Vanguard 72L series round-ground, 3/8-inch chisel chain—its chain for the 21st century. The chain is exceptionally smooth, fast and provides unparalleled user safety out of box. It eliminates grabbing and binding in the cut. The new chain provides previously unmatched comfort levels in all cutting situations. Oregon Cutting Systems Division/Blount, Inc., 4909 SE International Way, Portland, OR 97222. Phone: 800-547-7800; Fax: 503-653-4201; http://www.oregonchain.com

Circle 94 on the Reader Service Card

POULAN PRO

PoulanPRO offers a full line of arborist-oriented chain saws designed to make tree handling as easy as possible. Models include the new S23Arbor Pro and Super 380. The model 445 has proven to be a popular ground saw because it combines power and versatility into an easy-to-handle 14.9 pound power-head. This powerful saw features a 4.3 cubic inch engine (71cc) and accepts guide bars from 16 to 36 inches. PoulanPRO, PO Box 91329, Shreveport, LA 71149-1329. Phone: 800-452-2827, Ext. 3600.

Circle 95 on the Reader Service Card

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., 6000 N.E. 88th Street, Suite D-104, Vancouver, WA 98665-0958. Phone: 800-959-6130, 360-573-0090; Fax: 360-573-0046; http://www.arborist.com/rapco.htm; E-Mail: rapco_carbide@prodigy.com

Circle 96 on the Reader Service Card

SAWJAMMER COMPANY

Chain saw foot protection. SawJammer®Pro is the only permanently attached chain saw foot protection that is certified by UL (Underwriter’s Laboratory). It can stop a chain saw, brush cutter or trimmer. You can reduce the chance of injury and also workers’ compensation costs for injured employees. SawJammer Company, PO Box 11395, Baltimore, MD 21239-0395. Phone: 800-969-9276, 410-325-6860; Fax: 410-483-4066; http://www.sawjammer.com

Circle 97 on the Reader Service Card
**CHAIN SAWS & ACCESSORIES**

**SAWJAMMER COMPANY**

SawJammer® Slip-On is the only removable chain saw foot protection certified by UL (Underwriter's Laboratory). It's available in sizes 5 - 15 with 3 types of traction soles. They are worn over work shoes or casual shoes to give you cut protection from chain saws, brush cutters, trimmers, and lawn mowers. SawJammer Company, P.O. Box 11395, Baltimore, MD 21239-0395. Phone: 800-969-9276, 410-325-6860; Fax: 410-483-4066; http://www.sawjammer.com

Circle 98 on the Reader Service Card

**SHINDAIWA, INC.**

Shindaiwa's full line of lightweight 2-cycle chain saws provide high chain speeds and extra lugging power for easier cutting. Shindaiwa's line of chain saws includes the 357, which was specifically designed by and for arborists. Light, balanced, and powerful. See it at your local Shindaiwa dealer. Phone: 800-521-7733; http://www.shindaiwa.com

Circle 99 on the Reader Service Card

**CLOTHING**

**AGAPE DESIGNS**

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.

Circle 100 on the Reader Service Card

**DIAGNOSTIC EQUIPMENT**

**IML - INSTRUMENT MECHANIC LABOR, INC.**

Featuring the Resistograph—a mechanical drilling instrument providing a true picture of the defect zones within a tree; Electronic Hammer detects internal defect; also the Fractometer! IML - Instrument Mechanic Labor, Inc., 3015 Canton Road, Suite 14, Marietta, GA 30066. Phone: 888-514-8851, 770-514-8851; Fax: 770-514-8851; http://www.imlusa.com; E-mail: chris11@mindspring.com

Circle 101 on the Reader Service Card
EDUCATION & TRAINING

ARBORMASTER TRAINING, INC.

ArborMaster Training, Inc., organizes, promotes and carries out safety and productivity training programs, seminars, demonstrations and educational aids, such as films, articles, handbooks, etc., on an international level. We also engage in consulting and design work with tree care companies, arborist supply firms and manufacturing companies.

ArborMaster Training, Inc., 596 Boston Post Road, Weston, MA 02193. Phone: 508-651-3173; Fax: 508-653-5145; http://www.forestapps.com; E-Mail: arbormastr@aol.com

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 50 different publications, videos and other member items. To become a member, call ISA; annual membership is $85.

ISA, PO Box GG, Savoy, IL 61874. Phone: 888-ISA-TREE (472-8733) or 217-355-9411; Fax: 217-355-9516; http://www/ag.uiuc.edu/-isa; E-mail: isa@isa-arbor.com

NATIONAL ARBORIST ASSOCIATION, INC. (NAA)

Dedicated to the advancement of commercial tree care businesses. Since 1938, the NAA has furthered the interests of commercial arborists. We have over 25 safety and educational programs for managers and field personnel and a complete library of technical and safety training videos. We help the small business owner with business and compliance-related issues. Call or write for information: National Arborist Association, Inc., PO Box 1094, Amherst, NH 03031-1094. Phone: 800-733-2622, 603-673-3311; Fax: 603-672-2613; http://www.natlarb.com; E-mail: 76142.463@compuserve.com

ENGINES

CUMMINS DIESEL POWER

Specifically for the tree care industry, B & C Series Cummins Engines provide a wide range of engine power—76 to 260 horsepower. Engines that are designed to meet the new and future Off-Highway Emissions Regulations. Call Cummins for details. Cummins Michigan, Inc., 41216 Vincenti Court, Novi, MI 48375. Phone: 248-478-9700; Fax: 248-478-4663.
ARBORSYSTEMS, LLC

The Wedgle™ Tip, developed by ArborSystems, will significantly reduce the amount of time necessary to treat trees for pests, diseases or other problems. Chemicals are injected through a 1/16-inch slit in the wood, eliminating the damaging effects of drilling. The Wedgle™ Tip injection system is used exclusively with POINTER™ Insecticide (Merit®) and IRON NUTRIBOOSTERS™. ArborSystems, LLC, PO Box 34645, Omaha, NE 68134. Phone: 800-698-4641 or 402-339-4459; Fax: 402-339-5011; E-Mail: arborsysllc.com

Circle 106 on the Reader Service Card

CREATIVE SALES, INC. (CSI)

ACECAP® and MEDICAP® tree implants are the industry's lowest unit cost for prepared dosage systemics. We offer a complete product line, including insecticide, fertilizer and micro-nutrients. This unique application technique reduces time and labor, and there are no container disposal worries. Implants are available from an independent distributor network. Creative Sales, Inc. (CSI), PO Box 501, Fremont, NE 68026. Phone: 800-759-7739.

Circle 107 on the Reader Service Card

THE DOGGETT CORPORATION

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

Circle 108 on the Reader Service Card

HAIMBAUGH ENTERPRISES, INC.

Save labor and water with "TREE FEEDER - The Fertilizer Is In The Tube®." Delivers measured amount of water right down to the root ball. 5-15-5 fertilizer is inside the tube. Install with new transplants to cut stress and help increase survival rates. Three sizes for professional or home owner. Haimbaugh Enterprises, Inc., Tree Feeder Division, 2392 No. Boeing Rd., Warsaw, IN 46580. Phone: 800-822-TREE (8733); Fax: 219-269-1047; http://www.treefeeder.com; E-Mail: dclee@compuserve.com

Circle 109 on the Reader Service Card
FERTILITY/PEST MANAGEMENT

J.J. MAUGET CO.

Mauget’s new Micro-injection Field Manual has the answers about tree problems. This graphically illustrated field reference provides two pages of critical information each on more than 60 tree INSECTS, DISEASES AND NUTRITIONAL problems. The left page describes the pest, life cycle, host trees, geographic range, tree symptoms, treatment and timing. The right page displays, in color, the pest in all life stages with tree damage symptoms, including fertility problems. Use in conjunction with other control methods for complete tree care. J.J. Mauget Co., 5435 Peck Road, Arcadia, CA 91006-5847. Phone: 800 TREES-RX (873-3779), in Calif., 818-444-1057. http://www.mauget.com; E-Mail: mauget@mauget.com

Circle 110 on the Reader Service Card

MONTEREY LAWN & GARDEN PRODUCTS, INC.

Florel Fruit Eliminator, long used to control nuisance fruits (olives, carobs, crabapples and apples) is now registered to control both leafy mistletoe on deciduous trees and dwarf mistletoe on conifers as well as nuisance fruits on cottonwood, elm, pear, maple, oak, pine, sour orange, sweet gum and sycamore. Odorless, non-staining, fast-acting. Monterey Lawn & Garden Products, Inc., PO Box 5317, Fresno, CA 93755. Phone: 209-499-2100; Fax: 209-499-1015.

Circle 111 on the Reader Service Card

NU-ARBOR TREE & SHRUB CARE PRODUCTS

NU-ARBOR offers a variety of premium fertilizers and specialty products, including anti-transpirants, soil amendments, spray adjuvants and a natural plant wash. NU-ARBOR fertilizers are uniquely homogenized to enhance vigorous root growth and improve plant/soil relations. Apply these effective fertilizers with the Kioritz soil injector—no high pressure system required. For a free video or to purchase our starter package at discounted prices, contact NU-ARBOR Products, PO Box 151455, Grand Rapids, MI 49515-1455. Phone: 888-773-8777; E-Mail: grdarbor@aol.com

Circle 112 on the Reader Service Card

PLANT HEALTH CARE, INC.

