How fuel-efficient is your chipper?

Increase your fuel-efficiency by 40% with our chippers.

All 3 units are available with our exclusive Kubota 48HP diesel engine which is 40% more fuel-efficient than the traditional 85HP units offered on these machines. This line-up features chippers for 6”, 9” and 12” material and includes a self-feed drum, a control-feed disc and a control-feed drum unit.

**DC 912A (8” capacity control-feed disc)**
- Compact, high-performance design
- Exclusive patented panic bar system
- FeedSense® electronic feed control system
- High-capacity (150 fpm) hydraulic feed system
- Standard 48HP diesel engine

**CFD 1217 (12” capacity control-feed drum)**
- FeedSense® electronic feed control system
- Exclusive patented panic bar system
- Height-adjustable discharge chute with hand-crank 360° rotation
- Low-profile hydraulic-lift cylinder
- Innovative Chevron Feed™ system

**WC 126A (6” capacity self-feed drum)**
- Field-proven, rugged design
- Drive system designed for 48HP diesel engine
- No hydraulics
- Aggressive 200 fpm feed rate
- Innovative serrated blade design

Circle 1 on RS Card or visit www.tcia.org

1.800.269.5188
For more information, email chippersales@alteccom or visit us at www.alteccom.
YOUR JOB DOESN’T STOP AT THE STUMP.

Model 2150XP: Compact and economical. This backyard stump grinder is available with optional four-wheel drive and optional radio remote controls for the ultimate in maneuverability.

Bandit offers a complete line of stump grinders that take your job from start to finish. Whether you are looking for a compact handlebar unit, a lightweight backyard stump grinder, or a high production track machine, Bandit’s got you covered. We offer the latest technology in remote controls and hydrostatics to maximize your efficiency.

When it comes to the grind, don’t get left behind. Find out why Bandit stump grinders outperform the competition every time.

Circle 4 on RS Card or visit www.tcia.org

AVAILABLE FROM BANDIT:
- HANDLEBAR STUMP GRINDERS
- TRACK STUMP GRINDERS
- FORESTRY MOWERS
- SELF-PROPELLED STUMP GRINDERS

SEE BANDIT’S COMPLETE LINE IN ACTION:
www.youtube.com/banditchippers
On May 28, Minneapolis surrendered its tree canopy to emerald ash borer when the city council sided with anti-pesticide neo-Luddites instead of reasonable practitioners offering alternatives. In a resolution, the city officially urged residents to refrain from applying insecticides to trees on private property to fight emerald ash borer.

Apparently, in the view of the city council and the anti-pesticide activists who pull their strings, the new definition of a sustainable urban forest is one that surrenders to, rather than fights against, invasive insects.

Why ignorant? With all of the ash gone, Minneapolis will be left hotter in the summer and colder in the winter with more polluted water and less healthy air. But for the activists who view sustainability through the lens of opposition to pesticides, the loss of more than half a million trees – and the devastating environmental consequences of that choice – mean little. There is no cost-benefit analysis possible for those who refuse to open their minds.

The pressure from environmental groups to lessen or eliminate runoff of fertilizers and pesticides into water supplies from farms, golf courses and lawns has been positive on balance. But if you are in the business of fear, as many of these activists are, then no victory is ever truly won, no amount of trace residue is ever too small, and the lack of any scientific evidence of harm means nothing. In the words of the council, there is “insufficient research demonstrating that these insecticides do not harm human and planet health.”

I suspect there will always be “insufficient research” to satisfy those who peddle fear. Best to surrender now.

Why irrational? The city has adopted a target of increasing the tree canopy from 26 percent to 30 percent of the city by 2030. They hope to do this by planting 4,000 trees a year on public land. And step one in this brilliant plan is to urge the city and its residents to allow more than half a million ash to die? At that planting rate, Minneapolis might get back to even in 150 years, assuming a different pest from China doesn’t arrive to wipe out other species.

About the only sensible part of the resolution is the language encouraging efforts to fill open spaces with diverse tree species, because when the next invasive insect arrives – and the activists no doubt will insist that the tree care industry stand by and do nothing then, too – at least the loss of tree cover will be less.

Why ideologues? If our industry can’t prove to activists that saving the city’s tree canopy is more sustainable and more environmentally beneficial than cutting it down – and no proof will ever be sufficient – then they seek a ban. The negative environmental effects of the loss of the urban forest are known. Maintaining healthy, mature shade trees helps to deliver cleaner air and water, reduce energy use and provide health and wellness benefits. But that’s not good enough for the crusaders worried about the theoretical health effects of injections or spraying the bark of an ash to save it.

Commercial tree services will no doubt earn a lot of money reducing the Twin Cities’ tree canopy to wood chips – one ash at a time. But this debate isn’t about money. It’s about the air, water, environment and quality of life left behind when all of the ash are gone.

Mark Garvin
Publisher
When you need a compact stump cutter with the go-anywhere traction and flotation that only tracks can provide, the Trac Jr is your solution. This all-new design from RAYCO raises the bar for compact stump cutters by offering a small machine that is truly full-featured. Rubber tracks provide excellent traction and ground pressure of less than 4psi. Huge, 47-inch cutting width tackles big stumps, and a hydraulic backfill blade makes easy work of clean-up. A RAYCO-exclusive swing out control station provides excellent visibility of the cutting action while swinging forward to travel through gates. Powered by a 35hp Vanguard gasoline engine. Available with a custom trailer. Contact RAYCO or your Authorized Dealer for details.
The Official Publication of the Tree Care Industry Association

Tree Care Industry Volume XXI Number 7

JULY

Features

10 Integrating Shrub Care into your Commercial Tree Care Business
By Shawn Bernick

16 Tree Care on the Golf Course
By A.D. Ali, Ph.D.

24 Tracking Safety in Modern Arboriculture
By David Marren

32 Is Alcohol and Gasoline a Bad Mix?
By Rick Howland

50 Proper Techniques, Equipment Help Maximize Benefits of Compost Tea
By Darcy Maulsby

Departments

4 Outlook
By Mark Garvin
Minneapolis is wrong to surrender to the emerald ash borer.

15 Branch Office
By Kenneth H. Marks
Rethinking your company’s next move: What you could be doing differently?

19 Cutting Edge
New products and services, and news in the tree care industry.

22 Industry Almanac
Important regional and national meetings.
(Continued on page 8)

ON THE COVER: A participant in a Massachusetts Arborists Association Arbor Day volunteer service project at Minute Man National Historic Park in Concord, Massachusetts, does some hand pruning. Kathleen Costello photo.
NOTHING BEATS A TRUCK THAT
NEVER QUILTS.

GET CASH BACK
$500 ON M2s
$1,000 ON FLD SDs &
CORONADO SDs
LIMITED TIME OFFER

Your truck should be like the rest of your crew: rugged, dependable and able to maneuver well in difficult situations. The Business Class® M2 has up to a 55-degree wheel cut. The windshield has 32% more usable area than the leading competitor. And it’s designed to provide excellent stability for an aerial device. We can even customize each truck to your specific needs. Combine that with Freightliner’s track record for reliability, and you’ll have a truck that won’t quit until quitting time. Learn more about the M2’s versatility at FreightlinerTrucks.com.

*Offer subject to change without notice. Limited time offer valid until 9/30/2010 for new U.S. orders, or trucks purchased from U.S. dealer inventory. Offer available for up to five units. See your Freightliner Trucks dealer for details. Competitive financing available through Daimler Truck Financial. For the Freightliner Trucks Dealer nearest you, call 1-800-FTL-HELP (FTL/MCA-651). Specifications are subject to change without notice. Copyright © 2010, Daimler Trucks North America LLC. All rights reserved. Freightliner Trucks is a division of Daimler Trucks North America LLC, a Daimler company.
Erros & Omissions insurance is important for tree care companies.

If you are in business, you use the art of negotiation. Here are some tips.

Wallingford Tree cares for trees, its business and the future.

The IRS has provided new incentives for putting on new employees.

Safety and training products, news, commentary and benefits of membership with TCIA.

Ground work can BE dangerous – and embarrassing!

TCIA members are safer
“Perfect In One Pass”™

Wood chip disposal problems driving you NUTS?
Tired of making ten calls and driving all over town only to pay someone else so you can dump those chips?

STOP!
- Colored mulch is HOT!
- Why not let consumers pay you for every load of chips you generate?

The Rotochopper CP-118 will re-grind and color those chips making perfect colored mulch in one pass.
It’s completely mobile
- Pulls with a pickup
- Loads with a skid steer

Don’t believe it? Call today for a FREE video or onsite demo and we’ll prove it!

608-452-3651

Circle 22 on RS Card or visit www.tcia.org

217 West Street
St. Martin, MN 56376
320-548-3586 P
320-548-3372 F
http://www.rotochopper.com
info@rotochopper.com
S hrubs are often overlooked, both figuratively and literally, by arborists as we tend to gaze up at our beloved trees. Shrubs, however, should be viewed as a significant business opportunity for tree care professionals.

Similar to trees, shrubs require a comprehensive management approach to ensure proper care and maintenance. While many management requirements for shrubs are distinct from trees, the basic concepts of a sound plant health care program can be used to successfully care for shrubs. From a business perspective, “shrub care” does have unique operational and business requirements that can make integrating shrub services into a traditional tree care company challenging. However, with a little extra knowledge and a simple reapplication of your current skills, shrubs could easily add to your bottom line.

This article will provide an overview on some of the key problems and maintenance requirements for shrubs, and will discuss shrub care practices that tree care companies should consider adding to their business offerings.

**PHC for shrubs**

**Insects**

Just like their taller counterparts, each shrub species will have its own list of common insect issues. As with trees, proper identification of the plant species and the target pest are crucial to successful management. There will be pests, like the honeysuckle sawfly or viburnum leaf beetle, which will only feed on a single genus of shrubs. Knowing this can help limit the list of possible suspects and speed the diagnostic process. Other pests are less selective and can be found on numerous species of shrubs within the same landscape. Japanese beetles, aphids and leafhoppers can all be found on more than one host within a single property. Leaves with holes, defoliation, weakened or dying stems and honeydew are all common symptoms of an insect infestation.

Insect damage to shrubs can be severe as their small stature can’t withstand as much stress as a full-sized tree and damage can occur quickly. It is not uncommon to have an entire rose bush skeletonized overnight by Japanese beetles. This makes insects that may be a minor aesthetic pest to a tree a more serious pest to shrubs, increasing the need for an intervention of a plant health care specialist.

Insect control options range from well-timed sprays applied to control leaf feeding insects and stem borers to systemic products applied to the soil at the base of the plant.

**Diseases**

Diseases of shrubs will, of course, vary from species to species and landscape to landscape so, as with insect issues, proper identification of the host and the disease is key to successful management. Shrubs are often more sensitive to cultural practices and site conditions than trees and thus one of the first tips for managing shrub health is to ensure the site is suitable for the shrub.
Repeated wetting of the foliage by sprinkler systems increases the likelihood of foliar diseases, and waterlogged soils are a common culprit of root rots, phytophthora and many wilt diseases. Shrubs that are adapted to low-pH soils, such as rhododendron and azalea, will suffer from micronutrient deficiencies if the planting site is too alkaline. Foliar fungal diseases such as powdery mildew, leaf spots, rusts and tip blights are common ailments affecting shrubs and oftentimes require treatment.

For most fungal diseases, fungicide treatments should begin early in the spring when new growth is forming. This coincides with treatment timing for most tree diseases, so adding additional services to your business is as simple as adding shrub disease treatments to your operations schedule. Correcting planting site conditions may be more involved than treating for foliar diseases, but it is certainly more feasible and more economical than site mitigation for a full-sized tree. Air tools, such as the Air-Spade or Supersonic Air Knife, can make quick work of soil replacement for a chlorotic rhododendron.

**Types of shrub trimming**

Trimming is probably what most tree care practitioners think of when they consider adding shrub care to their service offerings. Just as tree pruning events have different objectives (subordination, thinning, etc.), shrub pruning objectives include maintaining or altering size, maintaining or enhancing appearance (natural or formal), maximizing flowering, fruiting or foliage potential, and promoting the shrub’s ability to naturally defend and regenerate itself. Pruning trees and trimming shrubs share many of the same principals, but the timing of shrub trimming as it relates to re-growth and flowering is much more important for shrubs. If you’ve ever had a friend or relative complain their lilac or forsythia doesn’t bloom well, chances are they are trimming it at the wrong time of the year. If you are unsure about the proper timing for a species, be sure to contact a local garden center or extension agency as the optimal timing may vary with geography.

Shearing, either with motorized equipment or with hand tools, is likely what most of us think of when we envision shrub trimming. Shearing can be classified as trimming around a profile to affect a formalized appearance or to control height. Shearing can be an acceptable practice for certain species, like arborvitae or yew; however, for the majority of species this practice can be detrimental to the health of the plant. This process can create excessive wounding and entry points for disease and decay, much like the effect of topping on trees.

Shearing shrubs can result in thin canopies with plant interiors becoming over-crowded with dead and dying stems. Interior shoots and leaves may not develop, resulting in an unattractive and weakened plant. Flower and fruit development can also be retarded by shearing. As an alternative to shearing, hand trimming is the preferred way to prune shrubs for best health and appearance. The arborist employs hand pruners and loppers to make the cuts. Each cut is positioned for maximum plant health response potential and a naturalized look.

The purpose of a trimming event should be decided prior to any cuts being made. Shrub pruning can take many forms based on the desired outcome, the growth habit of the species, and age or size of the plant. Crown reduction trimming focuses on reducing the overall height of the plant while maintaining the general shape. Selective thinning can be employed to create space for light and air to penetrate into the plant’s interior.

Rejuvenation pruning involves cutting the entire plant down to the ground and allowing it to re-sprout. Renewal pruning can be best for cane-type shrubs where older canes are removed to allow younger, thinner canes to take their place. This process can be done all at once or over the course of several seasons to restore a desired appearance.

There are also pruning events such as structural pruning and subordination prun-
ing that are best for developing proper canopies on tree-like shrubs, just like we would do for a full sized tree.

**The trimming business**

As an arborist, positioning yourself as an expert on proper shrub care can be a successful way to earn your client’s shrub business. Your biggest competition is often going to be companies that will quickly come in, shear the plants, clean up the debris, and be gone for a rock bottom price. Where you have an opportunity is offering your clients sound, science-based shrub maintenance that includes a species-specific pruning, timing and insect/disease control.

It may seem that it would be difficult to offer hand pruning at a price competitive with shearing companies, however, there are many factors that can actually make hand pruning as profitable as shearing with a high level of customer satisfaction. Clean-up time is often much shorter with hand-trimming as we are removing larger pieces per cut compared to many smaller pieces with shearing, thus a crew may spend the same amount of time on the property regardless of which method is used.

Pricing shrub trimming work is no different than pricing pruning work for trees. Most companies use the same price-per-man-hour structure but will find that shrub pruning has a greater return per hour, as the costs associated with equipment, crew size, debris disposal and safety are markedly lower for shrub work. Having one or two crew members specialize in shrub pruning is a model commonly used in the industry. This ensures the methods and timing employed are correct and consistent.

Shrub growth regulators are another way to reduce your overhead, minimize your frequency of visits to the site, and maintain a desired look longer. Clients often just want a manicured, well-maintained appearance and don’t really care how that appearance occurs. If you can offer a client a sound trimming, treat with a shrub growth regulator and not have to be back in a month to re-trim, you are able to meet their aesthetic need, reduce your overall costs, and the process is healthier for the shrub as the amount of overall trimming performed throughout the growing season is reduced. Foliar applied shrub growth regulators can be very quick to apply, unlike granular applications which require mulch and landscape fabric to be removed prior to application. Results are often more consistent with foliar application, which is vital to your success and customer satisfaction.

Spray-on applications often cost less than $0.20 per square foot in product costs so even if you eliminate just a single trip back to the site they immediately make shrub trimming more profitable than before. You can then price your shrub work in a manner that is very competitive with...
Grow Your Profits and Reduce Labor Costs
Maintain a Manicured Look with Fewer Trips to the Site

Trim-tect
Shrub Growth Regulator

Reducing Trimming Saves Money by Saving Time
High maintenance landscapes can be just that - high maintenance. Now you can provide your clients with the manicured appearance they desire while minimizing your overhead and maximizing your crew’s profitability.

Trim-tect is a spray-on shrub growth regulator that will reduce the re-growth of trimmed shrubs and hedges by 30 - 70% over a season, allowing your crews to spend less time on high maintenance sites and more time on more profitable ones.

Whether you are trimming for a formal appearance or a more natural shape, Trimtect will maintain your desired look for at least an entire season.

THE BENEFITS OF TRIMTECT

➤ REDUCE LABOR COSTS BY REDUCING GROWTH
  • Fewer trips to the site and less debris to dispose of
  • Keep clients satisfied with a manicured look for longer

➤ EASY TO APPLY
  • Foliar spray applications provide more consistent results than granular applications
  • Eliminates the hassle of removing mulch and landscape fabric underneath the plants

➤ HEALTHIER APPEARING PLANTS
  • Treated plants have darker green foliage that won’t ‘thin-out’ in the middle
  • Compact growth reduction that will not cause a yellowing (chlorosis) of new growth associated with other products

WANT TO KNOW MORE ABOUT TRIMTECT?
Contact us to attend a FREE online seminar on the research, situations for use, and marketing tips for integrating Trimtect into your business!

www.treecarescience.com 877-272-6747 info@treecarescience.com
the shearing-only companies. Foliar-applied shrub growth regulators also increase your crew’s productivity. Rather than have a trimming crew tied up with maintaining the same client four times a year, you can reduce re-trimming visits, which allows that crew to work on another property. This can maximize the volume of work performed by a single crew each season, which may make shrubs an important revenue source for your business.

Every tree care company is looking for ways to grow their profits. Getting new clients will always be a key source of new business for you, but maximizing your returns from your existing sales base is perhaps the easiest opening, as these clients already trust and value your services. Try looking around the property on your next site visit and begin to see all of the opportunities waiting for you. By employing the skills you already have as an arborist and utilizing new tools available to you, shrubs can begin to move to the forefront of the tree care practitioner’s mindset.

Shawn Bernick is director of research and technical support for Rainbow Treecare Scientific Advancements in Minnetonka, Minnesota.
Rethinking Your Company’s Next Move: What You Could Be Doing Differently?

by Kenneth H. Marks

I'm your company taking advantage of market churn and chaos to refresh your growth strategy? Regardless of company size, stage or industry, everyone has felt some impact from the recent years’ economic turmoil. For many it has been devastating, requiring them to significantly shrink their business, layoff employees, close facilities and hunker-down hoping that the business cycle works its way to the up-swing. And for some, worse yet, forced to file for bankruptcy and liquidate. For others the impact has been more of a mild distraction, causing worry and distress in markets and niches that have otherwise continued to flourish. To take an optimistic view, the exciting part of a crisis like we have experienced in the last two years is the ability to easily effect change.

Think about it. When business is good, the company is profitable and customers are happy, it is difficult to spur improvements, reinvent what’s inevitably going to be obsolete or make bold moves. The risk of rocking the boat or the inertia to stay the course when things are working can be difficult to overcome. But when crisis hits, everyone – employees, suppliers, customers, lenders and shareholders – expects action. This can create an environment enabling leaders to make strategic moves and strengthen their company’s market position to compete in the next wave of economic growth or to shore-up their position in the event of a double-dip.

What is your company doing differently to take advantage of the opportunity to change? What strategic move has your team embraced? Start the process by reviewing the direction of the business:

1. Clarify the goals and objectives of the shareholders.
2. Revisit the company’s strategic plan with a fresh set of eyes and consider the basic growth strategies that are used to navigate the ramp and emergence of industries or to avoid being squeezed-out when a market contracts.
3. Identify the “secret sauce” of the company, and how the business needs to be competitively positioned and differentiated.
4. Focus on activities and strategies to sustain or move the business into a leading position to grow value and provide for even greater long-term success.

Once the direction of the company is clear, management can develop the strategy to meet the future desired state. This should result in initiatives that will move the company forward.

A common question is “how do we think about growth strategies?” From a big-picture perspective there are two fundamental approaches – organic (internal) and external. While the two intersect and overlap at times, and both can involve investment, we can separate them for discussion.

1. Organic Strategies – involve leveraging the strength of the existing business and building from within. For example, this approach could mean accelerating penetration in existing markets through new sales initiatives. It could also mean developing new products/services, geographically expanding, or finding new distribution or delivery channels.
2. External Strategies – tend to involve other companies and investment outside of the current business. With one or more of numerous strategic aims, a common external growth strategy is the acquisition of another company to quickly capture customers, add capabilities, or access new technologies. Sometimes the same objectives can be achieved with less risk and similar benefits by entering into strategic partnerships or joint ventures.

Companies in a defensive posture may consider merging with a competitor to gain cost efficiencies or shed weaknesses while gaining complementary strengths. Keep in mind that combining two poor performing companies doesn’t necessarily make a better company; we suspect there is evidence to the contrary.

An interesting dynamic is playing out in many industries now – good companies with bad balance sheets need capital and can’t get it. They are being forced to sell or trade at distressed levels. Some of these good companies over-leveraged themselves and others are in a precarious position because of portfolio rationalization by their current investors. Either way, this is creating a buying opportunity for stronger players to strengthen their position or access new markets with much less risk.

Strategy must be coupled with solid operating execution; all the plans in the world don’t matter if the business can’t do what it commits to with the resources it can harness. Consider increasing the operating tempo of the company and challenge performance expectations. In good times, many companies reach a level of operating performance that is OK, but not stellar, and the team “settles in.” It is all too easy not to drive the extra mile required to excel when there is no external pressure or the situation isn’t critical. With the increased level of unemployment and flux in the labor markets, the opportunity may exist to upgrade talent and augment the team to assure a strong foundation to build on. Execution starts with having the right team.

Lastly, don’t be afraid to trim the losers or weak players that is, trim the products, services, customers, suppliers and employees that are draining the organization or distracting the company from focusing on the value-creating forward-looking business.

Kenneth H. Marks is a managing partner of High Rock Partners (www.highrockpartners.com), providing growth-transition leadership, advisory and investment. He is the lead author of the “Handbook of Financing Growth,” published by John Wiley Sons.
By A. D. Ali, Ph.D.

When it comes to golf courses, turfgrass is king. However, trees are an important component of the golf course landscape that are sometimes ignored or overlooked by superintendents and their crews.

Several factors contribute to the reduced attention given to trees on golf courses. First, most superintendent training and education programs emphasize turf care with little or no mention of trees and woody plants. This causes the superintendents and their staff to be uncomfortable or unsure of how to properly care for their trees.

Second, players and members are usually concerned with the conditions of the course more so than those of the landscape. They usually pay more attention to the presence of weeds or diseases, color and aesthetics of the turf, and playability and speed of the greens.

Third, most courses have budgetary constraints that limit the superintendent’s options for allocating funds. As a consequence of the second and third points, superintendents often opt to allocate the lion’s share of their budget to turf care.

Trees provide many valuable contributions to the golfscape. They direct play on the fairway and define doglegs. Placement of the tree determines the level of skill. Care should be taken, however, not to place the tree too closely to the line of play. Balls colliding with the trunk result in “Golfer Canker,” which is represented by large, distorted, bleeding areas on the trunk (Photo 1). Trees also provide shade, which is important for golfers, but detrimental to turf. Taller trees can provide a backdrop for following ball flight and they can separate fairways to mitigate liability. A large tree, or a certain type of tree, may be a course’s signature.

![Photo 1: “Golfer Canker” results when balls strike the trunk of trees causing deformities and pitch bleeding. Note the side of trunk opposite play is not affected.](Image)
In nature, trees and turf do not co-exist. Trees provide dense canopies that result in shading and light interception. Most turf-grasses prefer full sun and grow weakly or not at all in shady conditions (Photo 2). Placement of trees and knowledge of their size and shape at maturity become important.

In addition, proper pruning of trees and canopy thinning or elevating are vital when attempting to minimize shade (Photo, facing page). When pruning trees, correct arboricultural practices must be followed. Improper pruning may lead to poor shape and structural defects. As the tree grows and the defects become larger, they may create hazards such as limbs failing and striking players. Again, knowledge of the tree growth habits is essential.

Surface applications of granular fertilizers in turf areas do not benefit tree roots (Figure 1). Deep root fertilization should be considered when caring for trees in turf areas.

Tree roots may also grow close to the surface, which interferes with mowing and reduces aesthetics as well as creating fall and trip hazards. A reasonable solution is to mulch the area under the drip zone to exclude turf. This results in a win-win situation. Root competition will be reduced, turf will continue to grow in sunny areas, and trunks will not be damaged by maintenance equipment such as mowers and string trimmers (Photo 5).