PHC, Inc., is the world technology leader in production and research of beneficial mycorrhizal fungi. The company’s products include Mycortree mycorrhizal inoculants, Biopak biostimulants, Healthystart biofertilizers, and Terrasorb super absorbent gels. Call or write for a PHC catalog. Plant Health Care, Inc., 440 William Pitt Way, Pittsburgh, PA 15238. Phone: 800-421-9051; http://www.planthealthcare.com

Circle 113 on the Reader Service Card
ROOTS, INC.

ROOTS2™ and ironROOTS2™ provide arborists with a new approach to plant health care. Healthy trees and shrubs can now be maintained with reduced pesticide use. Trees and shrubs treated with ROOTS2™ are healthier and more stress tolerant than those treated with fertilizer alone. Plan now to use ROOTS2™ in your fertilizer program. ROOTS, Inc., 3120 Weatherford Road, Independence, MO 64055. Phone: 800-342-6173; Fax: 816-254-1408.

Circle 114 on the Reader Service Card

OMNI LEASING, INC.

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

Circle 115 on the Reader Service Card

PETERSEN INDUSTRIES, INC.

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

Circle 116 on the Reader Service Card

CNA COMMERCIAL INSURANCE

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 Commercial Insurance, CNA Plaza—38 South, Chicago, IL 60685. Phone: 800-CNA-6241 (262-6241).

Circle 117 on the Reader Service Card
INSURANCE

THE HARTFORD

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

Circle 118 on the Reader Service Card

OFFICE SUPPLIES

"RITE IN THE RAIN" PAPER DIVISION

Finally, a writing paper that can keep up with members of the NAA! “Rite in the Rain” paper is designed for writing in the outdoors and is used worldwide. Available in a variety of options: Fieldbooks, loose leaf sheets, copier paper, custom printed bid worksheets, tags ... send for free samples. “Rite in the Rain Paper Division, J.L. Darling Corporation, 2614 Pacific Hwy East, Tacoma, WA 98424. Phone: 253-922-5000; Fax: 253-922-5300; http://www.riteintherain.com; E-mail: sales@riteintherain.com

Circle 119 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 6623) with a 1 1/2-inch diameter cutting capacity suitable for vines and shrubs; 26-inch (AL 6643) and 32-inch models (shown, AL 6663) with a 2 1/2-inch diameter cutting capacity for tree pruning. Lifetime warranty. Corona Clipper, 1540 E. Sixth Street, Corona, CA 91719. Toll-free order line: 800-234-2547; Fax: 909-737-8657; http://www.coronaclipper.com; E-mail: jreisbek@coronaclipper.com

Circle 120 on the Reader Service Card

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

Circle 121 on the Reader Service Card
PRUNING TOOLS

JAMESON CORPORATION

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

Circle 122 on the Reader Service Card

FRED MARVIN ASSOCIATES

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

Circle 123 on the Reader Service Card

THE 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, PO Box 129, Eddington, ME 04428-0129. Phone: 888-244-0955, 207-843-7861; http://www.websiteserv.com/peavey/indexa.html; E-Mail: peavey@mint.net

Circle 124 on the Reader Service Card

RECYCLING EQUIPMENT

BANDIT INDUSTRIES, INC.

The Model 3680 Beast Recycler is a waste reduction machine you can afford to own and operate. Unique cuttermill cuts stumps, tree, brush, pallets, construction waste, housing demolition, railroad ties, piled brush, yard waste, wet newspapers and palm trees into fine particles of ideal size for mulch, boiler fuel or animal bedding. For further information, contact Bandit at 800-952-0178; http://www.banditchippers.com; E-mail: brushbandit@worldnet.att.net

Circle 125 on the Reader Service Card
BANDIT INDUSTRIES, INC.

Bandit’s Model 1850 Track Bandit is an 18-inch diameter capacity, self-propelled whole tree chipper, equipped with a powerful hydraulic feed system and a wide chipper opening. This makes it possible to crush limbs, branches, whole trees, tree tops and piles of brush. The unit is equipped with a 220 degree swivel discharge spout that allows the operator to discharge chips in virtually any direction. This 23,000 pound machine is ideal for land and line clearing because the machine can be driven to the trees. For further information, contact Bandit at 800-952-0178; [http://www.banditchippers.com](http://www.banditchippers.com); E-mail: brushbandit@worldnet.att.net

Circle 126 on the Reader Service Card

JOHN BROWN & SONS, INC.

Major utilities are maintaining up to 25,000 acre ROWS with the Brontosaurus System ... some using the Bronto exclusively! This is truly hassle-free ROW management—with few or no safety or environmental issues. The Brontosaurus is the safest, most durable and versatile method of brush and small tree management available today. John Brown & Sons, Inc., Sawyer Industrial Park, Weare, NH 03281. Phone: 603-529-7974; Toll free: 888-BBROONTO (227-6686).

Circle 127 on the Reader Service Card

BROWN MANUFACTURING CORP.

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

Circle 128 on the Reader Service Card

ROPESTHE AMERICAN GROUP-SAMSON DIV.

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

Circle 129 on the Reader Service Card
ROPES

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.

SOFTWARE

TREE MANAGEMENT SYSTEMS, INC.

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

SPRAYERS & ACCESSORIES

JOHN BEAN SPRAYERS

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

BIRCHMEIER

SPRAYERS & ACCESSORIES

WESTHEFFER CO., INC.

Need a sprayer? We got it! Over 100 models to choose from. Custom built to meet your needs. Tanks, pumps, valves, spreaders, engines, handcans, meters, sprayers, back packs. Over two-million dollars of parts inventory on hand. Westheffer Company, Inc., PO Box 363, Lawrence, KS 66044. Toll Free (USA, Canada, Mexico) 800-362-3110; Fax: 800-843-3281; http://www.westheffer.com; E-mail: westheffer@idir.net

Circle 134 on the Reader Service Card

STUMP GRINDERS & ACCESSORIES

BORDER CITY TOOL & MANUFACTURING COMPANY

Established in 1954, Border City Tool is the original manufacturer of carbide-tipped stump cutter teeth. After 43 years, our commitment to quality products, prompt service and reasonable prices is still our goal. We have a full line of products for your stump cutter needs. Call our toll-free number for information on our products or to place an order. Border City Tool & Manufacturing Company, 23325 Blackstone Avenue, Warren, MI 48089. Phone: 800-421-5985; Fax: 810-758-7829.

Circle 135 on the Reader Service Card

J.P. CARLTON COMPANY

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

Circle 136 on the Reader Service Card

FOX MANUFACTURING, INC.

Fox stump routers feature 32-year proven design, impressive speed and depth capabilities exceeding 12 inches. Chips are retained under machine, great maneuverability, easy load and unloading and quick change cutter head. Kohler engines from 18 to 25 hp. Low cost to purchase and maintenance is primarily sharpening your teeth and many, many happy customers. All this backed by a great warranty. Video on request. Financing available. Fox Manufacturing, Inc., PO Box 6, Lowell, IN 46356. Phone: 219-696-1440; Fax: 219-696-8107; E-Mail: fox@netnitco.net

Circle 137 on the Reader Service Card
STUMP GRINDERS & ACCESSORIES

GREEN MANUFACTURING, INC.

Greenteeth™—designed, tested and built to be the best. Now you can turn your tooth instead of changing it! Just loosen the ½ inch locknut, turn the tooth 120 degrees and tighten the nut. To change the tooth, remove the locknut, pull the tooth out and replace with a new tooth.

Green Manufacturing, Inc., 36427 Sibley Road, PO Box 640, New Boston, MI 48164-0640. Phone: 888-81GREEN (814-7336); Fax: 313-753-5226. Visit us on the Web at http://www.greenmanufacturing.com; E-mail: green@cdlcorp.com

Circle 138 on the Reader Service Card

LEONARDI MANUFACTURING

Manufacturer of teeth, pockets and wheel savers for stump grinders. Also carry knives and anvils for brush chippers. Other items include files, green wheels and bandsaw blades. Free brochure. Dependable people, quality products and knowledgeable leaders. Looking forward to serving you.

Leonardi Manufacturing, 2728 Erie Dr., Weedsport, NY 13166. Phone: 800-537-2552, 315-834-6611; Fax: 315-834-9220; E-mail: leonardimfg@worldnet.att.net

Circle 139 on the Reader Service Card

RAYCO MANUFACTURING, INC.

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


Circle 140 on the Reader Service Card

TREE PROTECTION PRODUCTS

INDEPENDENT PROTECTION COMPANY, INC.

Lightning protection systems for trees, golf shelters, restrooms, club houses, maintenance buildings and secondary lightning surge protection for sprinkler systems. Tree lightning protection sales and installation kit available along with VHS, "How to Install Lightning Protection in Trees." Free computer estimating program provides itemized material list for a specific tree.

Independent Protection Company, Inc., PO Box 537, Goshen, IN 46527. Phone: 219-533-4116; Fax: 219-534-3719; http://www.netbahn.net/ipc; E-Mail: ipc@netbahn.net

Circle 141 on the Reader Service Card
AMERICAN TRUCK & TRAILER BODY CO., INC.

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

Circle 142 on the Reader Service Card

ARBORTECH

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

Circle 143 on the Reader Service Card

SCHODORF TRUCK BODY & EQUIPMENT COMPANY

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

Circle 144 on the Reader Service Card

SOUTHCOS INDUSTRIES, INC.