Irrigation is another factor to consider when caring for trees on the golf course. Water pH must be monitored, and if the pH is too high, it should be buffered. High water pH may increase soil alkalinity leading to nutritional deficiencies. This is common on courses with pine trees, which display chronic yellowing of needles known as pine chlorosis. Another aspect to consider is the soluble salts and TDS (total dissolved solids), especially when using reclaimed water for irrigation. If the salts are high, leaf

---

**Photo 2:** Shading may provide a respite for players from the heat of the sun; however, it is detrimental to turf. Note weak, sparse turf growth in shaded areas under the live oaks.

**Photo 4a:** Flowering trees, such as this Royal Poinciana, enhance aesthetics on the golf course. Bees visiting flowers may generate a nuisance to players.

**Photo 4b:** Falling leaves and flowers may create unacceptable litter.

---

**Figure 1:** Results from a 12-month study show that soil nitrogen levels 8-10 inches deep were not affected by surface applications of granular fertilizers to turf. Deep-root fertilization should be considered for trees growing in turf areas.
burn may result, which stresses the trees and reduces their aesthetic value (Photo 6).

Trees provide many benefits on the golf course. Proper placement and knowledge of growth habits will minimize any challenges created by forcefully growing trees close to golf turf. Specific emphasis on trees should be placed in superintendent training programs. In addition, superintendents will likely be seeking more advice and recommendations from arborists regarding proper tree care, providing business opportunities for arborists. Given intelligent budgetary allocation, trees can contribute many tangible and intangible benefits to the golfscape over their long life span.

Additional Reading


Dr. A. D. Ali, Ph.D., BCMA, is technical advisor with the Davey Institute, a division of the Davey Tree Expert Company.
EPA approves Arborjet’s EAB insecticide TREE-äge

Arborjet Inc. in April 2010 received a FIFRA (Federal Insecticide, Fungicide, and Rodenticide Act) Section 3 registration for TREE-äge insecticide for control of emerald ash borer (EAB) and other pests on ash trees. States began getting registrations in April and currently 24 states have EPA approval.

TREE-äge, which contains the active ingredient emamectin benzoate, is formulated for use with the Arborjet micro-infusion system and is labeled for two years of control for EAB.

Research conducted at Michigan State University, The Ohio State University, Purdue University, the University of Illinois and the University of Wisconsin has demonstrated that trunk-injected TREE-age insecticide is an effective treatment option for EAB. It is being used in two large Midwestern cities, Chicago and Milwaukee, to protect more than 115,000 boulevard trees.

Pelican Rope using new, stronger, lighter Kevlar

Pelican Rope Works in May began offering a new line of rope and webbing products made with a recently introduced DuPont Kevlar Advanced Performance (AP) fiber technology. The West Coast company is the first cordage manufacturer to use the stronger, lighter weight Kevlar fiber in its products.

“We believe in partnering with our customers and suppliers in a collaborative effort to remain on the cutting edge of technology and product performance,” says Terry Walker, company president.

With up to 15 percent higher tenacity than standard Kevlar K29, the new Kevlar AP fiber delivers better performance and provides unique design flexibilities across a wide range of applications.

“Actually, we have been using Kevlar in many ropes, such as the cover of Prusik lines and the core of high-strength kernmantle ropes for quite some time,” says Ed McLaughlin, director of business development for Pelican Ropes Works. “The new Kevlar AP has a 15 percent increase in breakstrength, which, in some cases, allows us to decrease the diameter of the rope without losing any strength.”

The Kevlar AP can be used in all rope and webbing applications. It would either be used as the core of a rope for strength and then braided over with nylon or polyester for abrasion protection, or it could be used in a 12-strand construction for winch and pulley applications where the heat from friction would break down Dyneema ropes, McLaughlin says.

Zenith names Parsons as new director of marketing

Zenith Cutter Co. recently appointed Thomas Parsons its new director of marketing. Parson’s responsibilities will be to strengthen global brand awareness and identify and capitalize on new development opportunities. He has extensive experience and knowledge within a variety of disciplines in the sales and marketing of industrial products.

“Thomas’s 30-plus years of sales and marketing experience across a broad array of business sectors will prove most beneficial in building our brand name both domestically and internationally,” said Thomas Splinter, vice president, sales & marketing.

Most recently, Parsons was sales manager for Ipsen, Inc. He has a bachelor’s degree in business administration from the University of Wisconsin in Milwaukee.
Casella Microtherm heat stress monitor

Heat stroke is a serious risk to workers wearing hot protective clothing or involved in strenuous activity in warm weather. Casella USA’s new Microtherm heat stress monitor is a simple-to-use, handheld device that displays in real-time the Wet Bulb Globe Temperature (WBGT) index, a method of calculating heat stress. The WBGT data is compared to reference values. In the event WBGT levels reach dangerous levels the Microtherm will alert the technician with audible and visual alarms, allowing for appropriate “work rest” regimes to be adopted in the workplace or medical assistance undertaken. The Microtherm calculates WBGT by means of three sensors that can be mounted directly on the instrument itself or remotely positioned by cable up to 30 feet away. Its large graphical LCD shows real-time changing values of WBGT indoors and outdoors to allow rapid decision making. It also features data-logging capabilities to record date and time plus measured and computed values. Logging intervals can be set from 30 seconds to one hour. PC software that provides an interface for data collection and analysis. Casella USA, the North American subsidiary of Casella CEL, is headquartered in Amherst, New Hampshire.

Circle 190 on RS Card or call 1-800-733-2622

AlturnaMATS galvanized Turn-a-Link

AlturnaMATS’ new Turn-a-Link is made of the same steel material as its other mat link hardware, but has a galvanized coating. The new galvanized link is not any stronger, but it will not rust. Like AlturnaMATS original Turn-A-Links, they are available in round single or doubles and flat single or doubles (rugged ½-inch round hot roll steel, or flat hot roll steel, ¼-inch thick x ¾-inch wide). Single Turn-A-Links lock mats end-to-end. Double Turn-A-Links lock four mats together at corners. Turn-A-Links create an instant portable roadway or working platform, ideal when working in harsh sites or when the job requires several days to complete.

Circle 191 on RS Card or call 1-800-733-2622

Toro STX 26 dedicated stump grinder

Toro’s new STX 26 dedicated stump grinder, with its Toro Dingo TX style control system, was designed for ease of operation. It is being offered as an alternative to those who don’t need the versatility of a Toro Dingo compact utility loader and related attachments. Two simple levers allow for maximum productivity with little strain on the operator, while still offering maneuverability and hillside stability. It also features tracks, transport speeds exceeding 4 mph, and a hydraulically driven head.

Circle 192 on RS Card or call 1-800-733-2622

PCC replacement buckets

Plastic Composites Co.’s new line of aftermarket products include replacement buckets, booms, guards, liners and boom inserts for Lift-All aerial lifts, including more than 75 new lift bucket configurations. Lift-All’s acquisition by Altec, Inc. in 2009 was the impetus for the new product line. The bucket shown is for the Lift-All LOM-50 with a step on the left side. It has an interior gray gel coat and is made of a cross woven fiberglass mat and two layers of a needled fiberglass fabric. This construction gives strength both vertically and in hoop (i.e. like the hoops around an old wooden barrel, which strengthens the barrel). The bucket will support a load in excess of 3,500 lbs. These aftermarket fiberglass-tough components meet or exceed the OEM specifications. Built in Ft. Wayne, Indiana, each bucket is dielectrically tested before it leaves the manufacturing plant. All parts are in-stock or available within 1-3 days.

Circle 193 on RS Card or call 1-800-733-2622

For more information on products featured here, contact Sue@tcia.org or 1-800-733-2622.

Send Cutting Edge Product information to: editor@tcia.org
Swampy Hollow WC3000 chipper

Swampy Hollow Manufacturing’s new Model WC3000 chipper, designed for use on smaller tractors or tool carriers for limb clean up, is belt driven for high-speed performance with lower horsepower requirement than direct-drive chippers. The WC3000 is operated by PTO shafts with as little as 16 horsepower, and fits Category I 3-point hitches. Its gravity feed is designed to promote smooth entry of branches and small trees. The hopper opening measures 25 inches by 18 inches, while the chip opening measures a modest 3 inches by 5-1/2 inches. The chip discharge chute can be rotated into two fixed positions. S.H.M chippers are compact, yet are packed with commercial grade components such as double-sided knives, standard chip anvil, top discharge chip chute and a durable, industrial powder-coat finish. Swampy Hollow Manufacturing is a small, family owned company located in southeastern Pennsylvania.

Barko 920 Tractor/Mulcher

Barko Hydraulics LLC’s new 920 Industrial Tractor/Mulcher offers 230 hp and delivers 67 gpm to the mulcher head while delivering lower fuel consumption. Its cab has ergonomically arranged electronic controls and an air suspension seat to reduce fatigue and increase performance, advanced climate control and is soundproofed. The cabs are completely weather sealed, pressurized, vibration isolated and come equipped with a pre-cleaner and air filtration to provide a clean environment for the operator. Notable specifications include: Cummins QSB 6.7 230 hp engine, 4-wheel drive, 100-inch wheelbase, 17.75-inch to 20.25-inch ground clearance, 45 degree steering articulation, 15 degree carrier oscillation, two travel speeds (6 mph and 15 mph), 75 gallon fuel reservoir (12.5 hour run-time), nine external cab lights for 360 degree lighting, AM/FM radio XM satellite ready CD player with antenna and two speakers and multiple add-on options.
Events & Seminars

July 22-23, 2010*
Certified Treecare Safety Professional (CTSP) Workshop
TCIA, in conjunction with ISA conference
Navy Pier
Chicago, IL
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

July 23-28, 2010*
ISA Annual Conference & Trade Show
Chicago, IL
Contact: www.isa-arbor.com

July 24-25, 2010*
International Tree Climbing Championship (ITCC)
Morton Arboretum
Lisle, IL
Contact: www.mortonarb.org; 630-725-2103

July 26, 2010*
TREE Fund “Raise Your Hand for Research” gala auction
Sheraton Chicago Hotel and Towers, Chicago, IL
In conjunction w/ ISA Conference
Contact: (630) 369-8300; lantonson@treefund.org

August 10-11, 2010
ArborMaster Level 1 Tree Climbing Methods & Best Practice
Attleboro, MA
Contact: Info@ArborMaster.com; 860.429.5028 x 701
www.ArborMaster.com

August 10-19, 2010*
Certified Treecare Safety Professional (CTSP) Workshop
Arcadia (Los Angeles), CA (at Mauget offices)
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

September 10-13, 2010
ASLA 2010 Annual Meeting and EXPO*
Walter E. Washington Convention Center, Washington, DC
Contact: www.asla.org

September 17, 2010
MOIA’s 6th Annual Michigan Snow Conference & Expo
Rock Financial Showplace, Novi, MI
Contact: (248) 646-4992; www.landscape.org

September 22-24, 2010*
Texas Tree Conference & Trade Show
Hilton College Station, College Station, TX
Contact: isatexas.com

October 3-5, 2010*
MidAtlantic Chapter ISA Annual Conference
Morgantown, WV
Contact: mac-isaa.org

October 22-23, 2010
NJ Shade Tree Federation 85th Annual Meeting
Crowne Plaza, Cherry Hill, NJ
Contact: Donna Massa (732) 246-3210; njshadetreefederation@att.net; www.njstf.org

October 24-27, 2010*
New England Chapter ISA Annual Meeting
Plymouth, MA
Contact: newenglandisa.org

November 9-10, 2010*
Certified Treecare Safety Professional (CTSP) Workshop
TCIA, in conjunction with TCI EXPO
Pittsburgh, PA
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

November 11-13, 2010*
TCI EXPO 2010 Conference & Trade Show
Pittsburgh, PA
Contact: 1-800-733-2622; cyr@tcia.org; ctsp@tcia.org; www.tcia.org

2011
January 5-7, 2011*
Northern Green Expo
Minneapolis, MN
Contact: www.NorthernGreenExpo.org; 1-888-886-6652

January 9-10, 2011
National Green Centre/Former WESTERN annual show
St. Louis, MO
Contact: www.wnla.org; 1-888-233-1876

February 6-10, 2011*
Winter Management Conference 2011
Grand Cayman
Contact: Deb Cyr cyr@tcia.org; 1-800-733-2622; www.tcia.org

* Indicates that TCIA staff will be in attendance

For the most up to date calendar information, visit www.tcia.org ⇒ news ⇒ industry calendar

Send your Almanac items to: editor@tcia.org

Circle 2 on RS Card or visit www.tcia.org

22 TREE CARE INDUSTRY – JULY 2010
The benefits of TCIA membership just keep getting better.

Your membership in the only association just for tree care companies is more valuable than ever. It helps you to stay current with industry events and regulations that affect your business. It helps you maintain best business practices that can help you run your business efficiently and profitably. And now, the benefits of membership even help you to offer your employees many different health options with TCIA’s Employee Health Benefits Solutions Package.

Not a TCIA member company? Call 1-800-733-2622 and start enjoying your benefits right away!

Choices are good.

**TCIA Employee Health Benefits Solutions Package**

**Controlled Healthcare Budget™** offered in conjunction with full medical benefit plans. Designed to supplement higher-out-of-pocket plans for employees with an integrated Gap Insurance benefit. The Gap Insurance provides first dollar coverage offsetting all or portions of the increased out-of-pocket costs.

**MidMed** group limited medical insurance coverage. Provides the benefits you and your employees need without the costly excess benefits of major medical coverage. MidMed plans feature customizable benefits options with price points that are typically 50-70% of the major medical. Plans are capped at $50,000 or $25,000 per year and include chronic disease management programs. Since 99% of claims filed are under $18,150, most employee needs can be met with MidMed compared to major medical.

**Limited Medical Benefits** Plans include medical benefits, accident, critical illness, mini-dental and vision plans. These plans feature very low cost with low benefit caps. Medical benefit plans are capped at approximately $1,000 to $5,000 a year, depending on the benefit.

**Accident** group insurance coverage. This is a customizable plan that offers over 50 possible benefits, including fractures, dislocations, and accidental deaths. Coverage is guaranteed issue, no health questions, and is portable. Riders for catastrophic accidents are available.

**Critical Illness** group insurance coverage. This plan includes coverage for cancer, heart attack, stroke, major organ transplant, and end-stage renal failure. Additional optional benefits are available as well as a “heart” rider for additional benefits such as coronary bypass surgery.

Call a [Key Benefits counselor at 866-696-6118](tel:866-696-6118) to customize your solutions package today!

TCIA offers member companies additional insurance options for your business! Don’t forget to look into the ArborMAX insurance program. The program is designed for tree care companies and available coverage includes general liability, property, inland marine, E&O, umbrella, and WC (only accredited companies or companies with a CTSP are eligible to apply for WC).
Managing a safety program for a tree care company with thousands of employees operating in more than 100 offices throughout the United States, Canada, England and Ireland has its challenges: different office cultures, varying skill levels, shifting environmental concerns, diverse tree species and pests, complex regulatory schemes, unique equipment requirements and volatile economic conditions. These factors all play into how safely an operation will perform. Most safety professionals know this. The real challenge lies with knowing how to take the cards you’re dealt and improve your operation. And eventually, one operation at a time, maybe even an industry.

Gathering Information
In my opinion, the first step toward improving safety is to understand the true problem. For years, I reviewed countless insurance and internal reports that provided generic information such as the amount of “struck-bys,” “falls” and “cuts.” Over time, the reports got a little more sophisticated, highlighting basic work activities and tenure with the company. For me, studying these reports served one main purpose – it confirmed what we did not know.

I never knew what work activities led to specific types of accidents. I never knew what specific types of injuries were most likely to occur under certain conditions. I never knew what the exact causal data could reveal. I never even considered the importance of having data such as the day of the week, time of the day, species of tree, or type of vehicle or road in the event of an auto accident. Yet, it is exactly this type of information that we need if we truly want to improve ourselves.

So, with this in mind, we made a massive investment in information systems specifically designed to help improve our safety program. To spearhead this effort, we engaged the services of the Consortium for Internet Imaging and Database Systems (CIIDS) at the University of Georgia in Athens, and the ICertainty Company in Baltimore, Maryland; a company specializing in real time compliance issues and reporting. Both companies brought high-value skills and technology to the table to help us solve our problems. UGA’s CIIDS group developed a Web-based system similar to OSHA’s Form 301 Injury and Illness Incident Report that our employees log on and fill out for any incident; not just an injury. ICertainty helped us organize our compliance information and manage our training records, all in real time.

We then took it a step further. We insisted on an absolute reporting regimen. If a crew puts ruts in a lawn or has a near miss, we want it recorded. We want the information on every unplanned event so we can start to get to the root of our problems. Are the problems training related, equipment related, behavioral, or a combination? This system captures more than 50 data points, and allows us to mine information back out in a virtually unlimited way. Having instantaneous and thorough recording of incidents, and a way to mine all relevant information quickly, is one of the most crucial elements in a safety program – you have to know what is happening as it happens.
Analyzing the Data

For the purpose of this article, we will take a snapshot in time of about 3 million hours of arboricultural operations recorded in the system, with every personal injury that has happened during those hours worked. The results that we are sharing are not meant to suggest that we somehow have it all figured out, or that our company performs better than any other company. But rather, we are sharing what we have learned with our industry. The results may certainly vary depending on the factors mentioned above; as well as a company’s strengths, the emphasis placed on different training programs, and leadership. However, I do think that we can all benefit from some of the direct information gained on personal injuries during 3 million hours of arboricultural work throughout the world.

To better understand more about the types of injuries that happen most frequently in our industry, you need to isolate the work activities that lead to the most injuries. Our system shows removal, pruning while climbing, ground work, loading wood, hand saw use and chain saw use as high-risk-for-injury activities. No surprises here. But the ability to drill down to more specific information for each work activity helps us improve ourselves.

For example, let’s analyze the causal data for one work activity – ground work. The system helps focus on the direct cause of the injuries during ground work. As the pie chart indicates, slips and falls from the ground, and repetitive motion (soft tissue) are the two leading cause of injuries in this work activity category. While most would recognize that repetitive motion related injuries are at high risk during ground operations, I have to admit that the number of serious injuries due to slips from the ground surprised me. The percentage, though, is too high to write off as an anomaly.

To further understand the problem, and find a solution, it is important to isolate the type of injuries most common to slips and falls that occur during ground operations. Sprains strains and broken bones are the most common injuries resulting from this causal information. A high degree of the injuries resulting from slips and fall accidents will be leg related (broken ankles or knees, sprained ankles or knees, twisted or torn ligaments). Incidentally, the types of injuries most commonly occurring with repetitive motion causes are also strains and muscle injuries (soft tissue). However, these are almost exclusively lower back and shoulder injuries from lifting. We believe these are largely related to incorrect back alignment and twisting while lifting. As a side note, these upper body soft tissue injuries seem to take place earlier in the day versus later in the day. This is a strong indicator of muscles not being prepared to lift, and lack of blood flow.

When combined with the strains, sprains, and soft tissue injuries from falls, this category of causal data historically equals 33 percent of all of our injuries, and about 50 percent of all costs associated with our injuries. For a larger company, the costs associated with these types of injuries can get into the millions of dollars, but smaller companies should know that just one can cost several hundred thousand dollars. Insurers will not take those types of hits without trying to somehow recoup their expenses.

Considering the behavioral issues

Having a better understanding of our work activities, causal data, and injury information is a great start, but, as an industry, we need to go further. To me, the real question is why do these accidents occur. To help answer this, more information is needed.

We need to look hard at specific days of the week, and times of the day. In fact, our data shows that more injuries happen during the middle of the week, typically right before lunch. Work planning may be a partial administrative control with a large degree of these incidents, at least with respect to recognizing not to overload the middle of the week with the type of work that has the high-risk work activities.

We have also isolated certain traits and characteristics of the employees most likely to have certain types of accidents. In
Fact, we know that roughly 40 percent of the accidents are with employees who have been with us 18 months or less, with a high percentage with only three months’ or less experience. We can actually isolate the types of injuries that these employees are more likely to have (cuts, bruises, muscle injuries) versus the types of injuries that employees with several years of experience are more likely to have (strains, sprains, broken bones). This is important for a few reasons.

First, in our industry, it is usually the newer, lower skilled worker who operates primarily on the ground. Often, training is done on the job when possible. Perhaps, though, we should be rethinking this approach. We can’t deny that the majority of injuries are happening during ground work activities, and the majority of those injured are relatively inexperienced workers. The data also shows that a low knowledge base is usually associated with the accident (this should be expected with any newer employee). To counteract this, our organization has gone to a more in-depth orientation approach, and better mentoring. These two actions alone have resulted in substantial decreases in the percentages of injuries on the ground by newer employees.

Second, we see a large spike in injuries at about the eight year level (almost 30 percent). This is interesting because the skill level is relatively high, and the injuries are usually much more serious. The data typically shows a very high training level, but other factors contribute. One factor is behavioral – usually risk aversion (so used to performing to a high degree under extremely dangerous conditions, that when less dangerous conditions are perceived, the guard is dropped). The other factor is also behavioral, but it has more to do with conditioning. The truth is that most of the more serious soft-tissue type injuries that happen to tenured employees are the result of years of incorrect body positioning and work practices. In fact, we have reviewed this phenomenon with sports doctors, physical therapists and risk managers throughout our operating areas.

This is where I first heard the term “industrial athletes” used to describe workers in our industry. The term was introduced to me by my friend Alan Roberts with Bureau Veritas North America Inc. in California. He has worked extensively on this issue with us, and he has introduced ideas and practices that have helped hundreds if not thousands of employees in our company and industry. We believe we are doing the damage to ourselves in our 20s and it is manifesting itself in our mid-30s through mid-40s. The way our bodies are developed, one doesn’t feel damage to soft tissue, backs and musculoskeletal systems until one gets a little older. And it isn’t just from lifting logs – these injuries could happen from picking up a pen after years of incorrect work procedures. But the damage is tremendous, and costly! As I said above, these types of injuries account for about 50 percent of the costs associated with injuries in our industry every year. In short, employees in the tree care industry have to recognize themselves as athletes. Just look at what they are doing day in and day out. Most, if not all, high performing athletes in sports pay close attention to nutrition, hydration, and conditioning. Do we?

It isn’t coincidence that the majority of injuries across the spectrum are happening right before lunch. Blood sugar is low, hydration is low, and energy levels and concentration are at the lowest points of the day. Nor is it just simple bad luck that highly experienced workers are having more severe soft-tissue injuries. These injuries are happening over a period of years due to incorrect body positioning, over-exertion of certain muscle groups, and a lack of understanding of how athletes condition and prepare. Perhaps it would be helpful if our training programs offered more of this type of information in addition to our knowledge of tree care principles.
60’ & 90’ KNUCKLED TRACKED LIFTS

76’, 88’ & 102’ TELESCOPIC TRACKED LIFTS

70’, 82’ & 95’ TRAILER LIFTS
Simple live hydraulic and electric-over-hydraulic operating system, Hybrid diesel/24V power, Extremely low ground pressure.
GO ANYWHERE, SET UP ANYWHERE. ALL UNITS TOWABLE BEHIND PICK-UP TRUCKS

Circle 31 on RS Card or visit www.tcia.org
Managing safety

Another main principle that our data is showing us is the need to change our thinking in how we manage safety in our operations. Coaching workers in the use of smarter body mechanics, and better selection, use and maintenance of hand-tools in our labor-intensive industry (see TCI April 2008, “Blueprint for Eliminating Ergonomic Injuries”) has also been a focus in recent years for the company. Not only do we need to weigh our investment in tool selection and maintenance, and tailor training programs to meet the specific needs of employees in different situations, but we also need to manage the intangibles of a company’s culture. Intangibles that can make or break a company’s profitability in our industry include leadership, work planning, physical conditioning, body positioning and behavior-based communications.

Through our research, we can see a clear correlation in the results when an office is managed well and there are open lines of communication, and when an office is not managed well and employees feel as though their thoughts and ideas do not matter. To be specific, when the management in an operation creates an atmosphere in which every employee feels as though they can speak up, and feels as though the manager cares, there is a higher degree of likelihood that new employees have thorough orientations and are mentored correctly, and that tenured employees understand the importance of protecting themselves and communicating at all times.

We have also seen strong indicators that groups that get along with each other and respect each other have a higher likelihood of working accident free, than those that don’t. This is the behavioral concept of side-to-side communication. If an employee feels that they can ask a question, or make a comment concerning safety, and not be embarrassed or ridiculed, there is a higher likelihood of that employee developing safe work habits through their career.

These are the intangibles that our information is leading us toward. In my opinion, this is the new direction of safety in modern arboriculture.

David G. Marren is the vice president of safety and regulatory affairs for The F. A. Bartlett Tree Expert Co. and is based at its research facility in Charlotte, North Carolina. This article was excerpted, in part, from his presentation on the same topic at TCI EXPO 2009 in Baltimore.
1. During ground work, _____ and _____ are the two leading cause of injuries:
   a) slips and falls from the ground, struck-bys
   b) repetitive motion, struck-bys
   c) slips and falls from the ground, repetitive motion (soft tissue)
   d) struck-bys, chain saw kickback

2. _____ and _____ are the most common injuries resulting from falls that occur during ground operations.
   a) sprains/strains, contusions
   b) contusions, broken bones
   c) lacerations, sprains/strains
   d) contusions, lacerations

3. Data shows that more injuries happen during the middle of the week, typically right before lunch.

According to the article, which of the following would be the best administrative control to address this phenomenon?
   a) scheduling so as not to overload the middle of the week with high-risk work
   b) better enforcement of the PPE policy
   c) mid-week safety meetings
   d) earlier lunch breaks

4. The types of injuries most commonly occurring with repetitive motion causes are also strains and muscle injuries (soft tissue). However, these are almost exclusively _____.
   a) knee and lower back injuries from awkward posture/movements
   b) lower back and shoulder injuries from lifting
   c) shoulder, elbow and wrist injuries
   d) knee, hip and shoulder injuries

5. The types of injuries that are likeliest to occur to employees with eighteen months or less experience are _____.
   a) cuts, bruises, muscle injuries
   b) strains, sprains, broken bones
   c) chain saw lacerations
   d) none of the above

6. Stretch question (short answer: use separate sheet if needed):
   Side-to-side communication is evidenced when groups get along with each other and respect each other. Such groups have a higher likelihood of working accident-free than those who don’t. What are two other forms of communication that must occur in a safety culture, and what is their purpose?
Man killed in struck-by
A man was killed May 1, 2010, while felling a tree in Northwoods, Ohio.
James Williams, 47, of East St. Louis, Ohio, was apparently operating a chain saw while working with a small crew to cut down a tree at a residence when a large branch fell, striking him.
The force knocked Williams to the ground as the chain saw cut a deep wound in his lower torso. Williams was pinned under the tree as several people ran to call 911. Williams apparently began to lose consciousness as emergency crews made it to his side. He was rushed to the hospital but pronounced dead soon after the accident, according to the www.wkyc.com report.*

Man dies after fall from tree
A man died after he fell from a ladder and a tree branch fell on top of him in Springfield, Massachusetts, on May 6, 2010. Carlos Silva, 60, was standing on top of a ladder, using a chain saw to remove a large damaged tree branch. It was windy at the time and the branch snapped off, knocking Silva to the ground. He fell 15 to 20 feet, and the branch landed on top of him.
Silva was taken to Baystate Medical Center with critical injuries. The hospital announced the next day that Silva had died as a result of his injuries, according to WWLP Channel 22 News.

Climber with broken leg rescued
Emergency personnel in Bethany, West Virginia, rescued a man with a broken leg who was stuck about 60 feet up in a tree May 6, 2010. A huge branch snapped and struck Mark Tober’s leg, breaking it and leaving him hanging. Firefighters were able to use the ladder truck to cut their way to the victim with a chain saw. From there, they used ropes to help him down. Tober was taken to a Wheeling hospital and is expected to be OK, according to the www.wpxi.com report.*

Tree worker dies in fall
A Pebble Beach Company worker died May 3, 2010, after he fell about 25 feet from a tree that was being cut down near The Links at Pebble Beach in Monterey, California.
Miguel Vasquez, 52, of Salinas, was trying to set a choker in the tree when he fell for an unknown reason. He was pronounced dead at the hospital immediately after the incident.
Co-workers said Vasquez had worked for the Pebble Beach Company for nine years. His crew was working on a tree next to the Pebble Beach driving range, according to The Monterey County Herald.

Man dies after fall from tree
A man was killed in a fall while trimming a tree in Villa Park, California, May 7, 2010.
The man was reported unconscious with possible burns to his hands after he had been on a ladder trimming a tree when he came in contact with a power line, according to the Orange County Register.

Climber with broken leg rescued
A 24 year old tree trimmer was pinned and injured by a cut limb 30 feet above the ground in Brown County, Ohio, May 11, 2010. The trimmer had worked his way out on a main branch of the tree and was cutting off another smaller branch when the one he was trimming fell on him. The trimmer was pinned 30 feet up.

Doctor dies cutting tree
A Shelby, North Carolina, physician was killed May 8, 2010, when a tree he was cutting fell and struck him. Mike Miller, 68, was working at his home in Cleveland County when the accident happened, according to The Charlotte Observer.

Man hurt trimming tree
A man injured while cutting a tree limb in Glenmoor, Ohio, near the county airport, was flown by helicopter to a Pittsburgh, Pa., hospital May 10, 2010. The extent of the man’s injuries was not immediately known, according to the Salem News.
The man was cutting a large limb when it snapped back, pinning him. The fire department assisted in removing the victim from the tree. A neighbor held the limb off the man until the fire department arrived.

May 2010

<table>
<thead>
<tr>
<th>Sunday</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Saturday</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
</tr>
<tr>
<td>23</td>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
<td>29</td>
</tr>
<tr>
<td>30</td>
<td>31</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Accidents in the tree care industry that occurred during the month of May 2010. Graphic compiled from reports gathered by, or submitted to, TCIA staff.

(Continued on page 41)
Kudos for editorial

Not only the voice of the tree care industry, this month’s (June 2010) TCI Magazine is also the voice of reason. Publisher Mark Garvin addressed a very important issue (Outlook: “Immigration Reform – Murky Water that Must Be Crossed”). Mark wrote a great piece and reinforces the value of the publication. TCI Mag is a very important tool in my tool-box. I can’t wait for the next one. I and (we) have grown through TCIA’s publications. (submitted via Facebook)

Jeff Lovstrom, CTSP, operations manager
Urban Tree Care, Inc., Vista, California

Licensing issue

This letter is in regard to Mr. Kastning’s article on page 51 in the March issue of TCI. The fatalities within the tree care industry will not be lessened due to licensing; perhaps we need to look at the history of our trade and figure out where it started to go wrong.

I am a proponent for licensing a business – any and all businesses. In Pennsylvania we have adopted the HIC (Home Improvement Consumer Protection) Act, which to a degree encompasses some of the duties of a tree care company but not all; perhaps a broader definition within the act to include our trade would help?

The tree care industry in my opinion got derailed when production requirements were set, especially in the utility sector, expecting tree care workers to engage their jobs in a similar fashion as do assembly workers; this is not helping in the safety aspect of our trade.

Safety will only be regained when companies put it first, when apprenticeships quit pushing through personnel to have a journey-person fill an open spot, when the emphasis on how many trees needing to be done, or spans, units, footage, etc. becomes secondary. Perhaps we should throw production-based bidding practices out the window and go back to the days of time and material. When I started in this field, accidents were uncommon and the safety aspects/requirements/adherence wasn’t as it is now; back then, to use a safety lanyard was frowned upon, fancy gadgetry was not in use and the macho man attitude to get it done any way possible was the theme.

Fast forward to now: TCIA and ISA have implemented many credentials that, personally, I think give the holder a false sense of achievement; many can obtain these credentials with little-to-no hands-on experience. I know, I have seen it first hand, the attitude of one who gets their Certified Arborist credential or the (Certified Treecare) Safety Professional credential thinking they are above injury or that their knowledge rivals that of a non-certified person of 20-plus years. This is what is wrong! We don’t need to hand out credentials, have companies get accredited, etc.; these credentials are promoted for competitive advantage, and the entities promoting such capitalize from it.

So, to rebut Mr. Kastning, we will lessen the fatality rate when on-the-job training/safety is focused on more than production, when competition is based on quality and a well-trained workforce instead of dollar amount, and the current theme that holding credentials makes you better; case in point, look at page 29 of the March issue (TCIA Accreditation ad), not to mention we are now in a production-driven market that expects the unrealistic at times.

Yes, I believe many are operating in a non-compliant manner, but compliant to who? Just because a company doesn’t have Accredidation or a Certified Arborist on staff does not mean they aren’t legitimate. I know many companies without either of these credentials and they have a very good business. Mr. Kastning’s analogy using the Rottweiler is ill placed and suggestive in a demeaning fashion. I own two “Rotty’s,” have going on 23 years in this trade, am Line Clearance Certified, ISA Certified Arborist and run an honest business. Will there always be the pickup truck companies? Yes, small business has to start somewhere and as long as they’re safe, comply with ANSI, OSHA and pay taxes, there is not much more you can ask for!

Licensing without enforcement would do what? Give the Government more money to foolishly spend on other things; regulation starts from within. Regardless whether you’re certified or not, safety is ultimately the responsibility of the person looking back at you in the mirror! May we all be be safe.

Keith D. Long, owner/manager, Doug’s Complete Tree Care Industry, Pennsylvania

Peter Gerstenberger, TCIA’s senior advisor for safety, compliance & standards, responds: Ironically, there have been

(Continued on page 57)
Refueling during a Massachusetts Arborists Association Day of Service. Alcohol in new gasoline may be damaging for two-cycle engines.

By Rick Howland

It all started with two chain saws, a 14- and 18-incher respectively. They were older models, but in near pristine condition. They had been tuned before going into storage for the winter and the gas was run-out to prevent varnish buildup in the fuel system. The owner had gone to a local gas station for fresh fuel, mixed it as usual with a name brand 2-cyle oil and started clearing small trees. Within an hour, the first saw died. In the second hour, the second one died.

"Junk them. It's the gas," one of the best small-engine repair guys in the area said. He explained that he has been getting a lot of calls — and a lot of work when the saws and other gas-powered equipment can be fixed at all — due to the new "enviro-gas," the new ethanol blends.

It turns out that these cleaner burning fuels are having some devastating effects on outdoor power equipment, everything from chain saws to trimmers to blowers to mowers and even to generators, chippers and stump grinders.

Two things can happen: either the solvent nature of the alcohol in the new gas is dissolving gum and other deposits in older fuel tanks and carburetors and literally gumming up the works (this is the better of the two scenarios, because the situation can usually be fixed), or the fuel — for any number of reasons — is causing the engine to "lean out" and essentially burn itself up.

The potential for trouble borders on the astronomical, according to one executive with the Outdoor Power Equipment Institute (OPEI), who says there are currently 500 million (that’s half a billion) gas powered machines in use in the U.S.

"This is a massive problem, and it is going to get more complex," says Kris Kiser, OPEI executive vice president.

What’s happening, according to Kiser, is this. Congress, in its environmental exuberance, passed a bill in 2007 mandating that 36 billion gallons of ethanol-blended fuels (up to 10 percent alcohol, or E10) would have to be in the retail stream by 2022. The move was based on the assumption that consumers would flock to “flex fuel” vehicles. These are vehicles specially designed to run on gasoline or any blend of up to 85 percent ethanol (E85); what we find in most gas stations now is E10, or any blend up to that).

The surge to the high-ethanol fuels didn’t happen. Partly it was consumers not flocking to these vehicles, partly it was the recent economic collapse, according to Kiser. Be that as it may, the legal requirement is in place demanding that more and more alcohol fuels be sold in the marketplace. That’s why the oil companies have, according to the OPEI, quietly and without fanfare, introduced more of the blended fuels, stuffing the retail channel and making it near to impossible to find real — as in non-alcohol blended — gas.

To make matters worse, there is also a request before the Environmental Protection Agency to approve an E85 standard; that may be more of a problem since on-road gas engines made after 2001 can run on it, but not off-road engines. So, cars built before ’01 and off-road engines are in deep trouble if E85 becomes a new standard.

How much trouble? For the tree care industry, right now it is a costly annoyance to lose a $500 chain saw. It is potentially more troublesome for users of other equipment, such as long-distance snow machine operators and mariners, where engine failure can be life-threatening. In fact, according to OPEI, the Coast Guard is none too happy with this pending decision that could, essentially, make E10 and E85 the only legal fuels.

Says OPEI’s Kiser, “If you buy a new product, you’re OK using E10.” But there are still some precautions one needs to take. “The real challenges come with transitioning used equipment to the new fuels,” he says, referring to fouling and burnout,
not to mention the lurking E85 requirements. “While new equipment runs OK
on E10, it runs very lean; anything beyond that (for example a higher alco-
hol percentage) puts the machine outside its capabilities. Right now we have 500
million things not capable of running on anything past E10.”

Even with new equipment capable of running the new fuels, alcohol blended
gas presents a host of new problems.

First, alcohol by its very nature tends to attract moisture. So, old fuel would be
more likely to contain a lot of water, which will cause an already lean-running
engine to further lean out, driving up tem-
peratures and court ing failure.

Second, the use of alcohol fuels in older equipment can cause rubberized compo-

going to attract moisture. So, old fuel would be
more likely to contain a lot of water, which will cause an already lean-running
equipment to further lean out, driving up tem-
peratures and courting failure.

One solution may be use of pre-pack-
aged, blended fuels tailored for two-cycle engines. (See “Is there a better two cycle
engine, leading to engine seizure. Courtesy of Husqvarna.

Ron Jensen, senior manager for product
training and consumer support for Echo,
Inc., says he has seen some such problems.
“We have been running ethanol blended
fuels in the Midwest at 10 percent for 15
years or more,” says Jensen. “I was work-
ing in lawn and garden dealerships in the
‘80s and into the early ’90s and saw some
problems with fuel lines melting and turn-
ning rubber really gooey. When that
happens, fuel lines get really soft. They can
flatten and restrict fuel, forcing an engine
to run lean. In time, they can seize.”

With old equipment, one has to pay
attention to fuel lines, the carburetor, fuel
filters, gaskets and diaphragms,” he says.
“We saw this in Connecticut four years ago
when there was a wholesale switch to
ethanol. All of a sudden we saw a bunch of
problems at the dealerships… even with
some of the newer equipment. They would
seem to go out of adjustment, we’d find
mysterious debris in the fuel, machines
would not accelerate correctly, and we had
some seizures.”

“Even gas stations can be an issue as
they switch from unleaded to E10 gas,”
Jensen continues. “Companies are sup-
possed to clean the tanks well to get out
gum and varnish. That’s important because
ethanol is like a cleaning agent. Same
cooled engines and stick to oils recom-
ended by the manufacturer; as they are

gaseous hydrocarbon that can pass through
diaphragms, that find their way into the fuel
system,” he says.

Since the mid ’90s, fuel lines, engine
seals and gaskets all have been designed to
accommodate for ethanol fuel up to 10
percent,” Jensen says. In chain saws, the
fuel pump side of the fuel system is very
resistant to alcohol fuels, from the pump
to the carburetor, he says, adding that the
metering diaphragms need to remain
flexible. Otherwise, they affect fuel flow
and the saw runs too lean.

The industry is looking at better fixes,
including special rubber compounds to
offset the effects of solvent-prone fuels,
according to Jensen.

“The best thing we can do is to educate
dealerships and users on this ethanol fuel.
Guys may be in the habit of handling
fuels as they did in the past, but continuing
with those practices when switching to
ethanol fuels results in a host of problems,”
he says.

“The first thing is to get a gas can that’s
sealed if you’re using ethanol gas,” says
Jensen. “Don’t let gas sit out open to the
air. It picks up moisture. On a humid day,
it’ll pick up moisture right away.”

This can be especially deadly in a mixed-
fuel, 2-stroke engine. The problem here is
what’s called phase separation, according to
Jensen: Water on the bottom, gas and alco-
hol and oil floating on the top, essentially
separating what you need to do the job. The
first thing that runs through the engine is
gas and water with no oil. It’ll run for a while,
but not long because there is no lubricant.

Jensen recommends keeping gas con-
tainers covered (to protect them from sun,

trees care industry be far behind?

As much as it has adapted to the new
E10 fuels, the OPEI sees the new fuels as
less of a problem for older cars and trucks
than power equipment. “It will not destroy
your car, though you will get less fuel
economy and less life from parts like the
catalytic converter. The real challenge is to
power equipment, marine and snow equip-
ment. This is a train wreck and everyone
knows it!” Kiser says.

Ron Jensen, senior manager for product
training and consumer support for Echo,
Inc., says he has seen some such problems.
“We have been running ethanol blended
fuels in the Midwest at 10 percent for 15
years or more,” says Jensen. “I was work-
ing in lawn and garden dealerships in the
‘80s and into the early ’90s and saw some
problems with fuel lines melting and turn-
ning rubber really gooey. When that
happens, fuel lines get really soft. They can
flatten and restrict fuel, forcing an engine
to run lean. In time, they can seize.”

“With old equipment, one has to pay
attention to fuel lines, the carburetor, fuel
filters, gaskets and diaphragms,” he says.
“We saw this in Connecticut four years ago
when there was a wholesale switch to
ethanol. All of a sudden we saw a bunch of
problems at the dealerships… even with
some of the newer equipment. They would
seem to go out of adjustment, we’d find
mysterious debris in the fuel, machines
would not accelerate correctly, and we had
some seizures.”

“Even gas stations can be an issue as
they switch from unleaded to E10 gas,”
Jensen continues. “Companies are sup-
possed to clean the tanks well to get out
gum and varnish. That’s important because
ethanol is like a cleaning agent. Same
cooled engines and stick to oils recom-
ended by the manufacturer; as they are

Jensen recommends that with high per-
forming engines, such as chain saws
running at 13,000 rpm or higher, you use a
quality 2-stroke oil. Use oil certified for air
cooled engines and stick to oils recom-
ended by the manufacturer; as they are
blended for use with alcohol fuels. Jensen
also put in a plug for higher octane fuels.
They are money in the bank, especially on a
hot day, he says, because the engine will
not pre-detonate so quickly or as often.

“This is fairly complicated issue,” says
John Foster, national compliance manager
at Stihl, “but ultimately it depends to a large degree on the condition of a product and its age. Most products from the early ‘90s on are compatible with ethanol, which has been widely distributed for a long time, though a few areas did not have ethanol gas until recently.”

Foster agrees with his colleagues that most of the problems have to do with the fuel itself, either due to contamination or from the fact that the alcohol loosens sludge and even carbon in the cylinders.

Not only does he recommend fuel in clean and sealed containers, Foster also agrees with Jensen on never using leftover fuels. “Using fresh fuel (no older than 90 days) is very important, especially in areas where ethanol is in use. Use an additive stabilizer to keep fuel fresh,” he says. He also suggests that if you’re not going to use the tool for an extended period of time, to drain and burn off remaining fuel to eliminate contamination and potential for corrosion due to moisture buildup.

“I also recommend that if you are (going to be) using ethanol for the first time in equipment you’ve been using, to get the unit serviced first,” Foster says. “In some cases, that may mean new, updated fuel lines and filter. If possible, avoid metal fuel cans.”

Some off road equipment dealers are not seeing as much of a problem.

“It’s really not much different than the Tier 1, 2, 3 and 4 fuel ratings on diesel engines,” says Ray Eluskie, marketing manager at Bandit Industries. “It’s just a matter of meeting new requirements.”

Eluskie explains that in the case of the new clean-burn Tier 4 diesel engines, the old engines will run on just about (any) diesel, but the new Tier 4 can run only on the new, low-sulfur blends. With the gas engines, it’s just the other way around.

As far as complaints are concerned on older Bandit gasoline-powered equipment, Eluskie says he has not heard of complaints, but adds that that’s not to say there couldn’t be problems. It may be that Bandit customers are more apt to upgrade equipment succumbing to normal wear and tear before they are seeing these problems, he says.

Rob Reister, service support manager at Bobcat Company, says some guys are screaming about the fuels issue, others are not. Bobcat runs diesel on its larger rigs but has a gas-powered utility vehicle line, under 25 hp. “We haven’t really heard of any problems with the new gas,” he says. “A lot of times we don’t hear about the older ones because they are out of warranty.”

Bobcat did see the issue in the late ’70s and ’80s, Reister says, when ethanol and alcohol blends first showed up. Most of the transitional problems, he adds, can be addressed with more frequent service.

Exceedingly knowledgeable on the tech side is Husqvarna’s Gary Hardee, a member of the company’s product business development and product management team. He says there are basically two types of equipment affected by the drive to alcohol fuel, those made circa 2004 or after and those made before. Modern equipment is OK to run on current fuels, but Hardee
stresses that there is no need to junk, say, a 1990 chain saw. There are things you can do to run them cleanly and efficiently without catastrophic results.

“The first thing, if you have older equipment designed to use 87 or 89 octane gasoline, is to opt for higher-octane-rated fuel,” Hardee says. “We are advising people with 2-cycle engines to run at least 89 octane and to make a good mix of 50:1 fuel to oil. This is general advice for Husqvarna machines.” (Check with the saw’s manufacturer for specific recommendations and guidance.)

“Next, if you have machines with fixed-jet carburetors, to ensure they do not run too lean, over mix the 2-cycle oil to fuel ratio slightly.” That may be simply going from 50:1 to 40:1, he suggested.

For machines with high/low carburetor adjustments, he says, “What we have found is that if you have a machine with adjustments for high and low settings, you can overcome the (lean-out) problem if you set the high-speed jet to a richer position, almost to max rich.” He explained that a lean setting on older equipment plus lean-burning ethanol fuel can run the engine too lean and result in engine seizures from piston scoring.

[Caution: In “Is There A Better Two-Cycle Fuel” (TCI, March 2010), Tim Ard warns that “some people add a little extra oil to compensate for adjustment — adds a little extra lubrication — so they think. Oil holds heat and, if not burned cleanly, increases harmful emissions and carbon buildup. This unburned buildup and carbon inside the engine causes bearings to skate, piston rings to stick and scoring of pistons and cylinders.”]

Hardee also addressed the oil additive issue, especially synthetics. Though largely still anecdotal, Hardee says these oils have fuel stabilizers that deliver better results, especially as the engine processes the water vapor attracted by the alcohol.

So, don’t toss out that old chain saw, Hardee advises.

“If I were running a 1990 chain saw, I would probably buy a higher octane fuel, buying not much at a time to keep it from collecting water, and definitely keep the fuel out of the sun (if fuel heats during the day and cools at night, the cooling speeds condensation and water absorption.) Then, I would run a slightly richer oil mix and set my needle to a max position, especially at higher altitudes and in colder temperatures.”

While all of this sounds complex, it does represent a solution. In the meantime, says Hardee, “We are working to expand Husqvarna’s AutoTune. This is a carburetor with microchip processor measuring engine RPM performance and automatically adjusting both fuel and air mix.” Introduced on the Model 57XP, the company will be moving forward with the technology on all future pro models, he says.

The bottom line, it seems, is that the only thing to do about the new fuels is to accommodate them. And that involves education and awareness: know that you’re working with a different fuel mix, with different requirements and different operating characteristics, and be aware of the equipment in your tool crib and its respective requirements.
HELP WANTED

Florasearch Inc.

1740 Lake Markham Rd., Sanford, FL 32771.

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Homer Tree Care – Opportunities in Chicago Metro area
Our roots have grown deeply in the last 50 years and now is the time for branching out. Positions available in our Lockport, IL, and Wauconda, IL, offices.
Certified Arborists – Sales Representatives
Experienced Aerial Lift Operators
Experienced Log Truck (Clam Truck) operators
Experienced Chipper Truck Drivers/Tree workers
Please visit our Web site www.homertree.com for more information/fax resume to (815) 838-0375; e-mail resume to paul@homertree.com.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Sales (Arborist)/Climber/Foreman/PHC Tech/Manager
Are you looking for a stable company in an unstable environment? Join us in the D.C. Metro Area. We specialize in high-end residential work and Federal Government properties. We seek only a few professionals dedicated to best practices and growth. RTEC Treecare is an Accredited company, recognized as a 2009 Department of Homeland Security Small Business of the Year. Specializing in general tree work, plant health care and our newest division, Environmental Solutions. We offer a safe, drug-free environment, competitive benefits package, relocation and temporary housing placement, and promote career advancement and continuing education. E-mail: Jobs@RTECtreecare.com; (703) 573-3029.

RTEC TreeCare

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.

Almstead Tree & Shrub Care
We have an immediate opening for an arborist/sales rep position in our Westchester County, NY, location. Candidate must have min. 3-5 years of experience selling in the green industry, a proven track record and ISA certification. This position is in an excellent territory with established history and a loyal clientele. Fax your resume to (914) 576-5448 or e-mail jobs@almstead.com; www.almstead.com

PHC Supervisor – Colorado
Established tree service company is looking for a motivated individual with talent and expertise to take our PHC program to a higher level of production and service. Must have a Colorado Qualified Supervisors license in category 207-ornamental; CO DL w/good MVR; leadership skills; product knowledge; plant identification skills & communication skills. E-mail resume with cover letter to Shannon@rosstree.net.
DeAngelo Brothers, Inc. has been a leading Vegetation Management Company since 1978. We specialize in Railroad, Roadside, Industry and Aquatic Vegetation Management, and some of our client’s include many of the largest corporation’s in North America.

We are a market leader with a clear vision of the future investing heavily in our people, core values and friendly work environment. We are looking for hard-working, talented people who have experience in managing day-to-day operations for our Branches and Divisions throughout the United States and Canada.