Circle 145 on the Reader Service Card
USED EQUIPMENT

NESCO, INC.

The leader in sales and rentals of new and used utility equipment. We offer bucket trucks, aerial lifts, chippers, chipper trucks, stump grinders, digger derricks, trailers and more. Free catalog and videos available. NESCO, Inc., 3112 East State Road 124, Bluffton, IN 46714. Phone: 800-252-0043; Fax: 219-824-6350; http://www.nescosales.com; E-mail: nesco@nescosales.com

Circle 146 on the Reader Service Card

SOUTHEASTERN EQUIPMENT COMPANY

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

Circle 147 on the Reader Service Card

UTILITY VEHICLES

ASV, INC.

The Posi-Trak HD 4500 features a completely grease-less undercarriage and other low maintenance features. The HD 4500 is powered by an 80 hp John Deere 4.5 liter diesel. The rubber-tracked HD machine exerts only 3 psi ground pressure. The HD's reversible seat allows it to be quickly outfitted into a tractor with a 3-point hitch. ASV, Inc., 840 Lily Lane, PO Box 5160, Grand Rapids, MN 55744. Phone: 218-327-3434; Fax: 218-327-9122.

Circle 148 on the Reader Service Card

WOOD PROCESSORS

B & B MANUFACTURING

Sell your wood at $300 per cord or more. Double or triple your profits by shrink wrapping wastewood or firewood with WOOD-PAKer! Attractive, various-sized packages can be obtained with our high production, easily operated and affordable machines. Seven machines available. Inquire for free details. Video and packing samples at nominal fee. B & B Manufacturing, 3007 West River Road, Olean, NY 14760. Phone: 800-654-5320; E-Mail: bbmfg@sprynet.com

Circle 149 on the Reader Service Card
WOOD PROCESSORS

BRUTE MANUFACTURING CORP.


GFX CORPORATION

Super Split's innovative mechanical design produces an incredible two-second splitting cycle. It can easily split over two cords of wood per hour. Super Split is the most efficient, durable, low maintenance log splitter on the market—and has been for 20 years. It must be seen in action to be appreciated, so call for our video. It's time to break the hydraulic habit and make firewood profitable with the Super Split. GFX Corporation, 200 Recreation Park Drive, Hingham, MA 02043. Phone: 800-439-2188, 617-740-0350; Fax: 617-740-0355; http://www.2shore.net/~logsplit; E-mail: logsplit@shore.net

HOLLIE WOOD ENTERPRISES


TIMBERWOLF MANUFACTURING CORPORATION

Timberwolf Manufacturing Corporation introduces the Model HD Wood Processor—by far the best value for the buck. High volume production: 1½ to 3 cords per hour. Quality engine options. Affordable wood processing with high quality parts. Also offering a standard and PTO model. Professional wood splitters and conveyors. Timberwolf Manufacturing Corporation, 118 Spruce Street, Rutland, VT 05701. Phone: 802-775-4227; Fax: 802-773-1275; http://www.timberwolfcorp.com; E-Mail: twolf@sover.net
**BUYER'S GUIDE**

**LIST OF ADVERTISERS**

<table>
<thead>
<tr>
<th>Reader Service No. *</th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>70. Aerial Lift, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>100. Agape Designs</td>
<td>10</td>
</tr>
<tr>
<td>75. American Arborist Supplies, Inc.</td>
<td>4</td>
</tr>
<tr>
<td>129. American Group - Samson Division</td>
<td>17</td>
</tr>
<tr>
<td>142. American Truck &amp; Trailer Body Co., Inc.</td>
<td>21</td>
</tr>
<tr>
<td>71. AmeriQuip</td>
<td>3</td>
</tr>
<tr>
<td>102. ArborMaster Training, Inc.</td>
<td>11</td>
</tr>
<tr>
<td>106. ArborSystems, LLC</td>
<td>12</td>
</tr>
<tr>
<td>143. Arbortech</td>
<td>21</td>
</tr>
<tr>
<td>148. ASV, Inc.</td>
<td>22</td>
</tr>
<tr>
<td>149. B &amp; B Manufacturing</td>
<td>22</td>
</tr>
<tr>
<td>76. Bailey’s</td>
<td>4</td>
</tr>
<tr>
<td>86. Bandit Industries, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>125. Bandit Industries, Inc.</td>
<td>16</td>
</tr>
<tr>
<td>126. Bandit Industries, Inc.</td>
<td>17</td>
</tr>
<tr>
<td>132. John Bean Sprayers</td>
<td>18</td>
</tr>
<tr>
<td>77. Bishop Company</td>
<td>4</td>
</tr>
<tr>
<td>135. Border City Tool &amp; Manufacturing Co</td>
<td>19</td>
</tr>
<tr>
<td>128. Brown Manufacturing Corporation</td>
<td>17</td>
</tr>
<tr>
<td>127. John Brown &amp; Sons, Inc.</td>
<td>17</td>
</tr>
<tr>
<td>150. Brute Manufacturing Corporation</td>
<td>23</td>
</tr>
<tr>
<td>117. CNA Commercial Insurance</td>
<td>14</td>
</tr>
<tr>
<td>136. J.P. Carlton Company, Div. DAF, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>120. Corona Clipper</td>
<td>15</td>
</tr>
<tr>
<td>107. Creative Sales, Inc. (CSI)</td>
<td>12</td>
</tr>
<tr>
<td>105. Cummings Michigan, Inc.</td>
<td>11</td>
</tr>
<tr>
<td>108. The Doggett Corporation</td>
<td>12</td>
</tr>
<tr>
<td>87. Doskocil Industries, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>121. Fanno Saw Works</td>
<td>15</td>
</tr>
<tr>
<td>78. Forestry Suppliers, Inc.</td>
<td>5</td>
</tr>
<tr>
<td>137. Fox Manufacturing, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>123. Fred Marvin Associates</td>
<td>16</td>
</tr>
<tr>
<td>151. GFX Corporation</td>
<td>23</td>
</tr>
<tr>
<td>88. Gravely International</td>
<td>7</td>
</tr>
<tr>
<td>138. Green Manufacturing, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>69. The Hartford</td>
<td>2</td>
</tr>
<tr>
<td>118. The Hartford</td>
<td>15</td>
</tr>
<tr>
<td>152. Hollie Wood Enterprises</td>
<td>23</td>
</tr>
<tr>
<td>93. Husqvarna Forest &amp; Garden Company</td>
<td>8</td>
</tr>
<tr>
<td>101. IML - Instrument Mechanik Labor, Inc.</td>
<td>10</td>
</tr>
<tr>
<td>133. ITB Co., Inc.</td>
<td>18</td>
</tr>
<tr>
<td>141. Independent Protection Company, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>103. International Society of Arboriculture</td>
<td>11</td>
</tr>
<tr>
<td>122. Jameson Corporation</td>
<td>16</td>
</tr>
<tr>
<td>79. Kramer Equipment Co., Inc.</td>
<td>5</td>
</tr>
<tr>
<td>89. Karl Kuenmerling, Inc.</td>
<td>7</td>
</tr>
<tr>
<td>139. Leonardi Manufacturing Company</td>
<td>20</td>
</tr>
<tr>
<td>110. J.J. Mauger Company</td>
<td>13</td>
</tr>
<tr>
<td>111. Monterey Lawn &amp; Garden Products, Inc.</td>
<td>13</td>
</tr>
<tr>
<td>104. National Arborist Association (NAA)</td>
<td>11</td>
</tr>
<tr>
<td>154. National Arborist Association (NAA)</td>
<td>44</td>
</tr>
<tr>
<td>146. NESCO, Inc.</td>
<td>22</td>
</tr>
<tr>
<td>130. New England Ropes, Inc.</td>
<td>18</td>
</tr>
<tr>
<td>80. Niemeyer Corporation</td>
<td>5</td>
</tr>
<tr>
<td>81. Northeastern Associates</td>
<td>5</td>
</tr>
<tr>
<td>112. NU-ARBOR Tree &amp; Shrub Care Products</td>
<td>13</td>
</tr>
<tr>
<td>115. Omni Leasing, Inc.</td>
<td>14</td>
</tr>
<tr>
<td>94. Oregon Cutting Systems Div./Blount, Inc.</td>
<td>9</td>
</tr>
<tr>
<td>124. Peavey Manufacturing Company</td>
<td>16</td>
</tr>
<tr>
<td>116. Petersen Manufacturing Company</td>
<td>16</td>
</tr>
<tr>
<td>113. Plant Health Care, Inc.</td>
<td>13</td>
</tr>
<tr>
<td>72. Polecat Industries, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>95. PoulanPRO</td>
<td>9</td>
</tr>
<tr>
<td>96. Rapco Industries, Inc.</td>
<td>9</td>
</tr>
<tr>
<td>140. Rayco Manufacturing, Inc.</td>
<td>20</td>
</tr>
<tr>
<td>119. Rite in the Rain Paper Division</td>
<td>15</td>
</tr>
<tr>
<td>114. Roots, Inc.</td>
<td>14</td>
</tr>
<tr>
<td>97. SawJammer Company</td>
<td>9</td>
</tr>
<tr>
<td>98. SawJammer Industries</td>
<td>10</td>
</tr>
<tr>
<td>144. Schoendorf Truck Body &amp; Equip. Company</td>
<td>21</td>
</tr>
<tr>
<td>82. Shelter Tree, Inc.</td>
<td>6</td>
</tr>
<tr>
<td>83. Sherrill Arborist Supply</td>
<td>6</td>
</tr>
<tr>
<td>99. Shindaiwa, Inc.</td>
<td>10</td>
</tr>
<tr>
<td>91. Simonds Industries, Inc.</td>
<td>8</td>
</tr>
<tr>
<td>145. Southco Industries, Inc.</td>
<td>21</td>
</tr>
<tr>
<td>147. Southeastern Equipment Company</td>
<td>22</td>
</tr>
<tr>
<td>73. TECO, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>74. Terex Telelect, Inc.</td>
<td>4</td>
</tr>
<tr>
<td>153. Timberwolf Manufacturing Corporation</td>
<td>23</td>
</tr>
<tr>
<td>131. Tree Management Systems, Inc.</td>
<td>18</td>
</tr>
<tr>
<td>84. WesSpur, Inc.</td>
<td>6</td>
</tr>
<tr>
<td>85. Western Tree &amp; Landscape Supply</td>
<td>6</td>
</tr>
<tr>
<td>134. Westheffer Company, Inc.</td>
<td>19</td>
</tr>
<tr>
<td>92. Zenith Cutter Company</td>
<td>8</td>
</tr>
</tbody>
</table>