Qualified applicants must have a minimum of 2 years’ experience working in the green industry, have proven leadership abilities and strong customer relations and interpersonal skills. We offer an excellent salary, bonus and benefits package including 401(k) and company paid medical and vacation benefits.

For career opportunity and confidential consideration, send or fax resume, including geographic preference and willingness to relocate, to: DeAngelo Brothers, Inc.; Attn: Human Resources Department; 100 North Conahan Drive; Hazleton, PA 18201; Phone: 1-800-360-9333; Fax: (570) 459-5363; E-mail: cfaust@dbiservices.com EOE/AAP M-F-D-DV.

Climber/Bucket Operator w/CDL
Total Tree Care, Inc. has a tree climber position available. Candidate must have minimum of 2 years’ experience with valid CDL. Ability to climb any size trees, operate aerial lifts and apply standard tree and shrub pruning techniques with minimal or no supervision required. Must be a team player and communicate effectively at all times. Benefits and 401(k) plan. Send resume to hr@totaltreecare.com or fax (203) 272-0393. EOE/AA

Bartlett Tree Experts
Bartlett continues to grow in the North, South, Mid Atlantic, Midwest & West with openings for experienced Sales Arborist Representatives, Foremen, IPM Techs & tree climbers. We have locations in Massachusetts, Connecticut, New Hampshire, Vermont, New York, New Jersey, Maryland, Pennsylvania, Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee, Texas, Illinois, Michigan, Minnesota, California, Washington, Arizona, Canada, UK & Ireland. Benefits include paid vacation, holidays, medical, dental, 401(k) training & continued education. Must be reliable, customer service & career oriented. CDL/ISA Cert/Pesticide license a plus. E-mail your resume to ndubak@bartlett.com; www.bartlett.com; fax (203) 323-3631.

-circle 6 on RS Card or visit www.tcia.org

For even more up to date Help Wanted ads, check out TCIA’s Web classifieds at www.tcia.org
Mayer Tree Service, Essex MA

Immediate career opportunities for experienced arborists. Seek to hire climbers, crane operators, plant health care technicians, sales and utility line clearing. Candidates must meet the following criteria of 5 years’ experience & CDL driver’s license. Certified & licensed arborists are preferred. Highly competitive benefit packages include health insurance, profit sharing & 401(k). E-mail or fax your resume to michaeld@mayertree.com or (978) 768-7779.

Production Managers/Climbers/Salespeople

Min. 5 yrs.’ exp. Climbers must prune w/o spikes. Year-round, salary, pd vacation/health, help moving. Virginia, near Williamsburg, Busch Gardens, VA Beach. hendrontreecareinc@verizon.net, (757) 595-8733.

Sales (Arborist)/Climber/Foreman

TCIA accredited company in Burlington, WI, seeks experienced Sales/PHC Tech. Must be ISA Certified with minimum 5 yrs’ exp in estimating, strong customer relations/crew management/leadership qualities. Also, experienced Climber/Foreman min. 5 yrs’ exp/CDL, safety first, strong leadership qualities. Career oriented. Competitive wages and benefits. Call (262) 763-4645 or fax or e-mail resume to (262) 763-5090; arborimagesinc@sbcglobal.net.

Seeking Operations Mgr.

Paul Bunyan’s Tree Svc., Roanoke, VA. Degree in Forestry or related field, or comp. experience & training/education. Resp. include Sales and Application. Fax resume & salary req. to (540) 345-3160 or e-mail Tim@Pbunyan.com.

Exciting Career Opportunities for Service Industry Managers

Come join one of the largest Vegetation Management Companies in the North America. DeAngelo Brothers Inc. is experiencing tremendous growth throughout the United States and Canada, creating openings company wide. We are seeking field supervisors and middle managers responsible for managing the day-to-day operations of vegetation management operations. Experience in vegetation management preferred. Qualified applicants must have proven leadership abilities, strong customer relations and interpersonal skills. We offer excellent salary, incentive programs, bonus and benefits packages, including 401(k) and company paid medical coverage. For career opportunity and confidential consideration, send or fax resume, including geographic preferences and willingness to relocate to: DeAngelo Brothers Inc., Attn: Carl Faust, 100 North Conahan Dr., Hazleton, PA 18201. Phone: 800-360-9333. Fax: (570) 459-5363. cfaust@dbiservices.com EOE/AAP M-F-D-DV

Take Your Career a Mile High

With roots proudly planted in Colorado’s soil since 1947, we’ve grown into one of America’s most respected landscape care services. Come join more than 200 passionate green-industry professionals, with opportunities for:

- Certified Arborists with removal experience
- Trim Field Supervisor with Ornamental Pruning Expertise
- Sales Representatives
- PHC Qualified Supervisors

Other production positions available – in Denver and Fort Collins. Swingle offers year-round employment in the sunny Colorado outdoors, plus top industry wages and benefits. We also provide great opportunities for college graduates and student interns. If you are a results-oriented, motivated individual looking for a growing company recognized for safety and legendary service – we need to talk to you. Visit our Web site at www.myswingle.com to learn more or to apply online. Or call Dave Vine at (303) 337-6200 or e-mail dvine@swingletree.com. When it comes to your career…choose Swingle.

Visit our Web site at www.myswingle.com to learn more or to apply online. Or call Dave Vine at (303) 337-6200 or e-mail dvine@swingletree.com. When it comes to your career…choose Swingle.
Experienced Tree Crew Foreman
Minimum of 5 yrs’ production exp. ISA Cert Arborist & CTSP a +. Must possess a class B CDL or ability to obtain within 6 mos. Training, leadership abilities; above average climbing, aerial lift, pruning skills; rigging & crane removal experience, great attitude. Mead Tree & Turf Care, TCIA Accredited, has been providing professional, safe, quality tree care for MD, DC & No. VA for 30 yrs. Competitive wages & benefits. E-mail Rgodwin@meadtree.com or call (301)-854-5990.

Preservation Tree Services
TCIA-accredited, recruits year round in Sales, Admin & Production – currently looking for Crew Leaders with proven mgmt experience (bilingual a plus). Resume: pg@preservationtree.com, or 11700 Preston Rd., Ste. 660 PMB#137, Dallas, TX 75230. Always looking for the best & brightest! EOE

Opdyke Inc.

Ropes, Ropes, Ropes
All types and brands of professional arborist climbing, lowering and rope accessories at warehouse prices. Call for current price list. Visa, MC, AX. Small Ad – Big Savings, since 1958. 1-800-873-3203.

Allied Equipment of Wisconsin
Stumper guard OEM Bucket Trucks to 70 ft., Stump Grinders, Chippers, aerial lift parts & service. Rayco parts. We rent Rayco/Forestry Mowers. www.alliedutilityequipment.com 1-800-303-0269.

Grapple Truck
2005 FLT, 210-hp, 6-spd, NO CDL, w/NEW Kesla 500Z loader (18’8” reach, lifts 2070 lbs, incl. C/R bypass grapple), NEW Beau Roc 15’ debris body, removable lids optional. Versatile! Affordable! Ready for Work! Call (715)340-1480; www.grappletruck.net.

For Sale
Brush Bandit 250 chipper $18,000. Int’l tri-axle log truck Barko 80 loader $8,000. Int’l 14’ platform dump truck $9,500. (978) 874-2485.

Preservation Tree Services
TCIA-accredited, recruits year round in Sales, Admin & Production – currently looking for Crew Leaders with proven mgmt experience (bilingual a plus). Resume: pg@preservationtree.com, or 11700 Preston Rd., Ste. 660 PMB#137, Dallas, TX 75230. Always looking for the best & brightest! EOE

Opdyke Inc.

Ropes, Ropes, Ropes
All types and brands of professional arborist climbing, lowering and rope accessories at warehouse prices. Call for current price list. Visa, MC, AX. Small Ad – Big Savings, since 1958. 1-800-873-3203.

Allied Equipment of Wisconsin
Stumper guard OEM Bucket Trucks to 70 ft., Stump Grinders, Chippers, aerial lift parts & service. Rayco parts. We rent Rayco/Forestry Mowers. www.alliedutilityequipment.com 1-800-303-0269.

Grapple Truck
2005 FLT, 210-hp, 6-spd, NO CDL, w/NEW Kesla 500Z loader (18’8” reach, lifts 2070 lbs, incl. C/R bypass grapple), NEW Beau Roc 15’ debris body, removable lids optional. Versatile! Affordable! Ready for Work! Call (715)340-1480; www.grappletruck.net.

For Sale
Brush Bandit 250 chipper $18,000. Int’l tri-axle log truck Barko 80 loader $8,000. Int’l 14’ platform dump truck $9,500. (978) 874-2485.

Preservation Tree Services
TCIA-accredited, recruits year round in Sales, Admin & Production – currently looking for Crew Leaders with proven mgmt experience (bilingual a plus). Resume: pg@preservationtree.com, or 11700 Preston Rd., Ste. 660 PMB#137, Dallas, TX 75230. Always looking for the best & brightest! EOE

Opdyke Inc.

Ropes, Ropes, Ropes
All types and brands of professional arborist climbing, lowering and rope accessories at warehouse prices. Call for current price list. Visa, MC, AX. Small Ad – Big Savings, since 1958. 1-800-873-3203.

Allied Equipment of Wisconsin
Stumper guard OEM Bucket Trucks to 70 ft., Stump Grinders, Chippers, aerial lift parts & service. Rayco parts. We rent Rayco/Forestry Mowers. www.alliedutilityequipment.com 1-800-303-0269.

Grapple Truck
2005 FLT, 210-hp, 6-spd, NO CDL, w/NEW Kesla 500Z loader (18’8” reach, lifts 2070 lbs, incl. C/R bypass grapple), NEW Beau Roc 15’ debris body, removable lids optional. Versatile! Affordable! Ready for Work! Call (715)340-1480; www.grappletruck.net.

For Sale
Brush Bandit 250 chipper $18,000. Int’l tri-axle log truck Barko 80 loader $8,000. Int’l 14’ platform dump truck $9,500. (978) 874-2485.
Experienced Tree Crew Foreman
Minimum of 5 yrs’ production exp. ISA Certified Arborist & CTSP a +. Must possess a class B CDL or ability to obtain within 6 mos. Training, leadership abilities; above average climbing, aerial lift, pruning skills; rigging & crane removal experience, great attitude. Mead Tree & Turf Care, TCIA Accredited, has been providing professional, safe, quality tree care for MD, DC & No. VA for 30 yrs. Competitive wages & benefits. E-mail Rgodwin@meadtree.com or call (301)-854-5990.

Operations Manager South Eastern United States
Lucas Tree has been a leader in the treecare industry for more than 84 years. We currently have a career opportunity in the South Eastern United States. Applicants should have at least 3 years management experience in the treecare industry and experience with utility line clearance operations. Duties to include but are not limited to: safety management, employment, equipment management, job estimating and customer relations. Interested candidates should send a resume with cover letter to: employment@lucastree.com

EQUIPMENT FOR SALE
Selling Retired Equipment
Hi-Ranger & Aerial Lift of CT lifts on Int’l and Ford Chassis. All are diesel; forestry & rear-mount pkgs available. Diesel self-feeding chippers available. Contact Paul (585) 295-2412.
Tamarack Forestry is selling bucket truck surplus
Aerial Lift of CT Buckets mounted on 1996-1999 Ford, GMC & Int’l trucks. All trucks are diesel, average miles are 50,000 & booms are in excellent shape. Prices are $12,000 to $15,000. Call Matt at (315) 323-2303 or 1-800-858-0437.

ArborGold Software
Complete job management! Tree Management Systems, Inc. delivers cutting edge software specifically designed to help tree care companies close more sales, create repeat business, reduce cost and monitor crew productivity, works with QuickBooks. Visit our Web site www.ArborGold.com for a FREE in-depth video demo or call 1-800-933-1955 today for more information.

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, PO Box 548, Westport, CT 06881-0548. Phone: (203) 226-4335; Web site: www.arborcomputer.com; e-mail: phannan@arborcomputer.com.

Want to see even more equipment?
Make plans now to attend TCI EXPO in Pittsburgh, PA, Nov. 11-13, 2010
Visit www.tcia.org

Southco
SOUTHCO INDUSTRIES
1840 E. DIXON BLVD.
SHELBY, NC 28150
1-800-331-7655
FAX: (704) 482-2015
www.southcoindustries.com

New Larger
11 ft. Dump Body from Southco Industries
Now
11 ft 6 in. long x 66 in. high
(14.5 cu. yd. capacity)

Chassis Cabs Available to complete the package

Circle 25 on RS Card or visit www.tcia.org
 Accident Briefs

(Continued from page 30)

was cutting split and dropped, but as it did so, it pinned his thigh against the trunk. The weight of the limb held the man while fire crews tried to figure out how to get the man, who could occasionally be heard screaming in pain, free and back to the ground.

When fire crews arrived, the ladder they had wasn’t long enough and the driveway was too narrow for a ladder truck. In the end, the trimmer had to help himself. Just out of reach for the fire crews, a firefighter handed him a chain saw, he cut off the tree limb, reducing the weight, so he was finally free and actually managed to make his way back down the fire department ladder under his own power, according to WKRC Local 12 News.

The trimmer was treated by the emergency crews and transported to a hospital for treatment on his leg. His condition was not immediately known. Officials said the man is an independent contractor.

Trimmer dies on job

A 34-year-old tree company employee died May 13, 2010, while trimming trees for Consolidated Edison in Yorktown, New York. John Burke of Buchanan was working in the bucket of a bucket truck at the time. Police were awaiting word from doctors on whether the worker accidentally touched a power line and was electrocuted, or died of a medical problem, according to The Journal News and www.LoHud.com.

Trimmer dies after fall

A 34-year tree trimmer from Cleveland, South Carolina, fell to his death May 15, 2010, in Greenville, S.C. Herbert J. Redding died of a head injury. Redding was about 30 feet above the ground when he fell. He was wearing safety equipment, but investigators think that there may have been some rotting in the middle of the tree that gave way, according to The Greenville News.

Woman hurt by tree, contractor cited

An Omaha, Nebraska, woman driving on a public street May 16, 2010, was injured when a tree fell on top of her car, crushing the roof and windshield. The tree also brought down power lines, though they were not live. Jodie Trace, 33, was taken to Creighton University Medical Center to be treated for minor injuries and released.

The tree had been marked by the city, requiring the homeowner to remove it. The landlord had contracted with a Fremont, Nebraska, man to remove the tree. That man was in the process of cutting it down when it fell. He had put up a ladder and started sawing. He didn’t have a permit or license to do the work. He was cited for not having an arborist license and for not having a city permit for removal, according to WOWT Channel 6.

* Indicates items submitted by Paul M. Mautz, CTSP, urban forester, City of Southfield, Michigan.

See more accident briefs by visiting this page in the digital version of TCI at www.tcia.org.

Send accident reports to editor@tcia.org.
Does this situation sound familiar? Joe’s Tree Care Service was called to perform a tree removal from the property at 2 Smith St. The homeowner told Joe the tree he needed removed was on the property line with the home located at 4 Smith St. The homeowner stated the tree being removed was on his property so Joe went ahead and took the tree down.

Two weeks later Joe received notification of a lawsuit against him, stating that he wrongfully removed the tree without the true owner’s permission.

This happens more times than you might think. This is deemed to be an intentional act and is an “Error and Omission” (E&O) on the part of the tree care company. Most standard General Liability insurance policies exclude coverage for intentional acts, or Errors and Omissions. The exclusion also extends to taking down too many trees, removing the wrong tree, and any type of consulting. This exclusion applies to all types of work performed by the insured and can be very damaging to a company if they are unaware of the exclusion.

Some General Liability policies that do include coverage for E&O only provide limited coverage or minimal limits of liability. Your E&O coverage limit should be $1 million and nothing less because the cost of these types of claims can be surprisingly high. The devaluation of a residential property due to diminished privacy can be quite high in some affluent neighborhoods. Some towns actually have laws or ordinances that protect trees from being removed without an approval from city hall. Some policies also only provide limited coverage for tree work only and do not cover any landscape, lawn maintenance or pesticide work.

Consulting is another area of concern when talking about E&O coverage. Almost all E&O coverages exclude or fail to mention “consulting” and the exposures that exist for an arborist. Consulting can be as simplistic as offering professional advice about a tree or as complicated as offering valuations on damaged trees or acting as an expert witness in a trial. Whatever the type of consulting you perform and the amount of consulting, you should have proper coverage for all the services you offer.

How to reduce the likelihood of an E&O claim

To reduce the likelihood of an E&O claim, work with an experienced insurance agent that knows the tree care industry, the exposures you face and the coverages you need. Also, know the local laws and ordinances pertaining to tree removal. Get written permission from the property owner, and check with the adjacent property owner(s) to confirm property lines. If you cannot get written permission and confirm the property line, do NOT perform the work.

Mike Rook, CPCU, is the ArborMAX program manager for General Agency Services.
You work hard. Your insurance should work hard for you.

ArborMAX supports the tree care industry through competitive pricing and by contributing to industry safety and loss control programs.

ArborMAX is the only insurance program endorsed by TCIA.

Coverages Available:
- Commercial General Liability
- Commercial Automobile
- Inland Marine
- Crime
- Property
- Umbrella

Workers’ Compensation
TCIA Accredited companies and companies that have a full-time CTSP are eligible for consideration.

Tree Care Specific Coverages:
- Arborist & Landscape Professional Services (Errors & Omissions)
- Pesticide & Herbicide Applicator
- Tools & Equipment
- Per Project Aggregate
- Blanket Additional Insureds (including Primary Wording)
- Plus numerous additional customized products

Call today and start saving! 1-877-602-7267

tcia.org

Insurance program brought to you by General Agency Services, Inc., endorsed by Tree Care Industry Association
Circle 3 on RS Card or visit www.tcia.org
Negotiating your Way to Better Profits

By William J. Lynott

You may not think of yourself as a negotiator, but Harvard Business School professor Michael Watkins says you are.

“Whatever your business, much of your time is spent negotiating,” he says. “There is no skill more essential to success for a business owner or manager than the ability to carry out a successful negotiation.”

He’s right, of course. Whether you’re dealing with suppliers, customers, your landlord, employees, financial sources or prospects, you are involved in the complex process we call negotiation. Your skill in this important area of the tree care business will directly affect your financial success.

Professor Watkins, a nationally recognized expert on business negotiations, teaches his students to break the process down into four fundamental steps. Here’s how to put his “breakthrough” approach to work for you:

1. Diagnose the situation

“The first step in preparing to negotiate from a position of strength is to diagnose the particulars of the situation thoroughly,” says Watkins. In particular, you need to learn:

a) Who are the players? Who will, or could, participate?

The key parties to a negotiation may seem obvious, and sometimes they are – but not always. There may be players in the background who can influence the outcome, or new players may enter the discussions and unexpectedly influence the talks.

If you’re negotiating with an equipment supplier or a prospective client, for example, the cast will probably consist of just the two of you. However, if you’re negotiating with an organization, you need to know if the person or persons you’re dealing with have the authority to make a deal.

b) What are the rules of the game?

A clear understanding of the “rules of the game” will be a big advantage in your next negotiation. There are basic codes of conduct that apply to all business negotiations. While these rules deal largely with courtesy, diplomacy and other aspects of behavior on the part of the participants, there are other important factors. These are the rules that vary according to the circumstances.

Professor Watkins suggests that you take time to consider the following questions before you enter into negotiations:

- What laws and regulations might apply here?
- What social conventions will shape the parties’ behavior?
- Are there professional codes of conduct that apply?
- What other rules of the game may influence the other party’s behavior?

A clear understanding of these “rules” will help to start you off from a position of strength.

2. Defining your BATNA

The agenda – the set of issues the parties will decide to negotiate – is itself subject to negotiation,” says Watkins. “No matter how simple and obvious the basic issues to be negotiated appear to be, it is worthwhile to probe beneath the surface.

You should also identify and deal with what Watkins calls toxic issues. These are the potentially volatile issues that have a high emotional content. “It may be prudent to defer a toxic issue until the other issues are worked out,” he says.

2) Defining your BATNA

The next step is to define your walk-away position. What is the least you are willing to accept to enter into an agreement? Establishing this value as a benchmark and keeping it clearly in your mind will help you to avoid getting caught up in the heat of negotiations that you turn down an alternative deal that was better than your walk-away position.

Negotiating experts Roger Fisher and William Ury call the walk-away position, your Best Alternative To a Negotiated Agreement (BATNA).

In other words, a BATNA is a planned course of action that you can take in case you are unable to reach an agreement. Depending on what’s at issue, it could be to go to court, refuse to renew your lease, or change suppliers. Taking time to think through your BATNA will clarify your alternatives and strengthen your negotiating position.

2. Shaping the structure

Once you have diagnosed the situation and have a clear idea of who the players will be, the issues to be resolved, and the rules to be followed, it’s time for you to shape the structure of the negotiations.

According to Professor Watkins, it’s possible to shape the structure of negotiations because they are, to a degree, socially constructed. This means that key elements, such as the participants and the issues agenda, are not fixed in advance but are influenced by the negotiators and their perceptions.

“The biggest mistake is to approach the “game” as fixed,” he says. “Like most negotiators, people in business focus too much on what will happen at the table and not enough on influencing the context in which deliberations take place. You should
pay more attention to who is, or could be, involved as well as what’s at issue and how the situation should be framed.” Watkins calls this step “design work.” Here are the key things he feels you should address before negotiations begin:

_a) Self assessment_

In past negotiations, have you tended to accept the situations and structures as the other party presented them? If so, you should determine not to fall victim to that pitfall again.

One simple way to shape the game is to invite other players into the negotiation. For example, in negotiating with your landlord for a new lease, you might invite your lawyer or your accountant to join in.

You must also take great pains in building, maintaining and improving your BATNA. Knowledge of your walk-away position will add hidden power to your position.

_b) Setting the agenda_

Virtually all negotiating professionals agree that influencing the makeup of the agenda is a crucial step in successful negotiations. By helping to define the issues to be discussed and setting their priorities, you put yourself in a position of strength when the discussions begin.

“Good negotiators don’t just play the game,” says Watkins, “they shape the game.”

_c) Controlling information_

Information is power. Arguably, there is no other activity where this old axiom is truer than in negotiations. Exerting control over who gets access to what information is another way to gain a position of strength in discussions.

In negotiating a new lease with your landlord, for example, you would probably want to share the fact that you have been looking at another location. On the other hand, if you knew of a potential tenant who would like to move into your building, sharing that information would be poor strategy.

3. Managing the process

The third step in Breakthrough Negotiations is determining the best way to handle the actual face-to-face negotiations. Among the important steps in this phase are:

_a) Sensitivity to early interactions_

“How a negotiation begins,” says Professor Watkins, “tinges everything thereafter. Initial impressions, based on limited information, persist and are resistant to change.”

Watkins stresses that mutual respect at the beginning of the process increases the likelihood of eventual agreement, but bad blood at the beginning of the discussions can poison all that follows.

In what he calls “irreversibilities,” Watkins observes that negotiators often walk through doors that lock behind them. In particular, he cautions against trying to take back a concession once you have made it. Any action that undermines trust is likely to provoke an irreversible change in the attitude of the other participants.

_b) Tipping points_

You should keep yourself aware of thresholds in negotiation that Watkins calls “tipping points.” These are the sensitive points in the talks where even tiny concessions or refusals can lead to major shifts in positions. “You should always be aware of your own emotional thresholds and coping mechanisms to avoid being pushed over the edge. Be very careful when raising issues that are hot buttons for the other side.”

_c) Emotions_

Emotions, either real or feigned, play a part in most negotiations. “A timely display of anger, for example, can demonstrate resolve so long as it is employed infrequently,” says Watkins.

However, you must keep any display of anger under careful control. Emotional outbursts of any sort can easily escalate,
generating emotional conflicts that make rational judgments all but impossible. “Once strong emotions are triggered,” says Watkins, “they dissipate slowly. The psychological and hormonal effects of anger can’t simply be turned off; the result may be temporary inability to think rationally.”

In their book, Getting to Yes, Roger Fisher and William Ury note, “The ideal stance is to separate the people from the problem.” However you do it, keeping your own emotions under tight control during negotiations will give you an important advantage. As one negotiator puts it, “When you lose your temper, you lose.”

4. Assessing the results

Once negotiations have begun, Watkins suggests that you step back periodically to evaluate how well you are doing. While it is natural to do this between negotiating sessions, he says that you should also take score in the heat of battle.

Author Ury calls this “going to the balcony” – the ability to look at your situation from a distance. “Appraising an ongoing negotiation is partly about whether you are meeting the goals you set for yourself,” says Watkins. “Clearly identifying your goals while preparing to negotiate is only half the battle; you have to keep those objectives firmly in mind as you go forward.” Among the questions you should ask yourself at this stage are:

a) Do you have a clear view of the situation? A clear understanding of the negotiating situation is essential to bargaining success. If your view is incomplete or flawed, you are unlikely to meet your objectives.

b) Are you building your BATNA? A strong BATNA builds bargaining power. Ask yourself whether there are alternatives to a negotiated agreement that you haven’t thoroughly explored.

c) Are you channeling the flow? “Channeling the flow of a negotiation is like directing the course of a river,” says Professor Watkins. “You can dam it or you can reroute it.”

Inevitably, one of the parties to a negotiation will do more than the other to control the agenda of issues and their priorities. According to Professor Watkins, the biggest mistake you can make is to approach the “game” as fixed. “Don’t allow the other party to channel the flow by default,” he says. “Make certain that you are an active participant in this important part of the negotiation process.”

d) Are you learning, both individually and organizationally?

Every negotiation is an opportunity for you to learn, thus becoming better prepared for your next negotiating experience. However, learning does not come automatically simply because you went though a negotiation. “Learning takes place only when you take the time to reflect on your experience,” says Professor Watkins. When negotiations are over, you must ask yourself, “What went well? What could I have done better? What did the other side do well and what did I learn from them?”

William J. Lynott is a freelance writer who specializes in business management as well as personal and business finance.

Further Reading


The Practical Negotiator, by I.W. Zartman and M. Berman. (Yale University Press 1982)
Pittsburgh EXPO 2010
World's Largest Tree Care Industry Trade Show and Conference

Register NOW
Early Bird Savings up to 40% online at www.tcia.org

Green meets Steel

CUTTING-EDGE • UNRIVALED SELECTION • INTENSE DEMOS

EQUIPMENT & SERVICES

November 11-13, 2010
Pre-Conference Workshops, November 9 & 10

Presented by the Tree Care Industry Association

Circle 30 on RS Card or visit www.tcia.org

1-800-733-2622 • www.tcia.org
Wallingford Tree Cares for Trees, Business and the Future

By Janet Aird

Connecticut has a long history of taking care of trees, says John Cervero, owner of Wallingford Tree Service, Inc. in Wallingford, Conn., and Cervero does, too.

“I’ve been doing this almost my entire life,” he says. A state-licensed arborist (the equivalent of an ISA-certified arborist) and a CTSP (Certified Treecare Safety Professional), he was working for another company when he founded his own in 1991.

“I’m a very independent person. I realized I could do better on my own and do better for the trees in my own company.” It began as a one-man operation and now has eight employees. About 80 percent of the company’s business is residential, and 65 to 70 percent is tree care, especially pruning, spraying and diagnosis. The rest is removals, and the company recycles these trees down to the stump. If homeowners don’t want the hardwood for firewood, then Wallingford hauls it off, seasons it and sells it. They grind up anything that can’t be used for firewood.

Five of his employees are permanent full-time and three are seasonal. Cervero’s brother, Justin, is an aerial lift specialist who, along with another employee, just became a state-licensed arborist.

Some 80 percent of the calls to their office are from referrals and repeat customers. Cervero credits much of this to the company’s customer service, from the first phone call to the cleanup at the end of the job.

“We want to be at the top of our game,” he says. “We generally have someone in the office five days a week. We’re professional, knowledgeable, courteous and dependable. We give quality service. When you follow through on what you say and go above and beyond what customers expect, you’ll always be busy. Even in this economy, I can’t get over how busy we’ve been.”

About 20 percent of their business comes from advertising in the yellow pages as well as local outlets such as church bulletins. He also takes part in community services and events, sharing his love of trees and helping care for them. The company donates time to pruning trees on Arbor Day and sponsors a baseball team, which one of Cervero’s sons plays on. Cervero leads nature walks at a tree preserve at his children’s elementary school, teaching them about the trees there. He’s a board member for the Connecticut Tree Protective Association.

The company was accredited in March 2009, and is one of only four independent accredited tree care companies in the state. Nine others, all owned by two large national companies, are also accredited.

“We wanted to differentiate ourselves from other companies and show professionalism,” Cervero says. “Our goal is to be one of the leaders in the industry.” It took about eight months to complete the process, and the hardest part was writing a business plan. Although the company had a safety training manual for 17 years, he wrote a new, more detailed one. He and his wife, Jennifer, developed most of the policies and safety standards along with Stephanie Lombardi, the company’s office manager, who wrote up a large part of the employee handbook.

They made some changes because of Accreditation, mostly in the way they handled documentation. “We had a lot of the pieces in place already,” Cervero says. “Accreditation helped put them all
together.”

Cervero began keeping updated records, giving annual reviews, and doing driving tests and random drug tests. He also formed a safety committee to come up with topics, including any events on the job site that warranted discussion, and instituted new safety procedures, such as not drop-starting a chain saw. It’s hard to break old habits, he says. “That was one of the hardest things for me to change.”

Accreditation has helped the company operate more effectively. “Having more in-depth policies and procedures in place has helped everyone, from myself to our employees to the insurance company to our customers,” he says. “It’s a great tool for a business owner to get other people in the company to run it the way you do, because it gets everybody on the same page.”

It has also helped the company land some good-sized jobs as well as with the company’s biggest challenge: finding good key employees. “It’s great for acquiring employees,” he says. “Accreditation is a pretty big movement in the tree industry. Anyone who’s been in the business knows about it. When people know you’re accredited, they know you’re not just fly-by-night.”

It also helps insulate a company from bad employees, because everything is documented, from drug testing to safety training. “God forbid, if there’s an incident and OSHA comes,” he says, “your records show that the person has been properly trained. It’s in the files that you’ve gone to extreme efforts to train this person and they know better.”

Accreditation’s emphasis on safety has done more than prevent injuries in the company; it’s helped lower his insurance rate, too. “All accredited companies have the opportunity to go with ArborMAX. They know if you’re accredited, you’re going above and beyond on safety standards. It’s saved me a lot of money.”

Accreditation is the key to Cervero’s plans for the future, as well. He’s thinking of doubling the size of the company five or 10 years down the road, and opening up a satellite office in Hartford County. He’s even started training some employees to run it based on the policies and procedures they developed.

“I’d like to see us as stewards of the land,” he says, “so trees can live long past when we’re gone and my two daughters and my son can take care of them. My son has already said he wants to be an arborist.”
With consumers’ growing interest in environmentally-friendly landscaping solutions, more arborists are looking at compost tea applications to reduce the need for synthetic chemicals and to increase the populations of beneficial microorganisms in the soil to promote plant health. A basic knowledge of biology and an understanding of today’s application equipment are the keys to using compost teas successfully.

“Some of the pioneers in compost tea application, who were not taken seriously 15 years ago, are now in high demand, as many companies are seeing the benefits of this approach to plant health care,” says Rhett Clark, president of Gregson-Clark Spraying Equipment, who noted that much has been learned in recent years about practical methods for brewing, storing and applying compost tea. “Our customers are using compost tea to enhance the soil by increasing the populations of beneficial micro-organisms, and this is done by foliar spraying, soil drenching and soil injection.”

By Darcy Maulsby

A successful compost tea application starts with a regional-specific program that fosters maximum biological diversity in the tea itself, says Todd Harrington, president of Harrington’s Organic Land Care in Bloomfield, Conn., who has seen a steady interest in the use of compost teas during the past 10 years.

“If you take a teaspoon of soil, there should be at least 600 million fungi, nematodes and other microorganisms present, including up to 24,000 different types of bacteria,” says Harrington, who encourages arborists to make compost tea by recycling local feedstocks from their area, including wood chips, saw dust, tree branches, stumps, leaves, food and crop waste or manures. “When you develop maximum biological diversity in the compost tea you’re applying, you’ll be more successful, because the plants can select for the nutrients they need.”

Harrington also urges arborists to test both the compost tea and the soil in the area where the tea will be applied to make an appropriate fertilizer recommendation. “If the soil where a tree is growing is consistently high in phosphorus, for example, you don’t want to add excess phosphorus through your compost tea.”

In addition, there are many parameters to manage when working with compost tea, says Harrington, who notes that temperature, time of year and weather conditions can influence how a compost tea recipe must be adapted and how long the mix needs to be brewed. Aeration is another important consideration, and the air pump and air diffuser system need to be properly sized to provide adequate dissolved oxygen in the tea solution.

While Clark notes that most compost tea production and storage has been on a very small scale until recently, he adds that Gregson-Clark has worked with customers to develop commercial, large-scale multi-tank handling facilities with automated timers and monitoring systems.

Right equipment protects live organisms

In any compost tea system, the right sprayer can be just as critical as the compost tea recipe itself to maximize the viability of the living organisms in the mix. While most
chemical sprayers are designed to apply inorganic fertilizers and chemical pesticides under high pressure and low volume, compost tea equipment should offer low pressure and high volume, Harrington says.

“The biggest challenge is getting the microorganisms from the aeration tank out and onto the plant or soils with the same quantitative and qualitative populations you started with. I have found that many companies start with a consistent population of beneficial bacteria, fungi and sometimes protozoa and nematodes, but by the time these organisms have traveled through the hoses, valves, pumps, screens, spray gun and spray tip, they have been damaged and or killed off.”

Extra care must be taken during application, agrees Gary Maurer, president of GreenPro Solutions, LLC. “Think of compost tea like a fish tank when you are moving the fish. You need to supply oxygen to the fish, and you don’t want to move the fish with such force that it harms them. It’s the same with the living organisms in compost tea.”

Diaphragm pumps with smooth, efficient plumbing that minimizes harm to the beneficial organisms in compost teas are commonly used. Tom Duffy, spray equipment manager for SherrillTree, notes that all of the SherrillTree company’s tanks have agitation, but compost tea should only be agitated with a diaphragm-operated pump, not a piston pump, to prevent spore damage.

John Bean compost tea application equipment from Durand-Wayland Inc. relies on centrifugal pumps to deliver a high-volume, low-pressure spray, says Rick Cordero, sales manager, who notes that the equipment is typically operated at 70 to 100 psi to discharge the material out of the hose. “We prefer centrifugal pumps to piston pumps, because they are easier on the microbes in compost tea.”

John Bean compost tea systems, which include solution tanks ranging from 50 to 1,000 gallons, also incorporate specific types of plumbing and filtration systems. “Agitation is the big issue with the storage vessel, because it’s important to keep an even mixture in the solution tank,” says Cordero. “Filtration between the solution tank and pump is also important, and this typically involves a very coarse filter.”

Straining the compost tea properly is a key to a successful application, adds Dan Lucianek, marketing services manager with the H.D. Hudson Manufacturing Company. “The 90163 Hudson Super Sprayer would be well suited for this job, as it does have the in-line strainer in case any compost is left in the brew,” he notes.

Temperature differences between the soil and the compost tea should also be taken into consideration, adds Harrington, who reminds arborists to use high-quality water when making compost tea and to avoid chlorinated water, which can destroy the beneficial organisms. “If you apply compost tea that’s 50 degrees but the soil temperature is much warmer, this will shock the microorganisms in the tea and can possibly kill them.”

SherrillTree has built insulated spray tanks to limit any extreme temperature swings in the water that could harm microorganisms, Duffy notes.

Equipment cleaning, or at least establishing a procedure to limit the possibility of creating an unhealthy environment in the application equipment, is also critical to the successful use of compost teas. The issue can become especially challenging in warmer climates, says Harrington, who notes that a buildup of bio-film creates an anaerobic environment where harmful bacteria can thrive and out-compete beneficial microorganisms.

“Compost teas tend to build up a bio-film inside the sprayer,” says Clark, adding that Gregson-Clark uses a coarse, 16-mesh screen in the strainer in its compost tea sprayers. “Being able to effectively clean and disinfect the tank and plumbing is the key to ensuring the quality of the tea being applied. For that reason, we offer disinfecting systems, bottom drains and fast flush lines on the pump.”

Keeping things simple makes clean-up easier, Harrington stresses. “I’ve seen some pretty complex, integrated systems out there, and they usually end up not working very well and are sometimes very difficult to operate and maintain. The more complex your system is, the harder it will be to train your employees to achieve consistent results.”

Large, complex equipment is not required for success with compost teas, adds Duffy, who recommends using a spray tank that remains clean, rather a tank that has been used with other products such as fertilizer or general-use chemicals. “Even if you have a simple 200-gallon tank, you can be in the compost tea application business. Large pumps and motors are not a requirement for compost tea application.”

The equipment that SherrillTree builds for compost tea applications is designed to have spray tanks that are contamination free. For example, the company custom builds a fully-enclosed spray truck out of

Compost tea trucks look like any other spray truck on the outside, but changes start with the interior plumbing. Courtesy of SherrillTree.

This spray setup from Pro Solutions, LLC can be used for compost tea application.
aluminum with spray application equipment inside designed to spray compost tea, as well as conventional pesticides and fertilizers (in most cases).

“Let’s say the tanks are 400/300/100/50, and the requirements are to spray 90-foot trees but the user also wants to apply compost tea,” says Duffy. “We typically will use a 62 gpm PTO-operated pump to run off the truck engine for the tall tree application, in this case with the 300/50. The 400-gallon and the 100-gallon will be used for compost tea. We then add an additional pump, motor and hose reel that only will spray tea from the 400/100. This creates the closed system and offers no way for pesticides and fertilizers to run through these tanks.”

SherrillTree adds aeration to the 400-gallon tank, so that when customers come back to their office at the end of the day, they will be able to oxygenate the remaining tea and keep the spores alive overnight for use the next day. Spores stay alive for no more than 10 hours if they do not have oxygen to keep them alive and multiplying, says Duffy. His company also adds cleaning nozzles inside the tea tank for end-of-the-day cleaning.

GreenPro’s new line of skid sprayers, introduced this year, are multifunctional and have the ability to spray trees, lawns or apply compost tea. The same piece of equipment can also brew the compost tea, rather than having to purchase a separate piece of equipment for brewing.

“I try to design into every piece of equipment with the ability to be dual functioning or at least be able to do a number of different functions. We are trying to conserve dollars and be as cost-effective as possible,” Maurer says. “We say (to customers), ‘What’s your company going to be doing in five years?’ I want to design a piece of equipment that’s going to last.”

In Harrington’s experience, there is no single type of spray rig that works for everyone.

“I find that most of the spray systems that I design for other companies are customized, due to the nature of their specific programs, as well as the specific plants and soils they are treating,” Harrington says. “I’m excited that there are a lot more opportunities than challenges today with compost tea, because it’s all about being proactive and building and balancing the biological and chemical system for trees and shrubs.”

---

Choosing the Right Compost Tea: Application Equipment Matters!

Not all sprayers are created equal, and this is particularly true when it comes to applying compost tea. According to Gary Maurer, president of GreenPro Solutions, LLC, a good compost tea sprayer has the following features:

1. The application tank must have as few corners as possible for easy cleaning, so round is best.
2. The tank must drain fully and should include a bottom drain for easier cleaning.
3. The tank should have a large opening in the top so it’s easy to add the tea and various food amendments. A larger access also permits easier cleaning.
4. Aeration equipment must be included if application will take longer than four hours. Also, the equipment must be sized to provide sufficient oxygen.
5. Aeration equipment must be installed in such a way as to avoid damage by both the compost tea and the weather. It must have a sufficient power source. In addition, aeration equipment installed in the tank must be easy to remove and clean.
6. Any line filters or strainers on the spray system must permit small particles of kelp and other food sources to pass through without clogging.
7. The pump must do minimal harm to the microbes, and it must be able to move small particles without damage to the pump.
8. The pump must have enough return to the tank to keep all components in solution, particularly if there is no aeration on the system.
9. Spray guns must permit passage of small particles so they will not clog.
10. The addition of a smaller, aerated, concentrated tea tank is helpful, because it allows you to make more compost tea when the first tank is empty.

---

Save/Make GREEN by doing more with less!

Retro-fit a truck, add a trailer, benefit from a true IPM sprayer.

Up to 1000 Gal. Compost Tea
Trees up to 100 Foliar Fertilizers
Modular Options Live Mycorrhizae
Custom Built Premium Tree Products

Save on gas, time and money. Boost productivity. Make every application required, all in one trip.

866-609-4172 www.GreenProSolutions.com

Circle 38 on RS Card or visit www.tcia.org
Two new tax benefits are now available to employers hiring workers who were previously unemployed or only working part-time. These provisions are part of the Hiring Incentives to Restore Employment (HIRE) Act enacted into law on March 18.

Employers who hire unemployed workers this year (after Feb. 3, 2010, and before Jan. 1, 2011) may qualify for a 6.2 percent payroll tax incentive, in effect exempting them from their share of Social Security taxes on wages paid to these workers after March 18, 2010.

This reduced tax withholding will have no effect on the employee’s future Social Security benefits, and employers would still need to withhold the employee’s 6.2 percent share of Social Security taxes, as well as income taxes. The employer and employee’s shares of Medicare taxes would also still apply to these wages.

In addition, for each worker retained for at least a year, businesses may claim an additional general business tax credit, up to $1,000 per worker, when they file their 2011 income tax returns.

The two tax benefits are especially helpful to employers who are adding positions to their payrolls. New hires filling existing positions also qualify but only if the workers they are replacing left voluntarily or for cause. Family members and other relatives do not qualify.

In addition, the new law requires that the employer get a statement from each eligible new hire certifying that he or she was unemployed during the 60 days before beginning work or, alternatively, worked fewer than a total of 40 hours for someone else during the 60-day period. The IRS is currently developing a form employees can use to make the required statement.

Household employers cannot claim this new tax benefit.

Employers claim the payroll tax benefit on the federal employment tax return (Form 941) they file, usually quarterly, with the IRS. Eligible employers will be able to claim the new tax incentive on their revised employment tax form for the second quarter of 2010. Revised forms and further details on these two new tax provisions can be found on IRS.gov.

Updates to child labor law restrictions, penalties

In the May 20 Federal Register, the Department of Labor’s Wage & Hour Division announced a final rule, effective July 19, that potentially impacts tree care as well as landscape employers. The revised rule specifically prohibits any employee under the age of 18 from using a chain saw or brush chipper. Whereas previous guidelines were vaguely worded and could have been interpreted to impose these restrictions, the new standard is emphatically clear.

The revised work restrictions were accomplished through the revision of the “Hazardous Occupations Orders”, or HOs, which apply either on an industry basis or on an occupational basis. For example, HO 4 specifically prohibits youth under 18 from working in the logging industry.

The author saw nothing in the revision that would preclude a young worker from tree care/landscaping work altogether. The specific exemptions on chain saw and chipper operation are contained in HO 14. Young workers are prohibited from operating cranes, derricks or hoists in HO 7.

At the same time, the DOL is revising the regulations to incorporate the 2008 amendment to section 16(e) of the Fair Labor Standards Act (FLSA) that substantially increased the maximum permissible civil money penalty an employer may be assessed for child labor violations that cause the death or serious injury of a young worker.

Any person who violates the provisions of FLSA is subject to a civil penalty of up to $11,000 for each employee who was the subject of such a violation. This same section also permits the assessment of a penalty of up to $50,000 with regard to each violation that causes the death or serious injury of any employee under 18. That penalty may be doubled if the violation is determined to be a repeated or willful violation.

Peter Gerstenberger is TCIA’s senior advisor for safety, compliance & standards.
What is the most dangerous job in tree care? It isn’t the climber or ground worker or line-clearance tree trimmer. The most dangerous job is to be an employee working for a tree care company that doesn’t take professionalism or safety seriously.

The results of TCIA’s latest Accident Survey are in and the conclusions are clear. Employees working for TCIA member companies are less likely to be injured on the job (see Table 1). And employees who work for TCIA member companies that are accredited and have a Certified Treecare Safety Professional (CTSP) on staff are safer still.

With a strong survey response from over 300 companies, yielding 5.2 million production hour’s worth of data, the TCIA Accident Survey for 2008-09 operations showed the effect that proactive companies can have upon accident reduction, even in a down economy. Of growing significance is the Accredited companies’ ability to retain a larger workforce while keeping production hours relatively high, as compared to non-Accredited members and non-members (Data from this survey is summarized in Table 2, on page 6).

Results

When the data from all members is combined and compared to the data from all non-members, accident rates are again significantly higher among non-member firms (see Table 2). As we previously mentioned, in previous survey years we informally estimated that less than 10 percent of survey respondents were managing part-time businesses. This year we decided to benchmark the number of part-time businesses, and the percentage increased dramatically:

| Full-time businesses | 205 (64%) |
| Part-time businesses | 97 (30%) |
| Invalid responses | 18 (6%) |
| Total | 320 (100%) |

Conclusions

For the third straight year, the survey data continue to support the assertion that TCIA member companies are safer than their non-member counterparts. This is borne out in our survey’s numbers as well as in the statistics from the OSHA Data Initiative.

Once again, Accredited companies have demonstrated the ability to manage more crews working more hours, while maintaining relatively high levels of safety. In other words, they are clearly better prepared to prosper in lean economic times.

One interesting statistic from the survey is that the companies with the absolute lowest accident and incidents rates are non-members who have a CTSP. TCIA’s Peter Gerstenberger, senior advisor for safety, standards and compliance, explains why he thinks the numbers came out this way:

“If you look at the non-member companies that have a CTSP, you will see that they are very small. For both years they average only three employees, which is typically one or at most two crews. That means the owner – who is probably the CTSP – takes safety very seriously. He or she probably also leads that crew. There is hardly a more effective safety measure than a safety-conscious crew leader who is on the job with

<table>
<thead>
<tr>
<th>Company Size, Hours Worked per Employee &amp; Accident Rate Comparisons</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tree Care Company</td>
</tr>
<tr>
<td>Accredited/CTSP Members</td>
</tr>
<tr>
<td>Members</td>
</tr>
<tr>
<td>Non-Members with CTSP</td>
</tr>
<tr>
<td>Non-Members</td>
</tr>
</tbody>
</table>
We find that many TCIA members do not know about or truly understand all that TCIA can do for them. Our “Call of the Month” feature highlights a request for help from a member – and TCIA’s response to that request. This month’s call was handled by Peter Gerstenberger, TCIA’s senior advisor for safety, compliance & standards.

Q: Is there a wage determination from the Department of Labor that applies to the tree care industry?

I am payroll administrator. We are currently working as a subcontractor to a construction company on a road project. This job is being funded by stimulus money, therefore certified payrolls are required. I am being told that I must use the wage determination for Heavy Construction Projects and they have grouped us under laborer for an asphalt company. This hourly rate including fringe is more than $20/hour. We use the average wage determination from the DBA (Davis Bacon Act). Do you know what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

is payroll administrator. We are currently working as a subcontractor to a construction company on a road project. This job is being funded by stimulus money, therefore certified payrolls are required. I am being told that I must use the wage determination for Heavy Construction Projects and they have grouped us under laborer for an asphalt company. This hourly rate including fringe is more than $20/hour. We use the average wage determination from the DBA (Davis Bacon Act). Do you know what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?

A: I conferred with another member who

knows what other tree companies use as a wage determination when performing tree work on government contracts? Are there any guidelines for tree care company when bidding on government contracts? Is there a wage determination out there other than the TCIA Wage and Benefit Survey?
Tree Benefit Labels show value of urban trees

The USDA Forest Service Urban Natural Resources Institute (UNRI), in partnership with the University of Massachusetts, the Massachusetts Department of Conservation and Recreation and the Town of Amherst, Mass., recently completed a public awareness project that involved the development of “Tree Benefits Labels” to illustrate the ecosystem services provided by urban trees. The labels, which are modeled on the food nutrition labels found on grocery products, provide a listing of benefits provided by the trees in a format that is familiar to many.

“I think that this project is great, it shows the value of trees,” says Dennis Ryan, program coordinator of the Arboriculture/Urban Forestry Program at the University of Massachusetts. “I could even see commercial arborists making these up and putting them on trees they are working on near streets.”

The Nutrition Labels utilize the scientific calculations developed in the i-Tree Streets software tools, and provide a varied summary of the ecosystem services provided by a tree growing in an urban setting.

“The idea of the project is to provide the general public with information in a creative and attention getting manner,” said a report by David Bloniarz, USDA Forest Service, and Christopher Pineau, UMass, Amherst. “The inclusion of a bar-coded scanning identifier on the label helps to get a person’s attention as they pass by the labels, which are hung from tree trunks in conspicuous public locations.”

The Nutrition Labels were first used at a Sustainability Festival in Amherst, Mass. More than 40 trees were initially surveyed, and the benefits for each was calculated using the Tree Benefits Calculator developed by Casey Trees in Washington, D.C. The labels were then produced and printed in large format, mounted on recycled materials, and hung from each tree on the public common. It is hoped that communities and organizations holding public events will use this concept to demonstrate the importance and quantifiable benefits provided by trees in urbanized settings. For more information, visit www.itreetools.org.

Pine shoot beetle expands infestation in Illinois

The USDA Animal and Plant Health Inspection Service (APHIS) has expanded the pine shoot beetle quarantine area to include the counties of Knox, Fayette, Cumberland and Effingham, Illinois, due to detection of beetles in those counties. PSB is a highly destructive pest of pines. The goal of the APHIS PSB program is to define the extent of the beetle infestation and limit its artificial spread.