* Please circle this number on the Reader Service Card for more information.

This directory contains listings of companies supplying the tree care industry with products and/or specialized services. The information contained herein should not be construed as an endorsement of products or techniques.
### Associate Member of the National Arborist Association

<table>
<thead>
<tr>
<th>(D) Distributor</th>
<th>(M) Manufacturer</th>
<th>(S) Service</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACRT, Inc.</strong></td>
<td><strong>Aearo Peltor</strong></td>
<td><strong>Albiez Insurance Agency, Inc.</strong></td>
</tr>
<tr>
<td><strong>Environmental Specialists</strong></td>
<td>8001 Woodland Drive</td>
<td>Plaza 9, 900 Rt 9 N, Suite 503</td>
</tr>
<tr>
<td>2545 Bailey Road, PO Box 401</td>
<td>Indianapolis, IN 42678</td>
<td>PO Box 39</td>
</tr>
<tr>
<td>Cuyahoga Falls, OH 44221-0401</td>
<td>800-225-9038</td>
<td>Woodbridge, NJ 07095</td>
</tr>
<tr>
<td>800-622-2562</td>
<td>317-692-6616</td>
<td>800-ARBORS-1 (272-6771)</td>
</tr>
<tr>
<td>330-945-7500</td>
<td>Fax: 800-488-8007</td>
<td>908-602-3785</td>
</tr>
<tr>
<td>Fax: 330-945-7200</td>
<td><a href="http://www.aearo.com">http://www.aearo.com</a></td>
<td>Fax: 908-634-6459</td>
</tr>
<tr>
<td><a href="http://www.acrtinc.com">http://www.acrtinc.com</a></td>
<td></td>
<td>William A. Hamilton, CIC</td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:asacrt@acrtinc.com">asacrt@acrtinc.com</a></td>
<td></td>
<td>Sr. Vice President-National Arborist Sales</td>
</tr>
<tr>
<td>Richard E. Abbott</td>
<td></td>
<td>and Northern California</td>
</tr>
<tr>
<td>Jeff A. Saltzman</td>
<td></td>
<td>510-841-4628</td>
</tr>
<tr>
<td>ACRT - Environmental Specialists</td>
<td></td>
<td>Scott Dillon</td>
</tr>
<tr>
<td><strong>AD! Pruning Tools by TOL Incorporated</strong></td>
<td></td>
<td>and</td>
</tr>
<tr>
<td>PO Box 1498</td>
<td></td>
<td>Southern California</td>
</tr>
<tr>
<td>Tulare, CA 93275</td>
<td></td>
<td>310-577-0377</td>
</tr>
<tr>
<td>800-732-2142</td>
<td></td>
<td>Lynda Brophy</td>
</tr>
<tr>
<td>209-686-2844</td>
<td></td>
<td>and Delmarva-SE Pennsylvania</td>
</tr>
<tr>
<td>Fax: 209-685-1006</td>
<td></td>
<td>610-237-0851</td>
</tr>
<tr>
<td>Scott Hermann</td>
<td></td>
<td>Thomas Travers</td>
</tr>
<tr>
<td><strong>A &amp; F Warehouse</strong></td>
<td></td>
<td>and Southern Florida</td>
</tr>
<tr>
<td>Unit 13 Hurstfold Farm, Fernhurst</td>
<td></td>
<td>561-735-7734</td>
</tr>
<tr>
<td>W Sussex GBR GU27 3JG</td>
<td></td>
<td>John M. Proft</td>
</tr>
<tr>
<td>Mail order to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PO Box 13, Liphook</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hants GBR GU30 7UX</td>
<td></td>
<td></td>
</tr>
<tr>
<td>011-441-428-661767</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 011-441-428-654181</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Penny A. Allanson-Bailey</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ADI Pruning Tools by TOL Incorporated</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PO Box 13</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Aerial Lift, Inc.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2381 South Foster</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wheeling, IL 60090</td>
<td></td>
<td></td>
</tr>
<tr>
<td>847-398-0620</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 847-394-1042</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ron Aidikonis</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Your headquarters for arborist equipment and supplies. Brush Bandit chippers, Rayco stamp cutters and a wide variety of climbing gear for the professional.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Aerial Equipment, Inc.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>571 Plains Road, PO Box 66</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milford, CT 06460</td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA 800-446-5438</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In CT 800-245-5438</td>
<td></td>
<td></td>
</tr>
<tr>
<td>203-878-0694</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 203-878-2549</td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.aeriallift.com">http://www.aeriallift.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:aerialinfo@aol.com">aerialinfo@aol.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ernest E. DePiero</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Richard L. Mitchell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturer of aerial lifts, hydraulic dump chip boxes and accessories. See our ad in the 4-color Pictorial Buyer's Guide.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>AGAPE Designs</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2660 West Baseline Road</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mesa, AZ 85202</td>
<td></td>
<td></td>
</tr>
<tr>
<td>800-990-TREE (8733)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>602-820-3939</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 602-820-3940</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Doreen Orist</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Custom designer of tree T-shirts for work or play. See our ad in the 4-color Pictorial Buyer's Guide.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>AEROCO</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>887 E. Commercial Street</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Westmont, IL 60559</td>
<td></td>
<td></td>
</tr>
<tr>
<td>800-225-4369</td>
<td></td>
<td></td>
</tr>
<tr>
<td>708-255-0926</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 708-255-0927</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alvis Grice</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturer of replacement booms, buckets, bucket covers, scabbards and related aerial device accessories. Also, fiberglass repair to booms and buckets. See our ad in the 4-color Pictorial Buyer's Guide.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Alliance Equipment Company, Inc.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1000 North Union Avenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alliance, OH 44601</td>
<td></td>
<td></td>
</tr>
<tr>
<td>800-383-2290 x221</td>
<td></td>
<td></td>
</tr>
<tr>
<td>330-821-2291 x221</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fax: 330-821-4836</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sharon McCarty, x221</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturer of replacement booms, buckets, bucket covers, scabbards and related aerial device accessories. Also, fiberglass repair to booms and buckets. See our ad in the 4-color Pictorial Buyer's Guide.</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Altec Industries, Inc.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>210 Inverness Center Drive</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Birmingham, AL 35242</td>
<td></td>
<td></td>
</tr>
<tr>
<td>205-991-7733</td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="http://www.altec.com">http://www.altec.com</a></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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 Buyer's Guide.

Manufacturer and distributor of equipment. Aerial lift repairs, forestry bodies and truck bodies.

See our ad in the 4-color Pictorial Buyer's Guide.

Manufacturer of trailer- and truck-mounted aerial lifts.

See our ad in the 4-color Pictorial Buyer's Guide.

Manufacturer and distributor of quality products since 1966. Product lines include Sandvik-Windsor (saw chain, guide bars, hand pruners, loppers), Sabre (saw chain), Elvex (safety chaps, head protection), as well as our own product catalog on chain saw parts and accessories.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

We stock tree trimming equipment, i.e. Buckingham & Miller saddles, lanyards, climbers, ropes, Felco & Corona saws & pruners, poles & pole saws, at competitive prices. Also, horticultural books by Shigo, Pirone, Harris & Mattheck with a selection of tree disease & insect books, palm books, tropical tree books and CD-ROM's.
packages are available with financing. The Arbortech produces a complete line of for-

Buyer's Guide.

cap bodies, crew cabs, brush bodies, pick-
estrv bodies for the professional arborist:

promotes and carries out safety and pro-
tip S
tip of tree injection chemicals and supplies.

needed to treat trees for insects, diseases

of tree injection system, using the paten-
ted Wedgle™ Tip and WedgeChek™. The

Arbortech produces a complete line of for-
estry bodies for the professional arborist: chip bodies, crew cabs, brush bodies, pick-

up caps, tool boxes. Ready-to-roll, turn-key

packages are available with financing. The

Arbortech difference is quality.

See our ad in the 4-color Pictorial

Buyer's Guide.

See our ad in the 4-color Pictorial

Buyer's Guide.

See our ad in the 4-color Pictorial

Buyer's Guide.
(M) Bayer Corporation
8400 Hawthorn Road,
PO Box 4913
Kansas City, MO 64120
800-842-8020
Fax: 816-242-2298

(M) John Bean Sprayers
PO Box 1404
LaGrange, GA 30241-1404
800-241-2308
706-882-8161
Fax: 706-882-0052
E-Mail: JohnBean@durand-wayland.com

Ray Perry
See our ad in the 4-color Pictorial Buyer's Guide.

(D) Ben Meadows Company
3589 Broad Street
Atlanta, GA 30341
800-241-6401
Fax: 800-628-2068
http://www.benmeadows.com
E-Mail: mail@benmeadows.com
Jay Buell
Distributor of cultivators, erosion and
landscape fabrics, tree care tools and
equipment. Soil testers, soil sampling au-
gers, etc.

(M) Bennett & Bennett Enterprises, LLC
PO Box 1099
Gatlinburg, TN 37738
423-436-2008
Fax: 423-436-5082
Paul Bennett
Optimal loader-mount tree spades. Opti-
mal truck-mounted tree transplanting
machines.

(D) Bishop Company
12519 East Putnam Street
Whittier, CA 90602
800-421-4833
562-698-9818
Fax: 562-698-2238
Jerry Anaya x350 (Se habla Español)
Steve Molin x340
Keith McCormick x220
Jack McCormick x110
Bishop Company is a stocking distribu-
tor of quality tools and equipment for the professional arborist and landscaper, representing products from over 400
manufacturers. Call for your free catalog
today.
See our ad in the 4-color Pictorial Buyer's Guide.

(M) Blockbuster, Inc.
2756 Kentucky Avenue
Mt. Pleasant, IA 52641
319-986-5525
Fax: 319-986-6858
Tim Batey

(D) Blue Ridge Arborist Supply
PO Box 1626, 300 S East Street
Culpeper, VA 22701
800-577-TREE (8733)
540-829-6889
Fax: 540-825-6451
Stephanie Partlow
Featuring a full line of equipment. Call for
a brochure or stop by the store. Same day
shipping.

(D) Bone Safety Signs
1761 McCoba Drive #A
Smyrna, GA 30080
800-873-2399
770-333-1635
Fax: 770-333-1639
Herman O. Brown, Jr.

(D/M) Border City Tool & Manufacturing
Company
23325 Blackstone Avenue
Warren, MI 48089-2675
800-421-5985
810-758-5574
Fax: 810-758-2298
John R. Parenteau
Buy direct from the original manufacturer.
See our ad in the 4-color Pictorial Buyer's Guide.

(M/M) John Brown & Sons, Inc.
14 B & B Lane, Sawyer Industrial Park
Weare, NH 03281
888-B-BRONTO (227-6686)
603-529-7974
Fax: 603-529-7976
John Brown
Harvey Donaldson
See our ad in the 4-color Pictorial Buyer's Guide.

(M) Brown Manufacturing Corporation
Route 3, Box 339
Ozark, AR 72901
888-B-BRONTO (227-6686)
800-633-8909
334-795-6603
Fax: 334-795-3029
Jeff Thagard
See our ad in the 4-color Pictorial Buyer's Guide.

(M) Brute Manufacturing Corporation
RR #2, Box 314, Route 103
E Clarendon, VT 05759
800-261-9301
802-773-9301
Fax: 802-773-9730
John Norton-Griffiths
Tom Cesiro
Manufacturers of firewood processors, log
splitters and conveyors.
See our ad in the 4-color Pictorial Buyer's Guide.

(D) Bryan Equipment Sales, Inc.
457 Wards Corner Road
Loveland, OH 45140
800-GO STIHL (467-8445)
513-248-2000
Fax: 513-248-0398
http://www.stihlusa.com
Casey McGrath

(M) Buccaneer Rope Company
4711 126th Avenue N
Clearwater, FL 34622
800-358-ROPE (7673)
813-573-6066
Fax: 813-573-1210
E-Mail: bucrope@earthlink.net
Dan Pockman

(M) Buckingham Manufacturing Co., Inc.
1-11 Travis Avenue, PO Box 608
Heber Springs, AR 72543
800-643-8039
501-362-8161
Fax: 501-362-5407
http://www.big-john.com
E-Mail: bigjohn@cswnet
Charles Blankenship
Will Humphreys
See our ad in the 4-color Pictorial Buyer's Guide.
Built-Rite Manufacturing produces a full line of commercial wood splitters, conveyors and firewood processors, all-encompassing, state-of-the-art designs for higher production, ease of use and durability.

Built-Rite Manufacturing
750 East Hill Road
Ludlow, VT 05149
800-757-2520
802-228-7293
Fax: 800-757-2520
John R. Smith

CWC Chemical, Inc.
2948 Simmons Drive
Clovebrdale, VA 24077
800-380-9903
540-992-5766
Fax: 540-992-5601
http://www.cwc-chemical.com
Larry Sharpe
CWC Chemical, Inc., supplies a full line of industrial herbicides, spray adjuvants, tree injection products, application equipment and accessories. We also provide technical information, product labels and MSDS sheets.

Cal-Line Equipment, Inc.
6010 South Front Road
Livermore, CA 94550
CA Only: 800-654-8749
510-443-6432
Fax: 510-443-6573
Dennis Knoll
Bandit chippers, Rayco stump grinders, log splitters, shredders, mulchers, waste recyclers, new and used. Financing available.

J.P. Carlton Company manufactures the highest quality stump cutters available, from 25 horsepower self-propelled units to 106 horsepower tow-behind units. Carlton machines incorporate many exclusive features which improve both the cutting performance and life of the machines. Compare Carlton's specifications to the competition. You will quickly see why a Carlton is the best choice.

See our ad in the 4-color Pictorial Buyer's Guide.
(S) Creative Automation Solutions
10500 Old Court Road
Woodstock, MD 21163
800-49-ARBOR(2-7867)
410-461-5858
Fax: 410-465-3593
http://www.creativeautomation.net
E-Mail: 71222.45@compuserv.com
Mark A. Smith
Diana Cardillo
Featuring ArborWare®, the arborist/landscaper business software for DOS/Windows. Computer hardware and software consultation, custom software programming and systems design supporting LANs, field laptops and handhelds. Your complete resource for all your automation needs.

(D) Cummins Michigan, Inc.
41216 Vincenti Court
Novi, MI 48375
248-478-9700
Fax: 248-478-4663
James M. Osborne
Cummins power for the tree care industry. B and C series engines have set the standard! Durable, fuel efficient and long-lasting performance that every arborist expects.
See our ad in the 4-color Pictorial Buyer’s Guide.

(D) Cutter’s Choice, Inc.
2008 East 33rd Street, PO Box 10308
Erie, PA 16514
814-898-1629
Fax: 814-898-0275
Paul Marchand

(S) Davey Resource Group
1500 North Mantua Street, PO Box 5193
Kent, OH 44240-5193
800-447-1667, ext. 376
330-673-9511
Fax: 330-673-5408
http://www.davey.com
E-Mail: info@davey.com
Brenda Glidewell

(M) John Deere Consumer Products, Inc.
14401 Carowinds Blvd
Charlotte, NC 28273
704-588-3200
Fax: 704-588-0926
Kristin Tichenor
Peter Finamore
Eric Nolin

(M) Deutz Corporation
3883 Steve Reynolds Boulevard
Norcross, GA 30093
770-564-7100
Fax: 770-564-7222
Walter Krieger
Bob Mann
Bob Schneider
Mike Cooper
Manufacturer of diesel engines.

(D) Ditch Witch of Charlotte, Inc.
4600 North I-85 Service Road
Charlotte, NC 28206
704-596-5700
Fax: 704-596-6681
Ivey Cook
Stanley Hydraulic tools and service, Gravely chippers, Mustang skid-steer loaders, Ditch Witch trenchers and Delta chippers.

(D/S) Ditch Witch of Louisiana
5402 Industrial Drive Extension
Bossier City, LA 71112
800-344-2512
318-747-0660
Fax: 318-747-2907
Bill Duncan
Tad Duncan
Virgil Padgett
Providing sales, parts and service for Rayco stump machines, Morbark E-Z Beever chippers and the full line of Ditch Witch equipment. Serving contractors for 20 years of quality service.

(M) The Doggett Corporation
31 Cherry Street
Lebanon, NJ 08833
800-448-1862
908-236-6335
Fax: 908-236-7716
Roger D. Mellick
See our ad in the 4-color Pictorial Buyer’s Guide.
(M) Doskocil Industries, Inc.
1324 West Rialto Avenue
San Bernardino, CA 92410
909-885-0988
Fax: 909-381-4743
Marilyn Doskocil
David Doskocil
Bill Arden
* Stump grinders * brush chippers * chipper/mulcher/recyclers * root cutters *
See our ad in the 4-color Pictorial Buyer's Guide.