Larch canker quarantine expanded in Maine

National Plant Protection Organization, part of the North American Plant Protection Organization (NAPPO), in May added five Maine towns to the quarantine area for European Larch Canker (Lachnellula willkommii), adding Beddington, Boothbay, South Bristol and T24 and T25 Middle Division Bingham’s Penobscot Purchase. This action is being taken in response to the detection of ELC in adjacent townships in order to maintain a one township ELC-free buffer in the quarantine area.

ELC was first detected in Maine in 1981 and is now known to be in five counties. The disease is caused by an invasive fungus causing mortality and dieback of mature and immature trees in the genus Larix (larch, tamarack and hackmatack).
A cover by any other name...

I have been in the industry for almost six years now, and NEVER would have imagined that I would be on the cover of TCI Magazine. This month (June 2010) I am! When I opened the mailbox and saw it, I had a grin from ear to ear. I called my fellow co-worker who graced the bottom of the cover with me. We both were celebrating and almost at the same time came across the huge disappointment of the table of contents. You see, the names that are listed there aren’t our names. ...

We were both heartbroken to say the least. I just thought that you should know that we are still very honored to be the “cover models” for this month’s TCI Magazine, and will never forget it! Thank you all for choosing our photo as THE photo!

Jim Courville, MCA, CTSP(bucket)
Jeff Thomas MCA (ground)
Mayer Tree Service, Inc.
Essex, Massachusetts

Editor’s note: Believe it or not, I am probably as sorry as you are to hear this. We go to great lengths to provide accurate information and are greatly disappointed when we fail in that regard. We regret the reporting error, and appreciate you gracious forgiveness. – Don Staruk, editor

Please tell these advertisers where you saw their ad. They appreciate your patronage.
By Jack Richardson

Last fall, our crew showed up to do some pruning at a condominium complex. Most of the work involved elevating 20-foot white pines and fine-pruning 12-foot Amur maples—not very exciting work, but we were happy to catch a break after tackling a tough removal the previous day. My colleague and I divided up the pines and went to work elevating them to about 3 to 4 feet off the ground while our third crew member started stacking the brush along the way. After 20 minutes, we were far away from each other, but not so far that I missed what was to happen next.

The show began right as I was finishing up one of the pines. My colleague took off in a dead sprint down the main drag of the complex, flailing his arms and legs and screaming obscenities as he struggled to keep from running into poles, curbs, people and cars. At first, I was upset. Why was my colleague making such a ridiculous scene in front of so many of our clients? But as I got closer to him, I saw the problem. In the course of kneeling down underneath his pine, he had disturbed a yellow jacket nest and its inhabitants were obviously more upset than I was. I could tell by the way he was swatting at his legs that the yellow jacket had made it up his pants.

After making it about 50 yards (and drawing the attention of several residents), he went into survival mode. With no lake to jump in, he exercised his next best option. He started to drop his pants. Still not wanting to get blamed for tearing his favorite pair of pants, I warned him that his pants might rip. He couldn’t have cared less, so I went to work finishing what my colleague had started. After a few hard tugs to untie laces, so he was trying the opposite approach. Unsuccessful, he kept screaming, “Get ‘em off! Get ‘em off!” It was then that I realized I had to intervene.

Not wanting to get blamed for tearing his favorite pair of pants, I warned him that his pants might rip. He couldn’t have cared less, so I went to work finishing what my colleague had started. After a few hard tugs and a few awkwardly intimate moments, his pants finally ripped enough to slip over his boots. He jumped up and ran another 30 feet or so—pale legs, short T-shirt and tighty-whiteys in full glory, creating an image that I won’t easily forget—until he had escaped the swarm. I also retreated to a different location where I could laugh without being seen.

Now me—I would have been on the lookout for something to cover me up. My colleague? He was bothered by his wounds, but not by his nakedness. He proceeded to carry on a conversation for several minutes with one of the female board members who had showed concern for his plight. How she managed to maintain eye contact with him and not laugh, I’ll never know.

With the scene now safe, I decided it was time to put an end to the spectacle. I rescued his pants, convinced him the yellow jackets were all gone, and urged him to put them back on (which he did after several inspections.) We took a five minute breather and then returned to work. My colleague recovered, and the rest of the job went well.

We learned several lessons that day. One, make sure you know if anyone on your crew is allergic to bees. Have an EpiPen handy and know how to use it. (I knew my colleague wasn’t allergic to bees, which is one reason why I was more focused on clothing him than getting him to a hospital.) Two, don’t forget to scan the ground for hazards, especially in late summer when yellow jackets seem to be most aggressive. We may have spotted their hive if we hadn’t been in such a rush to get the work done.

Three, carry wasp spray—and a back-up pair of pants—on the truck. Four, when attacked, try to run away from clients and buildings, not toward them. Five, wear interesting underwear at all times. You never know when you’ll be on display. Six, don’t forget to stop and laugh every once in a while. It’s good for the soul, and if done in good taste, it’s good for the team as well.

Jack Richardson is the owner of TCIA-member Guardian Tree Experts, LLC in Ann Arbor, Michigan.

TCI will pay $100 for published “From the Field” articles. Submissions become the property of TCI and are subject to editing for grammar, style and length. Entries must include the name of a company and a contact person. Send to: Tree Care Industry, 136 Harvey Road, Suite 101, Londonderry, NH 03053, or editor@tcia.org.
SEQUOIA

The standard in comfort and performance

- twin belt technology creates a lightweight, comfortable waist belt with exceptional ventilation
- patented gated rings facilitate replacement and height adjustment of bridges
- FAST buckles on leg loops (and waist on the SEQUOIA model) allow secure fitting and simplify slipping the harness on and off
- three waist belt attachment points (additional waist attachment for chest ascender & descender SEQUOIA SRT only)
- multiple tool attachment points

www.petzl.com  Circle 19 on RS Card or visit www.tcia.org
TCIA

BUYERS' GUIDE
Supplement to Tree Care Industry Magazine
Summer 2010

THE Tree Care Industry’s Resource for Products and Services

www.tcia.org
INDEX TO ADVERTISERS

Contents

Accreditation .................................................. 3
Arborist Supplies ............................................. 3
Chippers & Accessories .................................... 5
Cranes & Aerial Lifts ....................................... 5
Education ....................................................... 5
Ground Mats .................................................... 5
Insurance ........................................................ 6
Lightning Protection ......................................... 6
Materials Handling .......................................... 7
Membership ...................................................... 7
Pruning & Hand Tools ....................................... 7
Right of Way/Land Clearing ................................. 8

101. Altec Environmental Services ........................... 5 120. Independent Protection Company ...................... 6
102. Alturamats ................................................. 5 121. Leonardi Manufacturing ................................ 10
103. American Arborist Supplies ......................... 3 122. Loftness/US Attachments ............................... 8
104. ArborGold .................................................. 9 123. Loftness/US Attachments ............................... 12
105. ArborMax Insurance Program ......................... 6 124. Maugel Company ......................................... 11
106. ArborSystems ............................................ 10 125. Midwest Arborist Supplies .............................. 4
107. ArborSystems ............................................ 11 126. Minnesota Wanner Company ......................... 10
108. Bailey’s ..................................................... 3 127. Portable Winch Co. ....................................... 7
110. Border City Toll & Manufacturing Co. ............ 10 129. RotoChopper, Inc. ........................................ 12
111. Buckingham Manufacturing Co., Inc. .............. 3 130. Southco Industries, Inc. ................................. 12
112. Corona Clipper ............................................ 7 131. TCIA – Accreditation .................................... 3
113. Cutter’s Choice ............................................. 4 132. TCIA – Certified Treecare Safety Professional (CTSP) 9
114. DICA ....................................................... 6 133. TCIA – Electrical Hazards Awareness Program (EHAP) 9
115. Fanno Saw Works ........................................ 7 134. TCIA – Tailgate Safety ................................ 9
116. Forestry Suppliers, Inc. ................................. 4 135. TCIA – Tree Care Academy ....................... ....... 5
118. Growtech, Inc. ............................................. 8 137. TCIA – Tree Equipment Locator .................... 12

* Please circle this number on the Reader Service Card located in the July 2010 TCI Magazine or go to www.tcia.org, click on Publications, thenAdvertiser Information and complete your request online. You may also type the following direct secure link into your Web browser: http://secure.tcia.org/magazine/advertiserList.aspx.

Key:

= Partners Advancing Commerical Treecare

= TCIA Affinity Partner

= Accreditation Auditor

To exhibit or attend TCI EXPO, call 1-800-733-2622 or visit www.tcia.org

Do you provide a product or service for the tree care industry and your company is not in this issue? Become a TCIA Associate Member today. DON’T MISS ANOTHER ISSUE!
At Buckingham Manufacturing Co., Inc. we are dedicated to providing our customers with the highest quality products and the most professional service possible. Since 1896, we have been your trusted partners – providing innovative climbing, work-positioning and fall-protection solutions to Professional Arborists. Our products include steel and titanium climbers, saddles, harnesses, lanyards, rope bags and an assortment of climbing accessories. See your local distributor or call our customer service department for a copy of our full-line color catalog and brochures featuring these and many new products.

882 South Matlack St., Unit A
West Chester PA 19382
Tel: 1-800-937-BUCK (2825); E-mail: sales@buckinghammfg.com
Web: www.buckinghammfg.com

Circle RS Number 111 in July TCI Magazine
ARBORIST SUPPLIES

CUTTER’S CHOICE

For more than 50 years, Cutter’s Choice has been offering chain saw parts and accessories at DISCOUNT prices! We carry replacement Bars, Chains & Sprockets for all major brands including Stihl, Husqvarna and Echo. Product ranges also include Arborist ropes (rigging & climbing) and Climbing Gear (saddles, gaffs, hardware, etc.).

For more information, please visit our Web site at www.cutterschoice.com

Circle RS Number 113 in July TCI Magazine

ARBORIST SUPPLIES

FORESTRY SUPPLIERS, INC.

Forestry Suppliers Inc. is truly your one-stop source for quality Arboriculture and Landscaping products! Our newest catalog, Catalog 60, features 700+ pages of quality products and timely reference all backed up by our own friendly customer service, superior technical support and a 100 percent guarantee. Write, fax, phone or e-mail us today for your FREE copy of Catalog 61!

P.O. Box 8397, Jackson, MS 39284-8395
Phone: 1-800-360-7788 Fax: 1-800-543-4203
E-mail: fsi@forestry-suppliers.com
Web: www.forestry-suppliers.com

Circle RS Number 116 in July TCI Magazine

ARBORIST SUPPLIES

MIDWEST ARBORIST SUPPLY

Call For Free Catalog
1-800-423-3789

Shop Online at www.treecaresupplies.com or call us at 1-800-423-3789 for your tree care and equipment needs. We specialize in Micro-Injection products from Mauget and Arborjet, as well as tree health products from Nu Arbor, Plant Health Care and Doggett. Our knowledgeable sales staff can help make informed decisions on climbing and rigging gear, pruning equipment and safety apparel with prompt shipping from our well-stocked warehouse. Free catalog available.

SHOP ONLINE at www.treecaresupplies.com or call us at 1-800-423-3789

Circle RS Number 125 in July TCI Magazine

ARBORIST SUPPLIES

WESTERN TREE EQUIPMENT & REPAIRS

For 24 years, Western Tree Equipment & Repairs has been the supplier for all your tools and equipment. We carry a wide variety of ropes, saddles, climbers, snaps, carabiners, hand saws & pruners, pole saws & pruners, rigging gear, protective wear, safety gear, etc. from all the major manufacturers. We offer competitive pricing and fast, friendly service.

Contact us at: Toll Free: 1-800-94-ARBOR (26267)
Phone: (916) 852-8900 24 hr; Fax: (916) 852-5800
E-Mail: info@westerntree.biz
Visit our Web Store at www.westerntree.biz

Circle RS Number 144 in July TCI Magazine
ALTEC ENVIRONMENTAL PRODUCTS

Altec Environmental Products is a leading supplier of Brush and Tree chippers to the Arborist Industry with years of experience in the chipper manufacturing industry. A complete product line – self-feed drum chippers, control-feed drum chipper, and a comprehensive disc chipper product line insures that Altec Environmental Products has a chipper for all applications. Altec Environmental Products is unique, with the exclusive “Panic Bar,” proactive financing options, a national service network, trade-in opportunities and rental programs.

Toll Free: 1-800-269-5188
Phone: (704) 482-4357; Fax: (704) 482-5926
Web: www.altecep.com

Circle RS Number 101 in July TCI Magazine

CUES, INC.

CUES Inc in Amherst, NH and Franklin, CT has been a TCI member since 1968 and for over 40 years we have been providing equipment and service to Tree Care Industry in New England.

We are proud to be the New England distributor for Tree Trucks built with the legendary Terex Hi-Ranger aerial bucket.

New England arborists can now count on friendly, helpful, and speedy local service for their industry leading Terex equipment. Call 1-800-258-1010 for a demonstration of the industry standard tree package at the best possible price.

See us on line at www.CUEsequip.com

Circle RS Number 141 in July TCI Magazine

TREE CARE INDUSTRY ASSOCIATION

Tree Care Academy offers comprehensive training based on industry standards for all of your tree care employees – no matter their level. Credentialing employees and retaining OSHA-required documentation has never been easier. Each enrollee receives a manual that teaches and tests for the critical skills and core knowledge employees need to work safely. Each program offers a means of verifying that required training has been performed. Test correction, transcript, certificate of completion, and rewards are provided for each enrollee. Available in both English and Spanish:

- Tree Care Apprentice
- Ground Operations Specialist
- Aerial Lift Specialist
- Aerial Rescue Training Program
- Tree Climber Specialist
- Tree Care Safety Specialist

Visit www.tcia.org to learn more or call 1-800-733-2622

Circle RS Number 137 in July TCI Magazine

ALTURNA MATS, INC.

AlturmaMATS is the manufacturer of the original ground protection mat. Since 1994, AlturmaMATS has been manufacturing ground protection mats to help eliminate ground restoration projects and to keep equipment from getting stuck in the mud. We now have multiple styles of ground protection mats, making AlturmaMATS your single source for ground protection. Each style of our mats is guaranteed for six full years from the purchase date. AlturmaMATS also offers a new line of Outrigger Pads available in many sizes with a lifetime guarantee.

Toll Free: 1-888-544-6287; Phone: (814) 827-8884
Fax: (814) 827-4704; E-mail: sales@alturnamats.com
Web: www.alturnamats.com

Circle RS Number 102 in July TCI Magazine
DICA

DICA is a family owned and operated business established in 1988. We are the leading provider of premium outrigger pads & ground protection mats to the tree care industry. Our products are incredibly durable, lightweight, operator friendly, and greatly add to the safety and performance of your specialized equipment. The most trusted brand with our lifetime warranty, “If you can break it, We’ll replace it!” Protect your people and equipment by providing the ultimate safety rated, and engineered outrigger pad for all of your aerial and material handling equipment. Proud distributor for AlturnaMATS, Mobile Mats, Checkers Wheel chocks, and Xantrex inverters.

Toll Free: 1-800-610-3422;    Fax: (641) 755-4810
E-mail: dickk@dicausa.com;    Web: www.dicausa.com

Circle RS Number 114 in July TCI Magazine

ARBORMAX

TCIA has endorsed the ArborMAX Insurance Program to deliver the first full-service, commercial tree care insurance program. Coverages available include: Commercial General Liability, Commercial Automobile, Inland Marine, Crime, Property, Umbrella & Workers’ Comp. Also, industry-specific coverages: Arborist & Landscape Professional Services (Errors & Omissions), Pesticide & Herbicide Applicator, Tools & Equipment, Per Project Aggregate, Blanket Additional Insureds (incl. Primary Wording), plus numerous custom products. These coverages, with the exception of workers’ comp., are available to all companies. Workers’ comp. coverage has eligibility requirements to assist the program in succeeding for the long term.

Toll Free: 1-877-602-7267; or for a list of agents in your area, go online to www.tcia.org under Insurance & Benefits

Circle RS Number 105 in July TCI Magazine

LIGHTNING PROTECTION

INDEPENDENT PROTECTION COMPANY

Lightning protection systems installed in trees will preserve and protect beautiful and champion trees for many years to come. Once a system is installed, the strike follows the copper-cabled system directly to the ground, where the charge is safely dispersed. IPC can supply your company additional information on providing this excellent service for your clients. Contact us via our Web site, fax, toll-free phone line or e-mail. We provide tree care companies with free material estimates for individual tree systems. Consider this specialized service today and offer your clients another preventive maintenance program for their select trees.

Phone: 1-800-860-8388
E-mail: info@ipclp.com    Web: www.ipclp.com
Photo courtesy of Tom A. Warner, www.warnerimages.com

Circle RS Number 120 in July TCI Magazine

INSURANCE

THE HARTFORD

The Hartford provides comprehensive insurance solutions specifically for arborists. In addition to General Liability, Commercial Auto, Property and Umbrella coverage, we offer specialized coverage features including tools and equipment coverage, pesticide and herbicide application coverage, and workmanship error coverage. Our Loss Control services can help you successfully improve workplace safety, and when you need to make a claim, our 24-hour loss notification system, LossConnect, is available so you can report a claim as soon as it happens. Trusted for 200 years, The Hartford has the strength and stability to deliver on its promise.

Ask your agent for a quote from The Hartford, or select ‘find an agent’ on mb.thehartford.com/arborists to locate a Hartford agent in your area.

Circle RS Number 119 in July TCI Magazine
PRUNING & HAND TOOLS

PORTABLE WINCH COMPANY
Powered by a 50cc Honda 4-stroke engine, the Portable Winch™ delivers 2200 lb of pulling power single line, and 4400 lb when doubling the line, at speeds up to 40ft/min. The capstan winch uses synthetic, low-stretch rope instead of wire rope, allowing for unlimited rope length. The pulling power is constant, since there is no accumulation of rope on the drum. The winch is anchored with a 6" sling (included) around a fixed object (such as a tree) or directly to a standard 1½" or 2" trailer ball, using the optional hitch plate or receiver hitch. Portable Winch Co. sells a full range of accessories including rope, skidding cones, carabiners and corner blocks.

1170, Thomas-Tremblay St., Sherbrooke, QC, Canada, J1G 5G5
Toll free 1-888-388-7855      Fax (514) 227-5196
E-mail: info@portablewinch.com      Web: www.portablewinch.com

Circle RS Number 127 in July TCI Magazine

CORONA CLIPPER
QuickSaw™ is the ideal choice for arborists who rely on their tools every day
- QS 7800 - 7" Folding Saw
- QS 7900 - 13" Pruning Saw
- Replacement blade: 7800-1 and 7900-1

Visit coronaclipper.com to learn more or visit the following arborist supply stores:
- Baileys®
- Forestry Suppliers, Inc.
- Gempler's®
- Shelter Tree
- SherrillTree®
- WesSpur

Circle RS Number 112 in July TCI Magazine

PRUNING & HAND TOOLS

FANNO SAW WORKS
Fanno Saw Works continues its reputation of offering tree care professionals quality and unique tools through the Fanno International name. The FI-1311 Tri-Edge hand saw offers its user the most durable saw of its type on the market.

Fanno Saw Works, P.O. Box 628, Chico, CA 95927
Phone: (530) 895-1762;      Fax: (530) 895-0302
Web: www.fannosaw.com

Circle RS Number 115 in July TCI Magazine

TREE CARE INDUSTRY ASSOCIATION
Who do you turn to when you need help with your business? For 72 years, TCIA has been helping our members run successful and profitable tree care businesses. Membership brings you more than the TCI Magazine subscription. As a member, you have access to our staff of business, arboriculture, regulatory, safety, marketing and financial professionals along with member business advisors to help you and your business. Members receive three industry publications to keep current on safety, training and management topics, free monthly giveaways, deep product and training discounts, the TCIA Business Management Guide and much more.

Ask about our special low first-time member rate! Visit www.tcia.org to learn more or call 1-800-733-2622 to speak to a membership representative

Circle RS Number 135 in July TCI Magazine

MEMBERSHIP
Since 1943, Fred Marvin Associates has been manufacturing professional tools for the serious landscaper and arborist. From pole pruners, pole saws, hand saws, loppers and hand shears to wood and fiberglass extension poles, we have all your pruning needs.

Call for a free catalog 1-800-540-6680
Web: www.pruner.com

GrowTech, Inc. is the exclusive agent for the ARS Corporation in North America. ARS introduced the tri-edge pull saw blade design, now recognized as the standard in saw blade technology. ARS offers a wide range of hand saws, pole saws and pruners, each specifically designed to support the needs of arborists and tree care professionals. GrowTech supplements the ARS line with high quality products from the U.S. and around the world to supply the best tools available to the demanding professional.

Visit us at www.growtech.com
or call us at 1-800-204-4769

The compact Bandit Model 3500 forestry mower is extremely versatile, with optional interchangeable forestry mower or stump grinding heads. The hydrostatic hydraulic system features large pumps and hydraulic motors to power grinding attachments, allowing for greater torque when grinding larger diameter material. Available with a Caterpillar C6.6, 250 hp engine mounted inside an enclosed steel carriage, which provides protection from weather and debris. Heavy-duty lockable steel doors allow easy access to the enclosure. The steel track undercarriage provides flotation through the most adverse terrain and ground conditions. Contact Bandit for a free DVD or to schedule a demonstration.

Toll free: 1-800-952-0178; Email: sales@banditchippers.com
www.banditchippers.com; Video: www.youtube.com/banditchippers.com

Tree hammer 360/PTO driven “Right of Way” Mulcher. Targeted at the ROW market, this robust 4700 lb. mower can be front or rear mounted on tractors from 80 hp up to 160 hp. It serves as an extreme duty grass & brush mower when pulled behind as a conventional 3 pt mower. The optional hydraulically operated rear mulching door & tree-pusher bar allow the operator cut down and mulch large standing trees by backing into the work or by hooking to a tractor equipped with a Front 3-pt hitch and PTO. Consistent with other Loftness products, there is an optional shear bar available to produce a finer mulch and help prevent jamming in the cutting chamber.

www.loftness.com
SOFTWARE

ARBORGOLD

Save more time... be more organized... make more money! Database management designed specifically for tree care companies. Efficiently manage your customers from the initial phone call to proposals, scheduling, invoicing, receiving payments and posting to QuickBooks! Features include an appointment scheduler, directions map, built-in landscape CAD designer and, most importantly, a synchronizable database. Each salesperson and/or crew can become a mobile office! 30-Day Money Back Guarantee!

For more information, call ArborGold at 1-800-933-1955 or go to www.arborgold.com and download a FREE demo presentation. Developing software for Arborists since 1994!

Circle RS Number 104 in July TCI Magazine

SAFETY

CERTIFIED TRECARE SAFETY PROFESSIONAL (CTSP)

Safety pays — in fewer accidents and lower workers’ comp premiums. The latest industry Accident Survey shows that companies with employees enrolled in TCIA’s CTSP program are 10 times less likely to experience a lost workday incident and nearly four times less likely to experience a recordable accident (req. medical attention beyond treatment in field) compared to companies without a CTSP. The numbers don’t lie: safety-conscious tree care companies involved with CTSP experience fewer accidents, injuries and lost time — PERIOD. Protect your employees and co-workers, prevent accidents, save lives, lower costs, improve morale & increase production. Join in building an industry-wide commitment to the safety culture.

Visit www.tcia.org to learn more and enroll in the program or call 1-800-733-2622

Circle RS Number 133 in July TCI Magazine

SAFETY

TREE CARE INDUSTRY ASSOCIATION

Tailgate Safety Program. This convenient, on-the-job safety training program requires minimum time, but delivers maximum benefit. Eighty brief lessons use simple props. Endorsed by experts, Tailgate Safety has been updated and reorganized to maximize ease of use. OSHA requires employers to provide documented safety training. CD contains handouts and tests. Eligible to earn 20 ISA CEUs and 20 CTSP CEUs. For a low price, trainers can download eight Tailgate sessions of their choosing, in English and/or Spanish language. Each Session includes Trainer’s Instructions, Employee handout and quiz. Begin your Tailgate training tomorrow by going to http://tcia.org/pdfs/Taildown-8-sessions.pdf.

Visit www.tcia.org to learn more or call 1-800-733-2622

Circle RS Number 136 in July TCI Magazine

SAFETY

TREE CARE INDUSTRY ASSOCIATION

Electrical Hazards Awareness Program (EHAP). Electricity is a leading cause of worker fatalities in the tree care industry. Almost all arborists in the field have at least some exposure to an electrical hazard and about half of all electrocution fatalities are the result of indirect contact — one doesn’t even have to touch a wire to be electrocuted! This comprehensive program helps companies meet OSHA and ANSI safety compliance requirements, and makes necessary documentation quick and easy. Rewards upon completion. Earn up to 8 ISA CEUs and 8 CTSP CEUs.