(M) DowElanco
9330 Zionsville Road
Indianapolis, IN 46268
800-263-1196
Fax: 800-905-7326
Kevin Tomka
GarlonTM 4 Herbicide
GarlonTM 3A Herbicide
TordonTM 101 Mixture Herbicide
TordonTM K Herbicide
TranslineTM Herbicide
PathwayTM Herbicide
PathfinderTM II Herbicide
SpikeTM 20P Herbicide
SpikeTM 80W Herbicide
ProfileTM 2SC Tree Growth Regulator
CutlessTM Tree Implant Tree Growth Regulator

(D) DUECO, Inc.
N4 W22610 Bluemound Rd
Waukesha, WI 53186
800-503-8326
414-547-8500
Fax: 414-547-8407
Ken Hintz

(M) E-Z Implements, Inc.
3311 NW 166th Street
Jordan, MN 55352
800-278-2531
612-492-2867
612-492-7706
Chuck Devaney
Larry Coon

(M) Eastern Metal/USA-SIGN
1430 Sullivan Street
Elmira, NY 14901-1698
800-872-7446
607-734-2295
Fax: 607-734-8783
http://www.usa-sign.com
E-Mail: info@usa-sign.com
Mr. Jan Miller
Manufacturer of work zone and safety products since 1947. Including a complete line of portable sign stands, roll-up signs, flags and storage bags, center-hinged signs, flagger paddles, barricades and Signenvelope temporary sign covers. National distributor of a wide variety of associated products.

(S) Howard L. Eckel, Business Consultant
4609 Overseas Highway, PO Box 1197
Marathon, FL 33050
800-233-8510, ext. 444
Howard Eckel

(M) Ecoplug, Inc.
4707 140th Avenue N, Suite 317
Clearwater, FL 33762
813-531-3973
Fax: 813-738-1627 or 813-531-5585
Dick Spong
Manufacturer of the patented chemical infection implant system for delivery of tree health products such as nutrients, fungi- cides, herbicides, insecticides and TGR's. Safe and selective tree care.

(S) Environmental Consultants, Inc.
301 Lakeside Drive
Southampton, PA 18966
215-322-4040
Fax: 215-322-9404
E-Mail: 103-135.107@compuserve.com
Dennis E. Holewinski
Philip Charlton
Keith Forry
Tom Williams

(S) Environmental Information & Design, Inc.
1651 Calks Ferry Road
Lexington, SC 29072
803-356-3672
Fax: 803-356-3672
E-Mail: naturedan@aol.com
Richard Dubé

(D) ESSCO Distributors, Inc.
1555 5th Industrial Court
Bay Shore, NY 11706-3440
800-842-1104
516-665-1370
Fax: 516-665-1559
Jerry Sluker

(D/M) Excalibur DMM
PO Box 1007
Sandy, Utah 84091
801-942-8471
Fax: 801-942-8531
E-Mail: xcalibur@inconnect.com
Steve Petro
DMM carabiners are 3 sigma-rated and ISO 9001 quality system certified. Our products meet and exceed strength requirements of all relevant national and international standards. Call for the name of your nearest arborist supplier.

(M) FMC Corporation-APG Specialty Products
1037 Watervliet-Shaker Road
Albany, NY 12205
518-869-2439
Fax: 518-869-4957
Arden Bull
Astro - Insecticide and Talstar Flovable Insecticide-Miticide. Both are safe on foliage, have virtually no odor and come with "Caution" labels.

(D/M) Fanno Saw Works
PO 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 pruners with wood or fiberglass poles. Fanno International, supplier of Tri-Edge pruning saws with durability in mind. See our ad in the 4-color Pictorial Buyer's Guide.
B.R. "Mac" MacCulloch
Turnbuckles, thimbles, eyebolts, wire rope clips, spring hooks, chain, cable, lag hooks lb/threads. All items available in galvanized or stainless steel.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.
(D/M) Green Pro Services
380 South Franklin Street
Hempstead, NY 11550
800-645-6464
516-538-6444
Fax: 516-538-2042
http://www.greenpro.com
Paul LoMonaco

(M) Grow Gun Corporation
5322 Howell Street
Arvada, CO 80002
303-278-9112
Fax: 303-279-5101
http://www.denver.infi.net/~growgun
E-Mail: growgun@denver.infi.net
Chuck Staudinger
Aeration equipment and earth augers.

(D) Growtech, Inc.
1724 Elmhurst Road
Elk Grove Village, IL 60007
800-204-4769 (GROW)
847-427-1377
Fax: 847-427-1455
Val Box

(M) Growth Products, Ltd.
179 Westmoreland Avenue
White Plains, NY 10606
800-648-7626
914-428-1316
Fax: 914-428-2780
Nicole Campbell

(S) The Hartford
Hartford Plaza, T-18 Programs Unit
Hartford, CT 06115
800-533-7824
860-547-4277
Fax: 860-547-6649
Billy Boguski
Joe Brophy
Jenny Mortell
Mike Rook
NAA-endorsed Property and Casualty Insurance Program offering a variety of coverages, including Pesticide and Herbicide Applicator Coverage and Workers’ Compensation (in most states). Available through your local agent.
See our ad in the 4-color Pictorial Buyer’s Guide.

(D) Hawkensen Equipment Company, Inc.
Route 25, PO Box 766
Plymouth, NH 03264
800-299-8970
603-536-2433
Fax: 603-536-3958
E-Mail: hawkensen@aol.com
Steven L. Huss
Custer Reed
Large selection of new Brush Bandit chippers always in stock. Always several good used chippers on hand. Husqvarna, STIHL, Kubota, John Deere.

(M) Hidro-Grubert
7332 Park Vista Circle
Charlotte, NC 28226
704-544-9950
Fax: 704-541-1266
Charles Breitbart

(M) Holan/Mobile Tool International, Inc.
5600 West 88th Avenue
Westminster, CO 80030-9986
800-521-5351
303-657-2557
Fax: 303-657-2545
http://www.mobiletool.com
Bill Holberg
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.

(D) ITB Company, Inc.
755 North Laurel Road
PO Box 2505
London, KY 40743
800-686-1357
606-878-1357
Fax: 606-878-9841
Sally Smith
See our ad in the 4-color Pictorial Buyer’s Guide.

(M) ImpleMax Equipment Co., Inc.
PO Box 549
Bozeman, MT 59771-0549
800-587-6656
406-587-2662
Fax: 406-587-2808
Will Callahan

(H) Manufacturers of “Tree Feeder-The Fertilizer Is In The Tube®”. In three sizes for new tree transplants. Irrigation water into the tube carries water AND 5-15-5 fertilizer directly down to the root where it is needed most!
See our ad in the 4-color Pictorial Buyer’s Guide.

(D) Hollie Wood Enterprises
11 Noyes Street
Norton, MA 02766
508-222-9350
Fax: 508-222-5254
Steve Zumalt
See our ad in the 4-color Pictorial Buyer’s Guide.

(D) Holt Company of Ohio
5252 Walcutt Court, PO Box 28525
Columbus, OH 43228
614-878-2287
Fax: 614-851-5015
Dwight Dana

(D/M) Husqvarna Forest & Garden Company
9006 Perimeter Woods Drive
Charlotte, NC 28216
800-GET-SAWS (438-7297)
704-597-5000
Fax: 704-599-4302
http://www.husqvarna.com
Heather Geddings
Manufactures and markets a complete line of arborist chain saws, clearing saws, cutoff saws and lawn and garden products, including mowers, tractors, tillers, edgers, brush cutters, grass trimmers and blowers. Also makes a line of protective apparel and accessories.
See our ad in the 4-color Pictorial Buyer’s Guide.

(M) ImpleMax Equipment Co., Inc.
PO Box 549
Bozeman, MT 59771-0549
800-587-6656
406-587-2662
Fax: 406-587-2808
Will Callahan

TCI BUYER’S GUIDE - DECEMBER 1997 - 33
Independent Protection Company, Inc.
1603-09 South Main Street, PO Box 537
Goshen, IN 46527
219-533-4116
Fax: 219-534-3719
http://www.netbahn.net/ipc
E-Mail: ipc@netbahn.net
Robert E. 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 Buyer's Guide.

INNOVATIVE GARDEN SUPPLY
PO Box 507
Tivoli, NY 12583
914-756-3210
Keith P. Tompkins

INSTRUMENT MECHANIK LABOR, INC.
3015 Canton Road, Suite 14
Marietta, GA 30066
888-514-8851
770-514-8851
Fax: 770-514-8851
http://www.imlusa.com
E-Mail: chrisll@mindspring.com
Chris Wilhelm
See our ad in the 4-color Pictorial Buyer's Guide.

INTERNATIONAL SOCIETY OF ARBORICULTURE
PO Box GG, 6 Dunlap Court
Savoy, IL 61874-9902
888-ISA-TREE (472-8733)
217-355-9411
http://www.ag.uiuc.edu/~isa/
E-Mail: isa@isa-arbor.com
William Kruidenier
See our ad in the 4-color Pictorial Buyer's Guide.

JAMESON CORPORATION
PO Box 240277
Charlotte, NC 28224-0277
800-340-1956
704-525-5191
Fax: 704-522-6161
Thomas B. Crates
Jameson manufactures and distributes a professional line of fiberglass pruner poles and accessories. High-grade boom mount tool holders and aerial bucket hydraulic saw scabbard. See our ad in the 4-color Pictorial Buyer's Guide.

KAN-DU STUMPERS
512 South Summit
Sioux Falls, SD 57104
800-359-2235
605-334-0775
Donald L. Eilertson

KEY KNIFE, INC.
6713 SW Bonita Road, #270
Portland, OR 97224
800-684-4861
503-684-4858
Fax: 503-684-2793
http://www.keyknife.com
E-Mail: kk@keyknife.com
Lorre Endicott
Key Knife, Inc., offers a "high-tech" patented chipper knife system for your portable hand-fed tree and brush chippers. Knife cost is reduced while setup time is reduced. Longer knife life and excellent feed characteristics with brush. Overall maintenance and cost reduction is substantial.

KRAEMER EQUIPMENT COMPANY, INC.
7835 Richmond Highway
Alexandria, VA 22306
800-500-7835
703-360-4777
Fax: 703-360-1065
Neal Kramer
Selling professional arborist supplies since 1947. Call us anytime! See our ad in the 4-color Pictorial Buyer's Guide.
Leonardi Manufacturing
2728 Erie Drive
Weedsport, NY 13166-9505
800-537-2552
315-834-6611
Fax: 315-834-9220 (24 hours)
E-Mail: leonardimfg@worldnet.att.net
Ezio Leonardi, Jr.
Manufacturer of teeth, pockets and wheel savers for stump grinders. Also carry knives and anvils for brush chippers. Other items include files, green wheels and bandsaw blades. Free brochure. Dependable people, quality products and knowledgeable leaders. Looking forward to serving you.
See our ad in the 4-color Pictorial Buyer's Guide.

LESCO, Inc.
20005 Lake Road
Rocky River, OH 44116
315-449-6007
Fax: 315-449-6599
John Butenko

Lewis Utility Truck Sales, Inc.
628 N Portland Street
Ridgeville, IN 47380
800-856-2064
765-857-2064
Fax: 765-857-2225
Dutch Lewis
National company providing bucket trucks, chip trucks and chippers.

 Links, Lumber & Landscape
6255 E Taft Road
North Syracuse, NY 13212
888-458-5553
315-458-9046
Sam Cohoon
Jon Cleland
Ted Perry
Steve Scott

Forrest Lytle & Sons, Inc.
740 W Galbraith Road
Cincinnati, OH 45231
513-521-1464
Fax: 513-521-0779
Peggy J. Lytle

Malcolm & Parsons Insurance Agency, Inc.
6 Freeman Street, PO Box 527
Stoughton, MA 02072-0527
MA only: 800-367-8439
781-344-3200
Fax: 781-344-1425
http://www.stoughtonmass.com
E-Mail: malpar@juno.com
David L. Parsons
NAA insurance specialists. Handling business and personal insurance needs for clients since 1825. We work for you. We find the best combination of coverage and price to fit your situation. Call us today.
See our ad in the 4-color Pictorial Buyer's Guide.

Fred Marvin Associates
1968 Englewood Avenue
Akron, OH 44312
330-784-9211
http://www.pruner.com
E-Mail: fma@pruner.com
Jeff Mussay
Manufacturer of pole pruners and saws since 1943.
See our ad in the 4-color Pictorial Buyer's Guide.

J. L. Matthews Company, Inc.
620 West Felix
Fort Worth, TX 76115
800-421-3360
817-924-3360
Fax: 817-923-0246
http://www.jlmatthews.com
E-Mail: jlmco@flash.net
Danny R. Matthews

J.J. Maugt Company
5435 Peck Road
Arcadia, CA 91006-5847
800-TREES-RX (873-3779)
818-444-1057
Fax: 818-444-7414
http://www.maugt.com
E-Mail: maugt@maugt.com
Dale Dodds
Nate Dodds
See our ad in the 4-color Pictorial Buyer's Guide.

Milyn Equipment, Inc.
PO Box 50988
Midland, TX 79710
800-642-0990
915-684-0990
Fax: 915-684-0991
E-Mail: milynequip@aol.com
Michael Clinton
Since 1995, supplying equipment for the recycling of wood waste, specializing in chippers and screens.

Minnesota Wanner Company
5145 Eden Avenue South
Minneapolis, MN 55436
800-247-4998
612-929-1070
Tom Wanner
Bill McCrae
Spraying equipment. Complete sprayers from truck-mounted to hand-held. Pumps, tanks, hose reels, spray guns and repair parts for all of the above.

MIRK, Inc./Toombs Truck & Equipment Co., Inc.
7629 Chippewa Road
Orrville, OH 44667
330-669-2000
Fax: 330-669-3732
Richard Thut
Dick Williston

Mitsubishi Generator Sales & Service
225 North Michigan Avenue, Suite 2322
Chicago, IL 60601
888-387-3464
312-938-8887
Fax: 312-938-3605
E-Mail: mtomaselli@nichimen-america.com
Michael Tomaselli
Mitsubishi offers 11 models of quality, portable, industrial generators ranging from 1300 to 6700 watt. All generators come with the powerful Mitsubishi 4-cycle OHV gasoline engine. Deluxe generators come fully equipped with auto idle, full frame, automatic voltage regulator, oil sensor, voltmeter and fuel gauge as standard. Access to a full sales, service and parts program and a toll-free number. All generators have a one year limited warranty.

Mid-Atlantic Stihl, Inc.
5017 Neal Road
Durham, NC 27705
919-383-7411
Fax: 919-383-6907
Sam Jordan
Florel Fruit Eliminator prevents nuisance fruit on your ornamental trees and controls leafy and dwarf mistletoe. Formulated for both the commercial applicator and for the homeowner. See our ad in the 4-color Pictorial Buyer's Guide.

Morbark manufactures twelve models of high quality, technically advanced hand-fed brush chippers to fit every arborist's needs. For over 40 years Morbark has been a leader in wood waste processing, recycling and forestry equipment and will provide you with an extensive background in quality manufactured equipment. See our ad in the 4-color Pictorial Buyer's Guide.

NRT designs software that combines graphics and database management into one easy-to-use system. Our programs allow users to give estimates and print invoices for individual properties, manage large commercial properties or manage street trees. NRT offers software packages that do all this - and more! We also design tree valuation and data recorder software.

MycorTree and BioPak provide natural systems for plant health care. We provide fast delivery and the best prices. Products shipped daily via UPS.

See our ad in the 4-color Pictorial Buyer's Guide.
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 Buyer's Guide.
See our ad in the 4-color Pictorial Buyer's Guide.

(M) Petersen Industries, Inc.
446 US 27 North
Lake Wales, FL 33853
800-930-LOAD (5623)
941-676-1493
941-676-6844
Bruce McGill
See our ad in the 4-color Pictorial Buyer's Guide.

(D) Pitt Auto Electric Company
2900 Stayton Street
Pittsburgh, PA 15212
800-245-0711
412-766-9112
Fax: 800-551-5908, 412-766-3229
http://www.pittauto.com
E-Mail: info@pittauto.com
Chris Freee

(M) Plant Food Company, Inc.
38 Hightstown-Cranbury Station Road
Cranbury, NJ 08512
800-562-1291
609-448-0935
Fax: 609-448-8038
Ted Platz
True liquid fertilizers for trees and shrubs - many from which to choose. Our most popular are PFC's 16-4-5 premium liquid fertilizer, Liqua-Form 14-7-4 root food and our 6-12-12 liquid fertilizer.

(M) Plant Health Care, Inc.
440 William Pitt Way
Pittsburgh, PA 15238
800-421-9051
412-826-5488
Fax: 412-826-5445
http://www.planthalthecare.com
Wayne Wall
A sound foundation for an effective PHC program. A natural systems approach to plant, soil and water management. See our ad in the 4-color Pictorial Buyer's Guide.

(D) Plantoil, Ltd.
1-11 Glenthorne Road
London, GBR W6 0LF
011-441-817-48989
Fax: 011-441-817-48425
Jeremy Pilch
Replacement fiberglass booms, buckets & guards and polyethylene bucket liners for most makes of bucket trucks.

(M) Plastic Composites Corporation
8301 North Clinton
Fort Wayne, IN 46825
800-744-0711
219-484-3139
Fax: 219-484-2532
Craig Keoun
Replacement fiberglass booms, buckets & guards and polyethylene bucket liners for most makes of bucket trucks.

(M) Plastopan North America
812 East 59th Street
Los Angeles, CA 90001
800-416-6005
213-231-2225
Fax: 213-231-2068
E-Mail: plastopn@pacbell.net
Cathy Bump
A sound foundation for an effective PHC program. A natural systems approach to plant, soil and water management. See our ad in the 4-color Pictorial Buyer's Guide.

(M) Professional Tree Surgeon Supplies, Inc.
580 West Hoffman Avenue
Lindenhurst, NY 11757
800-766-2035 (873-3203)
516-957-0301
Fax: 516-957-6109
Al Lane
Complete professional arborist supplies at low professional prices. Brush chippers, stump grinders, log splitters, chainsaws, climbing & rigging gear, ropes, hand tools, spray & fertilization materials, tree injections.

(D) Professional Tree & Turf Equipment
6945 Indiana Court, #400
Arvada, CO 80007
800-237-7785
303-422-7608
Fax: 303-421-4142
Steven Tangsrud
(S) RSR Capital Corp./AMG Ltd.
425 Broadhollow Rd, Suite 210
Melville, NY 11747
800-394-7771, x 215
Judy Gohlesen
(RS) Rapco Industries, Inc.
6000 NE 88th Street, Suite #D-104
Vancouver, WA 98665-0958
800-959-6130
360-573-0090
Fax: 360-573-0046
http://www.arborist.com/rapco.htm
E-Mail: rapco_carbide@prodigy.com
Ronald F. Blehm
Rapco Industries, Inc., manufactures carbide-tipped saw chain in all sizes for all applications.
See our ad in the 4-color Pictorial Buyer’s Guide.