Visit www.tcia.org to learn more or call 1-800-733-2622

Circle RS Number 134 in July TCI Magazine
**TREE HEALTH PRODUCTS**

The Wedgle® Direct-Inject™ High-Volume Kit and 1000ml chemical packs let you make 1000 injections without reloading chemicals. One arborist reported making 797 successful injections in under 4 hours. The High-Volume kit transfer line connects the Wedgle unit to the chemical pack using ArborSystems’ Quick-Connect (QC) technology. The QC couplers let you switch out chemical packs in a snap. Kit also includes a backpack that holds chemical, tools, and the injection unit. The Wedgle® Direct-Inject™ application system is the only no-drill trunk injection method available, protecting trees from drilling damage. Drilling for annual treatments can seriously impair tree health. Protect your trees from drilling damage.

**MINNESOTA WANNER COMPANY**

Minnesota Wanner Company has decades of experience building top-quality, durable custom tree spraying equipment. The truck mounted model shown is a 700-gallon, split compartment stainless-steel tank body with a PTO driven HydraCell pump (35 gpm) and an aluminum enclosure with separate dry storage box. A large inventory of sprayer parts and accessories, a knowledgeable staff and quick shipping make us the first choice of professionals when down time is critical. Our 150-page catalog is free to TCIA members.

Call toll free at 1-800-247-4998
E-mail sales@minnesotawanner.com
Visit us online at www.minnesotawanner.com
7125 Ohms Lane, Minneapolis, MN 55439 Fax: (952) 929-5933

**BORDER CITY TOOL & MANUFACTURING**

Established in 1954, Border City Tool is the original manufacturer of carbide-tipped stump cutter teeth. After 50 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. Buy direct from the original manufacturer.

Border City Tool & Manufacturing Company
23325 Blackstone Avenue, Warren, MI 48089
Phone: 1-800-421-5985; Fax: (586) 758-7829
Web site: www.bordercitytool.com

**LEONARDI MANUFACTURING**

Leonardi is your full-line tree care product provider. Whether you need the highest quality performance product, or a cost effective solution, we have the product, knowledge and experience to make you successful. Our patent pending M1 Cutting System™ Gold brings the most advanced technology to stump grinding by integrating shock absorption, chip control, improved visibility and simplification to one tooth into a single cutting system. NEW M1 Silver and Phantom Wheels also available! From our Tomahawk™ teeth, which boast the fastest cutting speed on the market,to our Tuff Teeth™, Levco, and ½-inch teeth, we have a tooth for you.

See us on the Web: www.leonarditreecare.com or call 1-800-537-2552

**ARBORSYSTEMS**

The Wedgle® Direct-Inject™ High-Volume Kit and 1000ml chemical packs let you make 1000 injections without reloading chemicals. One arborist reported making 797 successful injections in under 4 hours. The High-Volume kit transfer line connects the Wedgle unit to the chemical pack using ArborSystems’ Quick-Connect (QC) technology. The QC couplers let you switch out chemical packs in a snap. Kit also includes a backpack that holds chemical, tools, and the injection unit. The Wedgle® Direct-Inject™ application system is the only no-drill trunk injection method available, protecting trees from drilling damage. Drilling for annual treatments can seriously impair tree health. Protect your trees from drilling damage.

Toll Free: 1-800-698-4641; www.ArborSystems.com
**ARBORSYSTEMS**

Get proven control of destructive tree pests with one application of Pointer® Insecticide. Pointer provides proven control of adelgids (including Hemlock Woolly Adelgids), borers (including Emerald Ash Borers), aphids, beetles and many other pests. Research confirms Pointer delivers higher imidacloprid concentrations than competitive products. Field use demonstrates exceptional control of EAB even with severe infestations. Pointer is applied with ArborSystems updated Wedgle® Direct-Inject™ application system. Protect your trees from drilling damage. Choose the ArborSystems line of no-drill tree injection solutions including insecticides, fungicides, growth regulators and nutrients.

Toll Free: 1-800-698-4641      Web: www.ArborSystems.com

Circle RS Number 107 in July TCI Magazine

**MAUGET COMPANY**

Mauget Co., the pioneer and leader in microinfusion tree care, introduces its new line of refillable microinjection chemical technologies, Liquid Loadables. Mauget Liquid Loadables are one-liter bottles of Mauget’s industry-leading insecticides, fungicides, antibiotics, fertilizers and micronutrients that tree care experts can use to refill their preferred injection system, allowing them to pair their tools with top tree care chemistry. Current Liquid Loadables include:

- Imicide insecticide
- Stemix Plus fertilizer
- Inject-a-Min Manganese fertilizer
- Arborfos and Abacide 2

Toll Free: 1-800-TREES RX (873-3779)       Web: www.mauget.com

Circle RS Number 124 in July TCI Magazine

**TREE TECH MICROINJECTION SYSTEMS**

Tree Tech® Microinjection Systems and Bayer Environmental Science present Merit® Injectable, a powerful new product to inject in the tree trunk or root flare tissue. Merit Injectable contains more active ingredient (17.1%) than other trunk injection products on the market and is available in easy-to-use leak-proof 3ml or 6ml units. In addition to common pests, tough-to-control insect pests such as Asian longhorned beetles, emerald ash borers and hemlock woolly adelgids are controlled with Merit Injectable.

950 S.E. 215th Ave., Morriston, FL 32668
Phone toll-free: 1-800-622-2831 or (352) 528-5335
Fax: (352) 528-0777;   E-mail: info@treetech.net
Web: www.treetech.net

Circle RS Number 140 in July TCI Magazine

**PREFORMED LINE PRODUCTS**

The WEDGE-GRIP™ Dead-end simplifies tree cabling installation by reducing the labor and time involved with terminating strand in cable bracing applications. The product is designed for both EHS and Common Grade strand sizes from ¾-inch through ¾-inch, eliciting a creative and simple housing and wedge assembly. The WEDGE-GRIP simply slides over the strand and clamps with the turn of a cap. Taking only seconds to install, it results in a reliable termination designed to develop 100 percent of the published rated breaking strength of the strand.

For more information visit www.preformed.com/communications, E-mail: inquiries@preformed.com or call (440) 461-5200

Circle RS Number 128 in July TCI Magazine
For more than 10 years, Rotochopper Inc. has been opening new opportunities for tree care waste with innovative solutions for producing colored landscape mulch, biomass fuels and other high-value products. The Rotochopper CP-118 wood-chip processor converts low-value chips to beautiful natural or colored landscape mulch with unmatched color penetration and efficiency. The MP-2 compact horizontal grinder combines the same patented coloring technology with greater versatility, allowing operators to grind and color solid round wood.

Phone: (320) 548-3586; Fax: (320) 548-3372

E-mail: info@rotochopper.com; Web: www.rotochopper.com

Circle RS Number 129 in July TCI Magazine

The Loftness Kwik Trim compact trimming saw is mounted on a Takeuchi mini excavator with a 53” reach with a 24”-diameter carbide blade on a non-conductive fiberglass boom. Powered by a fuel-sipping, quiet, 35 hp Yanmar diesel engine. The operator’s platform has a 3600 pivoting turntable, hydraulic 6’ dozer blade, rubber tracks with hydrostatic drive and zero turning radius. The cab has AC with AM/FM radio and FOPS, ROPS & TOPS protection. Power unit carries a 2-year factory warranty through any Takeuchi dealer. Can be purchased, and will operate, for a fraction of the cost of the bigger trimmers. This trimmer can get in and out of small, crowded residential or commercial sites, sensitive areas and places that were often left to hand labor in the past.

Toll Free: 1-800-828-7624; Web: www.loftness.com

Circle RS Number 123 in July TCI Magazine

The Loftness Kwik Trim compact trimming saw is mounted on a Takeuchi mini excavator with a 53” reach with a 24”-diameter carbide blade on a non-conductive fiberglass boom. Powered by a fuel-sipping, quiet, 35 hp Yanmar diesel engine. The operator’s platform has a 3600 pivoting turntable, hydraulic 6’ dozer blade, rubber tracks with hydrostatic drive and zero turning radius. The cab has AC with AM/FM radio and FOPS, ROPS & TOPS protection. Power unit carries a 2-year factory warranty through any Takeuchi dealer. Can be purchased, and will operate, for a fraction of the cost of the bigger trimmers. This trimmer can get in and out of small, crowded residential or commercial sites, sensitive areas and places that were often left to hand labor in the past.

Toll Free: 1-800-828-7624; Web: www.loftness.com

Circle RS Number 123 in July TCI Magazine

For more than 10 years, Rotochopper Inc. has been opening new opportunities for tree care waste with innovative solutions for producing colored landscape mulch, biomass fuels and other high-value products. The Rotochopper CP-118 wood-chip processor converts low-value chips to beautiful natural or colored landscape mulch with unmatched color penetration and efficiency. The MP-2 compact horizontal grinder combines the same patented coloring technology with greater versatility, allowing operators to grind and color solid round wood. We also manufacture horizontal grinders up to 765 hp, and mobile bagging systems for on-site bagging of bulk landscape mulch or other products.

Phone: (320) 548-3586; Fax: (320) 548-3372

E-mail: info@rotochopper.com; Web: www.rotochopper.com

Circle RS Number 129 in July TCI Magazine
### Adjuvants/Miscellaneous Chemicals
- Ben Meadows Company (D)
- ESSCO Distributors Inc. (D)
- Forestry Suppliers, Inc. (D)
- Midwest Arborist Supplies (D)
- Monterey Lawn & Garden Products (D)(M)
- Plant Health Care, Inc. (M)
- Shelter Tree, Inc./Tree Care Products (D)

### Aerial Lift Parts & Equipment
- Aerial Lift, Inc. (D)(M)
- Alliance Equipment Company, Inc. (D)(M)
- American Truck & Trailer Body Co. (S)
- Arrowhead Aerial Products, Inc. (D)
- Bailey’s (D)
- Buckingham Manufacturing Co., Inc. (M)
- CUES, Inc. (D)
- DICA (D)(M)
- FEVA Forestry Equipment of VA (D)(M)(S)
- Giuffre Brothers Cranes (D)(M)
- J.K. Kane Auctioneers (D)
- Jameson, LLC (M)
- Man & Material Lift Engineering (D)(M)(S)
- North American Equipment Uplifters, Inc. (D)(M)
- Plastic Composites Co. (M)
- RBG, Inc. (D)(M)(S)
- ReachMaster, Inc. (D)(M)(S)
- Shelter Tree, Inc./Tree Care Products (D)
- Terex Utilities (D)
- VERSALIFT, TIME Manufacturing Co. (D)(M)

### Air Excavators
- Air-Spade® a Div. of Guardair Corporation (M)

### Arborist Supplies
- Aihorn Equipment, Inc. (D)
- Alexander Equipment Co. Inc. (D)
- American Arborist Supplies (D)
- Arborlink (D)
- Bailey’s (D)
- Bandit Industries, Inc. (D)
- Bartlett Arborist Supply & Manufacturing Company (D)
- Ben Meadows Company (D)
- Bishop Company (D)
- Blue Ridge Arborist Supply, LLC (D)
- Buckingham Manufacturing Co., Inc. (M)
- Cleaves Company, Inc. (D)
- Corona Clipper, Inc. (M)
- Cutter’s Choice (D)
- ESSCO Distributors Inc. (D)
- FAE USA, Inc. (D)
- Fanno Saw Works (M)
- Fletcher Stewart Ltd (D)(M)
- Forestry Suppliers, Inc. (D)
- Hall’s Safety Equipment Corp. (D)
- Jameson, LLC (M)
- John Deere/Sunbelt Outdoor Products (D)
- Karl Kuenmerling, Inc. (D)(M)
- KASK America, Inc. (D)
- The Knife Source, LLC (D)(M)
- Midwest Arborist Supplies (D)
- Northeastern Arborist Supply (D)
- Portable Winch Co. (D)(M)
- Shelter Tree, Inc./Tree Care Products (D)
- SherrillTree (D)
- Sierra Moreno Mercantile (D)
- Snyder Manufacturing U.S.A. (M)
- Top Saw Tool LLC (D)
- Treepedo (D)(M)
- U.S. Rigging Supply/Pelican Rope Works (D)
- Ver Sales, Inc. (D)
- Weaver Leather, LLC (D)
- WesSpur Tree Equipment, Inc. (D)
- Western Tree Equipment & Repairs (D)
- Wilson Hardware Co. Inc. (D)(M)
- Yale Cordage, Inc. (M)

### ArborMAX Agents
- Alan Williams & Associates Insurance Agency Inc. (S)
- AnCap Insurance, Inc. (S)
- ArborMAX Insurance Program (S)
- BWT Risk Advisors (S)
- CBIZ Insurance Services, Inc. (S)
- Corcoran & Havlin Insurance Group (S)
- Eydent International Insurance Brokers, LLC (S)
- General Agency Company (S)
- Georgetown Insurance Service, Inc (S)
- Hal Rose Agency Inc. (S)
- Howe Insurance Group (S)
- Hub Intr’l Insurance Agency, Mountain States Ltd. (S)
- Huguenot-National, Inc. (S)
- Jones & Savell Insurance Services, Inc. (S)
- Larson’s Insurance Solution Agency Inc (S)
- Ogilvy Hill Insurance (S)
- Ollis & Company (S)
- Peterson, McGregor and Associates (S)
- Robert J. Hanafin, Inc. (S)
- The Rowley Agency, Inc. (S)
- Sherman Insurance Agency (S)
- Sturdevant-Beach & Associates LLC (S)
- Townsend Insurance Agency (S)
- United Group Insurance, Inc. (S)

### Auction Services
- J.J. Kane Auctioneers (S)
- Utility Auctions, Inc. (S)

### Augers – Earth & Bits
- Alexander Equipment Co. Inc. (D)(M)
- American Arborist Supplies (D)
- Bailey’s (D)
- Ben Meadows Company (D)
- Bishop Company (D)
- Bobcat Company (M)
- CUES, Inc. (D)
- ECHO Incorporated (M)
- ESSCO Distributors Inc. (D)
- Forestry Suppliers, Inc. (D)
- Karl Kuenmerling, Inc. (M)
- North American Equipment Uplifters, Inc. (D)
- Northeastern Arborist Supply (D)
- RedMax (M)
- Branch Mgr Attachments/Top Notch Equipment (D)(M)
- The Toro Company (M)

### Benefits
- The Rowley Agency, Inc. (S)

### Bioinsecticides
- ESSCO Distributors Inc. (D)
- Monterey Lawn & Garden Products (M)
- Plant Food Company, Inc. (D)

### BioMass Fuel
- Woodsman LLC (M)

### Biopesticides
- ESSCO Distributors Inc. (D)
- Monterey Lawn & Garden Products (M)
- Plant Food Company, Inc. (D)

### Blowers Debris
- Alexander Equipment Co. Inc. (D)
- American Arborist Supplies (D)
- Bailey’s (D)
- Ben Meadows Company (D)
- Bishop Company (D)
- Blue Ridge Arborist Supply, LLC (D)
- Cleaves Company, Inc. (D)
- ECHO Incorporated (M)
- ESSCO Distributors Inc. (D)
- Forestry Suppliers, Inc. (D)
- Karl Kuenmerling, Inc. (M)
- North American Equipment Uplifters, Inc. (D)
- Northeastern Arborist Supply (D)
- RedMax (M)
- Utility Auctions, Inc. (S)
- Top Saw Tool LLC (D)
- Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(S)

**Boning**
The Rowley Agency, Inc. (S)

**Brush Cutter**
Brush Cutters
Corona Clipper, Inc. (M)
EDO Incorporated (M)
FAE USA, Inc. (M)
Fecon, Inc. (D)(M)
Husqvarna (M)
Jarraf Industries Inc. (M)
Vermeer Corporation (M)

**Business Opportunity**
CAG Truck Capital (S)
Christmas Decor, Nite Time Decor (S)
Market Hardware, Inc. (S)
The Nature Zone (S)
Renegade Marketing Systems (S)

**Cabling & Bracing**
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Karl Kueumerling, Inc. (D)
Midwest Arborist Supplies (D)
Northeast Arborist Supply (D)
Preformed Line Products (M)
Riguy, Inc. (D)(M)(S)
Shelter Tree, Inc./Tree Care Products (D)
SheriillTree (D)
Ver Sales, Inc. (D)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Yale Cordage, Inc. (M)

**Chain Saw Bars**
Cannon Bar Works, Ltd. (M)
Husqvarna (M)

**Chipper/Shredder/Vac**
Alexander Equipment Co. Inc. (D)
Bartley's (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
ECHD Incorporated (M)
Eliet USA, Inc. (D)(M)
FAE USA, Inc. (D)(M)(S)
FEVA Forestry Equipment of VA (S)
Hawk Equipment Corp. (S)
The Knife Source, LLC (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)(S)
Morbark, Inc. (D)(M)
Rotochopper, Inc. (D)(M)
Salsco, Inc. (M)

**Chippers**
Alexander Equipment Co. Inc. (D)(M)
Altec Industries, Inc. (M)
Arborlink (D)
Bartley's (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
Carl Neutzel Services (S)
Cleaves Company, Inc. (D)
Cutterm's Choice (D)
EDO Incorporated (M)
ESSCO Distributors Inc. (D)(M)
FEVA Forestry Equipment of VA (D)
Forestry Suppliers, Inc. (D)
Hall's Safety Equipment Corp. (D)
Hawke Equipment Corp. (S)
Husqvarna (M)
Jameson, LLC (M)
John Deere/Sunbelt Outdoor Products (D)
Jonsened (D)(M)
Karl Kueumerling, Inc. (D)
Limbinator Saws, LLC (M)
Northeast Arborist Supply (D)(M)
Plastic Composites Co. (M)
Rapco Industries, Inc. (D)(M)
RedMax (M)
Reliable Equipment & Service Co Inc. (D)(M)
Save Edge (D)(M)
SheriillTree (D)
STIHL Inc. (M)
Top Saw Tool LLC (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(M)

**Chemical Absorbants**
ESSCO Distributors Inc. (D)
North American Equipment Uplifters, Inc. (D)
Northeast Arborist Supply (D)
Rainbow Tree Care Scientific Advancements (Sci/Vance) (D)

**Climbing Gear**
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arborlink (D)
Bartley's (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Buckingham Manufacturing Co., Inc. (M)
Cleaves Company, Inc. (D)
Cutter's Choice (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Hall's Safety Equipment Corp. (D)
John Deere/Sunbelt Outdoor Products (D)
Karl Kueumerling, Inc. (D)(M)
KASK America, Inc. (D)
New England Ropes Corp. (M)
Northeast Arborist Supply (D)
Petzl America (D)(M)
Reliable Equipment & Service Co Inc. (D)
Shelter Tree, Inc./Tree Care Products (D)
SheriillTree (D)(M)
Snyder Manufacturing U.S.A. (M)
Top Saw Tool LLC (D)
Teepeego (D)(M)
U.S. Rigging Supply/Pelican Rope Works (D)
Vermeer Sales & Service (D)
Weaver Leather, LLC (D)(M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(M)

**Clothing**
Arborwear, LLC (D)(M)(S)
Bartley’s (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Fletcher Stewart Ltd (M)(D)
Forestry Suppliers, Inc. (D)
Fred Marvin Associates (D)
Hall's Safety Equipment Corp. (D)
Husqvarna (M)
Karl Kueumerling, Inc. (D)(M)
Reliant Safety Products, LLC (D)
SheriillTree (D)
Viberg Boot Mfg. Ltd. (D)(M)
WesSpur Tree Equipment, Inc. (D)
Wilson Hardware Co. Inc. (D)(M)
X-Treme Design USA (M)
**SUBJECT LISTING**