(M) Rayco Manufacturing, Inc.
4255 Lincoln Way East
Wooster, OH 44691
US & CAN: 800-392-2686
330-264-2686
Fax: 330-264-3697
http://www.raycomfg.com
E-Mail: rayco@raycomfg.com
Jake Stout
Only Rayco builds the most complete line of high performance stump cutters and cutting teeth in the world for professionals who demand maximum field production and safety.
See our ad in the 4-color Pictorial Buyer’s Guide.

(M) Rockland Corporation
686 Passiac Avenue, PO Box 809
West Caldwell, NJ 07006-0809
201-375-1322
Bob Wittppenn
Full line of insecticides, fungicides and fertilizers for tree and shrub care. Try MaskIt™: add to spray mix and mask offensive pesticide odors while minimizing odor complaints.

(M) Roots/LISA Products Corporation
3120 Weatherford Road
Independence, MO 64055
800-342-6173
816-254-6000
Fax: 816-254-1408
Manufacturers of: ROOTSTM, ironROOTSTM, AGRiplex Micro Mix, NoburNTM, Fe8% Chelated Iron and dryROOTSTM.
See our ad in the 4-color Pictorial Buyer’s Guide.

(D) Royal Truck & Equipment, Inc.
6910 Route 309
Coopersburg, PA 18036
800-283-4090
610-282-4090
Fax: 610-282-2843
Steve Haman
See our ad in the 4-color Pictorial Buyer’s Guide.
Locate and document decay with our model DDD200 Decay Detecting Drill instrument. A 0.040 inch diameter wire drill penetrates up to eight inches into the tree. The change in density of the wood caused by decay is recorded along with the depth of the pocket below the bark.

See our ad in the 4-color Pictorial Buyer's Guide.

Sunbelt Outdoor Products, Inc.
P.O. Box 560977
Charlotte, NC 28256-0977
800-438-0660
704-596-4493
Fax: 800-752-8242
Chuck Brown
Sunbelt Outdoor Products, Inc., wholesale distributor of chainsaw related parts including Oregon saw chain and accessories, safety clothing, two-cycle carburetion, Sampson climbing rope and other climbing supplies.

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

Sunbelt Outdoor Products, Inc., wholesale distributor of chainsaw related parts including Oregon saw chain and accessories, safety clothing, two-cycle carburetion, Sampson climbing rope and other climbing supplies.

Tamarack Truck Sales
P.O. Box 370
Canton, NY 13617
800-858-0437
315-386-8273
Fax: 315-386-8331
Matthew Randi
Used and reconditioned aerial lifts, brush chippers, forestry dumps, log loaders, stump grinders, chipper power units, used parts. Call 1-800-858-0437.

Tamkin Capital Partners, Inc.
11755 Wilshire Boulevard, Suite 2350
Los Angeles, CA 90025
310-575-9447
Fax: 310-473-9250
Jeffrey Tamkin

Tanaka
22461 72nd Avenue South, Building #3
Kent, WA 98032
253-395-3900
Fax: 253-395-4245
http://www.tanakapowerequipment.com
E-Mail: support@tanaka-ism.com
Gary Slyke
Weighing only 7.3 lbs., our ECS-3301 top-handle chain saw is the lightest in its class. Tanaka offers a wide variety of outdoor power equipment, including trimmers/brushcutters, hedge trimmers, chain saws, cut-off saws, edgers, blowers, drills, augers, pumps, parts and accessories.

TECO, Inc.
9733 Indianapolis Road
Fort Wayne, IN 46809
800-860-5438
219-747-1631
Fax: 219-747-6732
http://www.tecointl.com
E-Mail: teco@tecointl.com
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:
1600 Chestnut Tree Road
Honeybrook, PA 19344
800-860-0186
610-942-2500
Fax: 610-942-9195
Scott Verzinski
TECO is a complete line aerial lift and digger derrick manufacturer. Model heights from 28 to 85 feet. Distributors throughout the U.S. and Canada. See our ad in the 4-color Pictorial Buyer's Guide.

Terex Telelect, Inc.
600 Oakwood Road, P.O. Box 1150
Watertown, SD 57201
605-882-4000
Fax: 605-882-4000
Tommy Nix
Truck-mounted Hi-Ranger aerial devices. Hi-Ranger XT-5 Series Tree Trimmers providing 57 and 60 feet of working height. See our ad in the 4-color Pictorial Buyer's Guide.

Timberwolf Manufacturing Corporation
118 Spruce Street
Rutland, VT 05701
802-775-4227
Fax: 802-773-1275
http://www.tanakapowerequipment.com
E-Mail: support@tanaka-ism.com
Gary Slyke
Weighing only 7.3 lbs., our ECS-3301 top-handle chain saw is the lightest in its class. Tanaka offers a wide variety of outdoor power equipment, including trimmers/brushcutters, hedge trimmers, chain saws, cut-off saws, edgers, blowers, drills, augers, pumps, parts and accessories.

The Toro Company
8111 Lyndale Avenue South
Bloomington, MN 55420-1196
800-525-0059
612-888-8801
Fax: 612-888-8801
Mike Anderson
Neil Borenstein
The Recycling Equipment Division of the Toro Company manufactures a complete line of tub grinders for the recycling industry.
(D) Tree Climbers International
628 W College Avenue
Decatur, GA 30030
404-377-9663
Peter Jenkins

(D) Tree Line Supply Company
1747 Copley Road
Akron, OH 44320
Toll-free: 888-873-3546
330-864-0342
Fax: 330-864-0771
Richard Woods

(D) Tree Management Systems, Inc.
4372 Silver Thorne Street
Bloomington, IN 47404
800-933-1955
http://www.turfTREE.com
E-Mail: tms@turfTREE.com
Jon V. Garner

ArborGold Software for the Newton Portable hand-held computer and IBM-compatible home-based PC. Eliminates secretarial entry of work-orders! Home-based software runs under MS Windows. Also introducing new plant health software. See our ad in the 4-color Pictorial Buyer's Guide.

(M) Tree Pro
3180 West 250 North
West Lafayette, IN 47906
800-875-8071
765-463-1011
Fax: 765-463-3157
Thomas Mills

Only Tree Pro offers the complete tree and plant care system to improve plant health, increase survival and growth rates: the system includes Tree Pro tree protectors; Weed Pro weed mat; Nutri Pro controlled release fertilizer; Soft Soil anti-compaction; Mycor Tree mycorrhizal inoculant.

(M) Tree Tech Microinjection Systems
1879 SW 18th Avenue
Williston, FL 32696
800-622-2831
352-528-5335
Fax: 352-528-0777
E-Mail: treetek@aol.com
Dr. Roger Webb

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.

(S) Utility Arborist Association
PO Box GG
Savoy, IL 61874
217-355-9411
Fax: 217-355-9516
http://www.ag.uiuc.edu/~isa-uaa/
E-Mail: dvannice@isa-arbor.com
Derek Vannice

The UAA is the premier organization for individuals who desire to provide professional utility arboricultural services. UAA accomplishes its mission through communication and education via our newsletter, annual meetings, regional workshops, publications and videos.

(M) Valley Processors, Inc.
330 Harkness Road
Amherst, MA 01002
413-253-4867
Fax: 413-253-0339
http://www.vallpro.com
E-Mail: vallpro@vallpro.com
Jeff Weeks

Since 1984, the source for firewood processors. Faster by design. Valley builds your processor for you. Only Valley offers the new, faster, easier-to-use, TOP ROLL feed system.

(M) Vermeer Manufacturing Company
New Sharon Road, PO Box 200
Pella, IA 50219
515-628-3141
Fax: 515-621-7734
Vince Newendorp
Denny Vos

(M) Wellington Leisure Products
PO Box 244
Madison, GA 30650
800-228-6680
706-342-1916
Fax: 706-342-4656
Mark P. Walters
See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.

See our ad in the 4-color Pictorial Buyer's Guide.
How? The National Arborist Association provides small and medium size tree care businesses with the same information and tools that large corporations have at their disposal. Regulations, taxes, personnel—every facet of your business is changing. And we're there to help you manage this change. National Arborist Association members have access to the latest reports on industry trends, governmental issues, technology and more.

We'll help you get to the top and stay there with membership benefits such as:

- NAA Management Guidelines on Everything from Compensation to Compliance
- Professionally-Developed Advertising and Public Relations Materials
- Arborist Liability Insurance Programs
- Member Discounts on Safety Training Programs
- A Supportive Network of Knowledgeable, Experienced Peers
- Arborists Consulting with Professionals on a Toll-Free Hotline
- National Publicity Campaign to Raise Public Awareness of Member Companies
- An Entire Staff of Talented, Experienced People Working for You
- Free Company Listing on our World Wide Web Site
- The NAA Monthly Reporter—The Management Newsletter that Gets Read!

Put these benefits and more to work for you for just $150 for your first year's membership. Just a few cents a day gives you the resources you need to get on top and stay there.

Call us toll free today!

1-800-733-2622
NATIONAL ARBORIST ASSOCIATION
P.O. Box 1094, Amherst, NH 03031-1094
Fax: 603-672-2613; E-Mail: 76142.463@compuserve.com

Dedicated to the advancement of commercial tree care businesses.

Please circle 154 on Reader Service Card