<table>
<thead>
<tr>
<th>Category</th>
<th>Providers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Communication Systems</strong></td>
<td>American Arborist Supplies (D)</td>
</tr>
<tr>
<td></td>
<td>Real Green Systems (S)</td>
</tr>
<tr>
<td></td>
<td>Tattletale Portable Alarm Systems, Inc. (S)</td>
</tr>
<tr>
<td><strong>Composting Equipment</strong></td>
<td>Bandit Industries, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Cleaves Company, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (S)</td>
</tr>
<tr>
<td></td>
<td>Quali-Pro (D)</td>
</tr>
<tr>
<td></td>
<td>Rotschopper, Inc. (D)(M)</td>
</tr>
<tr>
<td><strong>Computer Hardware/Software</strong></td>
<td>ArborGold Software (D)(M)(S)</td>
</tr>
<tr>
<td></td>
<td>ArborSoftWorx (D)(M)(S)</td>
</tr>
<tr>
<td></td>
<td>HMI (S)</td>
</tr>
<tr>
<td></td>
<td>J. J. Keller &amp; Associates (D)</td>
</tr>
<tr>
<td></td>
<td>Market Hardware, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Real Green Systems (D)(M)(S)</td>
</tr>
<tr>
<td></td>
<td>Terra Spectrum Technologies, Inc. (S)</td>
</tr>
<tr>
<td><strong>Consulting • Utility Vegetation Mgmt</strong></td>
<td>CN Utility Consulting, Inc. (S)</td>
</tr>
<tr>
<td><strong>Consulting-Business</strong></td>
<td>ArborGold Software (S)</td>
</tr>
<tr>
<td></td>
<td>ArborSoftWorx (S)</td>
</tr>
<tr>
<td></td>
<td>Charles Hodge Customized Consulting (S)</td>
</tr>
<tr>
<td></td>
<td>Focus on Training USA (S)</td>
</tr>
<tr>
<td></td>
<td>General Agency Company (S)</td>
</tr>
<tr>
<td></td>
<td>Green Industry Consulting (S)</td>
</tr>
<tr>
<td></td>
<td>HMI (S)</td>
</tr>
<tr>
<td></td>
<td>J. J. Keller &amp; Associates (S)</td>
</tr>
<tr>
<td></td>
<td>KS Services (S)</td>
</tr>
<tr>
<td></td>
<td>Landscape Success Systems (S)</td>
</tr>
<tr>
<td></td>
<td>Market Hardware, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>The Nature Zone (S)</td>
</tr>
<tr>
<td></td>
<td>North American Training Solutions (S)</td>
</tr>
<tr>
<td><strong>Consulting-Urban Forestry</strong></td>
<td>ArborMaster, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Margaret M. Schofield, Consulting Arborist (S)</td>
</tr>
<tr>
<td></td>
<td>North American Training Solutions (S)</td>
</tr>
<tr>
<td></td>
<td>Safetrees, LLC (S)</td>
</tr>
<tr>
<td><strong>Crane Parts</strong></td>
<td>American Truck &amp; Trailer Body Co. (D)</td>
</tr>
<tr>
<td></td>
<td>Arrowhead Aerial Products, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Cargotec USA Inc., Hiab (D)</td>
</tr>
<tr>
<td></td>
<td>DICA (D)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (D)</td>
</tr>
<tr>
<td></td>
<td>MIRK, Inc./Toombs Truck &amp; Equip. Co. (D)</td>
</tr>
<tr>
<td></td>
<td>RBG, Inc. (D)</td>
</tr>
<tr>
<td><strong>Cranes</strong></td>
<td>Altec Industries, Inc. (M)(S)</td>
</tr>
<tr>
<td></td>
<td>American Truck &amp; Trailer Body Co. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Arbortech (M)</td>
</tr>
<tr>
<td></td>
<td>Big Beaver RetREEver (M)</td>
</tr>
<tr>
<td></td>
<td>Cargotec USA Inc., Hiab (D)(M)(S)</td>
</tr>
<tr>
<td></td>
<td>CUES, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Giuffre Brothers Cranes (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>J. J. Kane Auctioneers (D)</td>
</tr>
<tr>
<td></td>
<td>Knapheide Manufacturing Company (M)</td>
</tr>
<tr>
<td></td>
<td>Man &amp; Material Lift Engineering (M)</td>
</tr>
<tr>
<td></td>
<td>North American Equipment Upfitters, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>QUADCO Equipment Inc. (M)</td>
</tr>
<tr>
<td></td>
<td>RBG, Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Reading Truck Body, LLC (S)</td>
</tr>
<tr>
<td></td>
<td>Royal Truck &amp; Equipment, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Scaffid/KESLA No. American Dist. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Southco Industries, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Terex Utilities (S)</td>
</tr>
<tr>
<td><strong>Diagnose Disease</strong></td>
<td>Rainbow Treecare Scientific Advancements (SciVance) (S)</td>
</tr>
<tr>
<td><strong>Diagnostic Tools</strong></td>
<td>American Arborist Supplies (D)</td>
</tr>
<tr>
<td></td>
<td>Bishop Company (D)</td>
</tr>
<tr>
<td></td>
<td>Bug/Barrier Tree Band (M)</td>
</tr>
<tr>
<td></td>
<td>IML-Instrument Mechanic Labor, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Mauget Company (D)</td>
</tr>
<tr>
<td><strong>E-Commerce for Businesses</strong></td>
<td>ArborSoftWorx (S)</td>
</tr>
<tr>
<td><strong>Education/Workshops/Training/Reference</strong></td>
<td>ACRT, Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Aerial Lift, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Alexander Equipment Co. Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Altec Industries, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Arboriculture Canada Training &amp; Education, Ltd. (S)</td>
</tr>
<tr>
<td></td>
<td>ArborMaster, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>C.O.R. Ergonomic Solutions, LLC (S)</td>
</tr>
<tr>
<td></td>
<td>CAG Truck Capital (S)</td>
</tr>
<tr>
<td></td>
<td>Capel Manor College (S)</td>
</tr>
<tr>
<td></td>
<td>Cleaves Company, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Dynamic Manufacturing Corp./Norco Equipment (S)</td>
</tr>
<tr>
<td></td>
<td>ESSCO Distributors Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>First Financial LLC (S)</td>
</tr>
<tr>
<td></td>
<td>Focus on Training USA (D)(M)</td>
</tr>
<tr>
<td></td>
<td>FEVA Forestry Equipment of VA (S)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (S)</td>
</tr>
<tr>
<td></td>
<td>Heavy Machinery and Tractor Company (S)</td>
</tr>
<tr>
<td></td>
<td>Holistic-Safety, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Iron Technologies Enterprises (S)</td>
</tr>
<tr>
<td></td>
<td>J. J. Kane Auctioneers (S)</td>
</tr>
<tr>
<td></td>
<td>J. J. Keller &amp; Associates (D)</td>
</tr>
<tr>
<td></td>
<td>John Bean Sprayers (S)</td>
</tr>
<tr>
<td></td>
<td>Karl Kuehmerling, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Mauget Company (D)</td>
</tr>
<tr>
<td></td>
<td>MIRK, Inc./Toombs Truck &amp; Equip. Co. (S)</td>
</tr>
<tr>
<td></td>
<td>Morbark, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>The Nature Zone (S)</td>
</tr>
<tr>
<td></td>
<td>North American Training Solutions (S)</td>
</tr>
<tr>
<td></td>
<td>Rainbow Treecare Scientific Advancements (SciVance) (D)(M)</td>
</tr>
<tr>
<td></td>
<td>RBG, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Reliant Safety Products, LLC (D)</td>
</tr>
<tr>
<td></td>
<td>Royal Truck &amp; Equipment, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Safetrees, LLC (S)</td>
</tr>
<tr>
<td></td>
<td>Shelter Tree, Inc./Tree Care Products (S)</td>
</tr>
<tr>
<td></td>
<td>SherriLTree (D)</td>
</tr>
<tr>
<td></td>
<td>Terex Utilities (S)</td>
</tr>
<tr>
<td></td>
<td>Branch Mgr Attachments/Top Notch Equipment (S)</td>
</tr>
<tr>
<td></td>
<td>Top Saw Tool LLC (D)</td>
</tr>
<tr>
<td></td>
<td>Trophy Trucks/Trucksandbodies.com (S)</td>
</tr>
<tr>
<td></td>
<td>Trucks &amp; Parts of Tampa (S)</td>
</tr>
<tr>
<td></td>
<td>Utility Auctions, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Ver Sales, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Vermeer Corporation (S)</td>
</tr>
<tr>
<td><strong>Vermeer Sales &amp; Service (S)</strong></td>
<td>Woodsman LLC (S)</td>
</tr>
<tr>
<td><strong>Electronic Equipment Controls</strong></td>
<td>North American Equipment Upfitters, Inc. (M)</td>
</tr>
<tr>
<td></td>
<td>Tattletale Portable Alarm Systems, Inc. (D)(M)</td>
</tr>
<tr>
<td><strong>Engines &amp; Engine Parts</strong></td>
<td>Alexander Equipment Co. Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Bailey’s (D)</td>
</tr>
<tr>
<td></td>
<td>Cleaves Company, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Cummins Bridgeway, LLC (D)</td>
</tr>
<tr>
<td></td>
<td>Cutter’s Choice (D)</td>
</tr>
<tr>
<td></td>
<td>Enginaire (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Engine Power Source (D)(M)</td>
</tr>
<tr>
<td></td>
<td>ESSCO Distributors Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Heavy Machinery and Tractor Company (D)</td>
</tr>
<tr>
<td></td>
<td>John Deere/Sunbelt Outdoor Products (D)</td>
</tr>
<tr>
<td></td>
<td>Karl Kuehmerling, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>McDonald Equipment Company (MECO) (D)</td>
</tr>
<tr>
<td></td>
<td>Power Great Lakes, Inc. (D)(M)</td>
</tr>
<tr>
<td><strong>Equipment Delivery</strong></td>
<td>Heavy Machinery and Tractor Company (S)</td>
</tr>
<tr>
<td><strong>Erosion Control</strong></td>
<td>Certified Erosion Control Hawaii LLC (D)</td>
</tr>
<tr>
<td><strong>Excavators</strong></td>
<td>Air-Spad®, a Div. of Guardair Corporation (M)</td>
</tr>
<tr>
<td></td>
<td>Hawk Equipment Corp. (S)</td>
</tr>
<tr>
<td></td>
<td>Heavy Machinery and Tractor Company (D)(M)</td>
</tr>
<tr>
<td></td>
<td>J. J. Kane Auctioneers (D)</td>
</tr>
<tr>
<td></td>
<td>Terex Utilities (D)(M)</td>
</tr>
<tr>
<td><strong>Fertilization Supplies</strong></td>
<td>Alexander Equipment Co. Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>American Arborist Supplies (D)</td>
</tr>
<tr>
<td></td>
<td>ArborSystems, Inc. (M)</td>
</tr>
<tr>
<td></td>
<td>Bartlett Arborist Supply &amp; Manufacturing Company (D)</td>
</tr>
<tr>
<td></td>
<td>Ben Meadows Company (D)</td>
</tr>
<tr>
<td></td>
<td>Creative Sales, Inc. (M)</td>
</tr>
<tr>
<td></td>
<td>Doggett Corporation (M)</td>
</tr>
<tr>
<td></td>
<td>ESSCO Distributors Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Forestry Suppliers, Inc. (D)</td>
</tr>
<tr>
<td></td>
<td>Growth Products, Ltd. (M)</td>
</tr>
<tr>
<td></td>
<td>Mauget Company (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Midwest Arborist Supplies (D)</td>
</tr>
<tr>
<td></td>
<td>Monterey Lawn &amp; Garden Products (M)</td>
</tr>
<tr>
<td></td>
<td>Northeast Shade Tree (D)</td>
</tr>
<tr>
<td></td>
<td>Northeastern Arborist Supply (D)</td>
</tr>
<tr>
<td></td>
<td>Plant Food Company, Inc. (D)(M)</td>
</tr>
<tr>
<td></td>
<td>Plant Health Care, Inc. (M)</td>
</tr>
<tr>
<td></td>
<td>Wagner Arborist Supply (D)</td>
</tr>
<tr>
<td></td>
<td>Rainbow Treecare Scientific Advancements (SciVance) (D)</td>
</tr>
<tr>
<td></td>
<td>Shelter Tree, Inc./Tree Care Products (D)</td>
</tr>
<tr>
<td></td>
<td>Tree Tech Microinjection Systems (M)</td>
</tr>
<tr>
<td><strong>Fertilization Supplies Application</strong></td>
<td>ESSCO Distributors Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Plant Food Company, Inc. (S)</td>
</tr>
<tr>
<td></td>
<td>Rainbow Treecare Scientific Advancements (SciVance) (S)</td>
</tr>
<tr>
<td><strong>Fertilization/Aeration Equipment</strong></td>
<td>American Arborist Supplies (D)</td>
</tr>
</tbody>
</table>

**TCI Buyers’ Guide July 2010**

BG15
SUBJECT LISTING

(D) Distributor  (M) Manufacturer  (S) Industry Support and Service Provider

Ben Meadows Company (D)
Doggert Corporation (M)
ESSCO Distributors Inc. (D)
Mauget Company (M)
Midwest Arborist Supplies (D)
Minnesota Wanner Company (D)(M)(S)
Northeast Shade Tree (D)
Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Redtick Equipment Company (D)(M)

Financing
Atele Industries, Inc. (S)
American Bank Leasing (S)
First Financial LLC (S)
Liberty Financial Group, Inc. (S)
Northern Atlantic Financial, LLC (S)

Firewood Kilns
Kiln-Direct (S)

Firewood Processing
Alexander Equipment Co. Inc. (S)
Carl Neutzel Services (S)

Firewood Processor
Multitek North America LLC (D)(M)
Timberwolf Manufacturing Corporation (M)

Flip Lines
U S. Rigging Supply/Pelican Rope Works (D)

Footwear
Bailey’s (D)
Blue Ridge Arborist Supply, LLC (D)
Fletcher Stewart Ltd (D)(M)
Forestry Suppliers, Inc. (D)
Hall’s Safety Equipment Corp. (D)
Jonsen (M)
Karl Kueverling, Inc. (D)
Northeastern Arborist Supply (D)
Reliant Safety Products, LLC (D)
SherrillTree (D)
Viberg Boot Mfg. Ltd. (D)(M)
WestSpur Tree Equipment, Inc. (D)
West Coast Shoe Company (WESCO®) (M)

Fungicides
American Arborist Supplies (D)
Arborjet, Inc. (M)
 ArborSystems, Inc. (M)
Bayer Environmental Science (M)
ESSCO Distributors Inc. (D)
Growth Products, Ltd. (M)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (M)
Northeastern Arborist Supply (D)
Plant Food Company, Inc. (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)

Generators
Engine Power Source (M)(S)

GPS Mapping
ArborSoftWorx (S)

Grapplers/Loaders
Alexander Equipment Co. Inc. (D)(M)
Bailey’s (D)
Big Beaver ReTREEver (M)
Bobcat Company (M)
Carl Neutzel Services (S)
Cleaves Company, Inc. (D)
FAE USA, Inc. (D)(M)
Feco, Inc. (D)(M)
FEVA Forestry Equipment of VA (D)(M)(S)
Hawk Equipment Corp. (D)(M)
Heavy Machinery and Tractor Company (D)(M)
J. J. Kane Auctioneers (D)
Payeur Distributions (D)(M)
QUADCO Equipment Inc. (M)
RBG, Inc. (D)(M)
Reading Truck Body, LLC (D)
Royal Truck & Equipment, Inc. (D)
Ryan’s Equipment (D)(M)
Scaffold/KESLA No. American Dist. (D)(M)
Southco Industries, Inc. (D)
Branch Mgr Attachments/Top Notch Equipment (D)(M)(S)
The Toro Company (M)

Grinders, Horizontal
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (D)(M)
Cleaves Company, Inc. (D)
Concept Products Corp. (D)(M)
Cutter’s Choice (D)
Dynamic Manufacturing Corp./Norco Equipment (M)
FAE USA, Inc. (D)(M)(S)
Hawk Equipment Corp. (S)
J. J. Kane Auctioneers (D)
MIRKA, Inc./Tombs Truck & Equip. Co. (D)(M)(S)
Morbark, Inc. (D)(M)(S)
Rayco Manufacturing, Inc. (M)
Rotochopper, Inc. (D)(M)
Vermeer Corporation (M)

Ground Cover/Mats
AllturnaMATS, Inc. (M)
Bailey’s (D)
Big Beaver ReTREEver (M)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
DICA (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Signature Fencing & Flooring Systems, LLC - DuraDeck Div. (D)(M)

Growth Retardants/Regulators
American Arborist Supplies (D)
ArborSystems, Inc. (M)
ESSCO Distributors Inc. (M)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (M)
Plant Food Company, Inc. (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)

Herbicides
ArborSystems, Inc. (M)
Bayer Environmental Science (M)
Ben Meadows Company (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (M)
Northeastern Arborist Supply (D)
Plant Food Company, Inc. (D)
Tree Tech Microinjection Systems (M)

High-Visibility Clothing
Fletcher Stewart Ltd (M)

High-Visibility Work Wear
Soteria Safety Products, LLC (D)
Youngstown Glove Co. (M)

Hydraulic Chain Saws
Liminator Saws, LLC (D)
Reliable Equipment & Service Co Inc. (D)

Hydraulic Tools & Equipment
ADI Tools by TOL Incorporated (M)
Aerial Lift, Inc. (D)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arrowhead Aerial Products, Inc. (D)
Bandit Industries, Inc. (D)(M)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
CUES, Inc. (D)
FAE USA, Inc. (D)
Hawk Equipment Corp. (S)
Karl Kueverling, Inc. (D)
Liminator Saws, LLC (D)(M)
Midwest Arborist Supplies (D)
North American Equipment Upfitters, Inc. (D)
RBG, Inc. (D)(M)
Reliable Equipment & Service Co Inc. (D)(M)
Ryan’s Equipment (D)(M)
Shelter Tree, Inc./Free Care Products (D)
Branch Mgr Attachments/Top Notch Equipment (D)(M)(S)
Top Saw Tool LLC (D)
WestSpur Tree Equipment, Inc. (D)

Insecticides
American Arborist Supplies (D)
Arborjet, Inc. (M)
 ArborSystems, Inc. (M)
Bayer Environmental Science (M)
Creative Sales, Inc. (M)
ESSCO Distributors Inc. (D)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (M)
Northeast Arborist Supply (D)
Plant Food Company, Inc. (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Shelter Tree, Inc./Tree Care Products (D)
Tree Tech Microinjection Systems (M)

Insurance
A. B. Gile, Inc. (S)
Acadia Insurance (S)
Alan Williams & Associates Insurance Agency Inc. (S)
Amerisafe/American Interstate (S)
Archer Insurance, Inc. (S)
ArborMAX Insurance Program (S)
BWT Risk Advisors (S)
CAG Truck Capital (S)
California Association of Tree Trimmers (S)
CBIZ Insurance Services, Inc. (S)
Corcoran & Havlin Insurance Group (S)
Eydent International Insurance Brokers, LLC (S)
General Agency Company (S)
Georgetown Insurance Service, Inc (S)
Hal Rose Agency Inc. (S)
The Hartford (S)
HMI (S)
Howe Insurance Group (S)
Hub Int’l’s Insurance Agency, Mountain States Ltd. (S)
Huguenot-National, Inc. (S)
J.A. Price Agency, Inc. (S)
Jones & Savell Insurance Services, Inc. (S)
Kelly King Insurance Services (S)
 Larson’s Insurance Solution Agency Inc (S)
Logger’s Insurance Agency, Inc. (S)
National Insurance Programs (S)
NRC Insurance Agency (S)
Ollis & Company (S)
Peterson, McGregor and Associates (S)
The Piedmont Group Insurance Solutions (S)
Robert J. Hanafin, Inc. (S)
The Rowley Agency, Inc. (S)
Sherman Insurance Agency (S)
Studevant-Beach & Associates LLC (S)
Tohner Ferraris Insurance Group (S)
Townsend Insurance Agency (S)
United Group Insurance, Inc. (S)

Integrated Pest Management
BugBarrier Tree Band (D)(M)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Northeast Shade Tree (D)

Irrigation/Aeration Products
Bailey’s (D)
Ben Meadows Company (D)
Cleaves Company, Inc. (D)
Midwest Arborist Supplies (D)

Knives, Chipper
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arborlink (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)

Knives, Chipper Repair
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bandit Industries, Inc. (M)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)
CUES, Inc. (D)
ESCO Distributors Inc. (D)(M)
Fae USA, Inc. (D)(M)
Fecon, Inc. (D)(M)
Hall’s Safety Equipment Corp. (D)
Hawk Equipment Corp. (D)(M)
Karl Kuenmerling, Inc. (D)(M)
The Knife Source, LLC (D)(M)
Loftness/US Attachments (D)(M)
Mauget Company (D)
Midwest Arborist Supplies (D)
MIRK, Inc./Rombs Truck & Equip. Co. (D)(M)(S)
Morbark, Inc. (D)(M)
Northeast Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
SherriTree (D)
Vermeer Corporation (M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

Lawn Maintenance Equipment
Bailey’s (D)
Ben Meadows Company (D)
Bishop Company (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
Corona Clipper, Inc. (M)
Cutter’s Choice (D)
ESCO Distributors Inc. (D)
ECHO Incorporated (M)
Fred Marvin Associates (D)
Heavy Machinery and Tractor Company (D)
Huysvanna (M)
Karl Kuenmerling, Inc. (D)
KASK America, Inc. (D)
Limbinator Saws, LLC (D)
Loftness/US Attachments (D)
Minnesota Wanner Company (D)(M)
Redrick Equipment Company (D)
STIHL Inc. (M)

Lease/Rental
Altec Industries, Inc. (S)
First Financial LLC (S)
Guifre Brothers Cranes (S)
RBG, Inc. (S)
Tattletale Portable Alarm Systems, Inc. (S)
WesSpur Tree Equipment, Inc. (S)

Lifting Harness
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
TAS Industries (D)

Lighting Protection Systems
American Arborist Supplies (D)
CUES, Inc. (D)
Independent Protection Company (D)(M)
Northeast Arborist Supply (D)

Log & Brush Transporters
Jonsen (D)

Log Splitters
Blue Ridge Arborist Supply, LLC (D)
ECHO Incorporated (M)
Multitek North America LLC (M)
Rayco Manufacturing, Inc. (M)
Timberwolf Manufacturing Corporation (M)
Branch Mgr Attachments/Top Notch Equipment (D)(M)
The Toro Company (M)
US Praxis, Inc. (M)

Long Reach Saws
Arrowhead Aerial Products, Inc. (D)

Lubricants
Bailey’s (D)
ESCO Distributors Inc. (D)
Huysvanna (M)
North American Equipment Uplifters, Inc. (D)(M)
Viberg Boot Mfg. Ltd. (D)(M)
Wilson Hardware Co. Inc. (D)

Macro Infusion Supplies
Midwest Arborist Supplies (D)
Northeast Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)

Material Handling (wood)
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Cleaves Company, Inc. (D)
Hawk Equipment Corp. (D)
Payeur Distributions (D)(M)
Portable Winch Co. (D)(M)
Scaffidi/KESLA No. American Dist. (D)
Branch Mgr Attachments/Top Notch Equipment (D)
Woodsmen LLC (M)

Mechanical Tree Removal
Big Beaver RETREEver (M)

Micro Infusion Supplies
ESCO Distributors Inc. (D)
Mauget Company (D)
**SUBJECT LISTING**

(D) Distributor  (M) Manufacturer  (S) Industry Support and Service Provider

**Midwest Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**Rainbow Tree Care Scientific Advancements (SciVance) (D)**

**Personal Protective Equipment**
**Alexander Equipment Co. Inc. (D)(M)**
**American Arborist Supplies (D)**
**Arborlink (D)**
**Bailey’s (D)**
**Bartlett Arborist Supply & Manufacturing Company (D)**
**Ben Meadows Company (D)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Buckingham Manufacturing Co., Inc. (M)**
**Cleaves Company, Inc. (D)**
**Cutter’s Choice (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**Forestry Suppliers, Inc. (D)**
**Hall’s Safety Equipment Corp. (D)**
**Husqvarna (M)**
**J. J. Keller & Associates (D)**
**Jonsered (D)(M)**
**Karl Kuemmerling, Inc. (D)**
**Jonsered (D)(M)**
**KASK America, Inc. (D)(M)(S)**
**Northeast Arborist Supply (D)**
**Petzl America (D)**
**Plastic Composites Co. (M)**
**Reliant Safety Products, LLC (D)(M)**
**Shelter Tree, Inc./Tree Care Products (D)**
**SherrillTree (D)**
**STIHL Inc. (M)**
**TattleTale Portable Alarm Systems, Inc. (D)(M)**
**WesSpur Tree Equipment, Inc. (D)**
**Western Tree Equipment & Repairs (D)**
**Wilson Hardware Co. Inc. (D)(M)**
**Youngstown Glove Co. (M)**

**Poison Ivy Protection**
**American Arborist Supplies (D)**
**Bailey’s (D)**
**Ben Meadows Company (D)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Cleaves Company, Inc. (D)**
**Forestry Suppliers, Inc. (D)**
**Midwest Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**Shelter Tree, Inc./Tree Care Products (D)**
**SherrillTree (D)**
**Western Tree Equipment & Repairs (D)**

**Power Pruning Equipment**
**ADI Tools by TOL Incorporated (M)**
**Alexander Equipment Co. Inc. (D)**
**American Arborist Supplies (D)**
**Bailey’s (D)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Cleaves Company, Inc. (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**Forestry Suppliers, Inc. (D)**
**Husqvarna (M)**
**Jameson, LLC (M)**
**Jonsered (D)(M)**
**Karl Kuemmerling, Inc. (D)**
**Limito Saw Co., LLC (M)**
**Midwest Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**RedMax (M)**
**STIHL Inc. (M)**
**Top Saw Tool LLC (D)**
**WesSpur Tree Equipment, Inc. (D)**
**Wilson Hardware Co. Inc. (D)**

**Pruning**
**Alexander Equipment Co. Inc. (S)**
**Fanno Saw Works (S)**

**Pruning Supplies**
**Alexander Equipment Co. Inc. (D)**
**American Arborist Supplies (D)**
**Arrowhead Aerial Products, Inc. (D)**
**Bailey’s (D)**
**Bartlett Arborist Supply & Manufacturing Company (D)(M)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Cleaves Company, Inc. (D)**
**Corona Clipper, Inc. (M)**
**Cutter’s Choice (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**Fanno Saw Works (M)**
**Forestry Suppliers, Inc. (D)**
**Fred Marvin Associates (D)(M)**
**Growtech, Inc. (D)(M)**
**Hall’s Safety Equipment Corp. (D)**
**Husqvarna (M)**
**Jameson, LLC (M)**
**Karl Kuemmerling, Inc. (D)**
**KASK America, Inc. (D)**
**Northeast Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**Shelter Tree, Inc./Tree Care Products (D)**
**SherrillTree (D)**
**STIHL Inc. (M)**
**Top Saw Tool LLC (D)**
**WesSpur Tree Equipment, Inc. (D)**
**Wilson Hardware Co. Inc. (D)**

**Pumps**
**Bailey’s (D)**
**Cleaves Company, Inc. (D)**
**CUES, Inc. (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**J. J. Kane Auctioneers (D)**
**Minnesota Wanner Company (D)(M)**

**Micro Injections**
**Arborjet, Inc. (M)**
**ArborSystems, Inc. (M)**
**Maquat Company (M)**
**Rainbow Tree Care Scientific Advancements (SciVance) (M)**
**Tree Tech Microinjection Systems (M)**

**Miticides**
**Bayer Environmental Science (M)**
**ESSCO Distributors Inc. (D)**
**Midwest Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**Plant Food Company, Inc. (D)**
**Tree Tech Microinjection Systems (M)**

**Mobile Buggers**
**Concept Products Corp. (D)(M)**
**Rotchopper, Inc. (D)(M)**

**Mulch Coloring**
**T. H. Glennon Co., Inc. (S)**

**Mulch Coloring Equipment**
**Alexander Equipment Co. Inc. (D)**
**Bandit Industries, Inc. (D)(M)**
**Concept Products Corp. (D)(M)**
**MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)**
**Morbak, Inc. (D)(M)**
**Rotchopper, Inc. (D)(M)**
**T. H. Glennon Co., Inc. (D)(M)**

**Mulchers**
**FAE USA, Inc. (M)**
**Fecon, Inc. (M)**
**Rayco Manufacturing, Inc. (M)**
**Rotchopper, Inc. (M)**
**Ryan’s Equipment (M)**
**US Praxis, Inc. (M)**

**Natural Homeopathic Remedies**
**BugBarrier Tree Band (M)**
**Doggett Corporation (M)**
**Northeast Shade Tree (D)**

**Office Supplies**
**Reliant Safety Products, LLC (D)**

**Organics**
**ESSCO Distributors Inc. (D)**
**Growth Products, Ltd. (M)**
**Monterey Lawn & Garden Products (D)**
**North East Shade Tree (D)**
**Plant Food Company, Inc. (D)(M)**

**Outrigger Pads**
**AlturnaMATS, Inc. (S)**
**Arrowhead Aerial Products, Inc. (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**DICA (D)(M)**

**Pneumatic Tools**
**WesSpur Tree Equipment, Inc. (D)**

**Pruning Supplies**
**Alexander Equipment Co. Inc. (D)**
**American Arborist Supplies (D)**
**Arrowhead Aerial Products, Inc. (D)**
**Bailey’s (D)**
**Bartlett Arborist Supply & Manufacturing Company (D)(M)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Cleaves Company, Inc. (D)**
**Corona Clipper, Inc. (M)**
**Cutter’s Choice (D)**
**ESSCO Distributors Inc. (D)**
**Fanno Saw Works (M)**
**Forestry Suppliers, Inc. (D)**
**Fred Marvin Associates (D)(M)**
**Growtech, Inc. (D)(M)**
**Hall’s Safety Equipment Corp. (D)**
**Husqvarna (M)**
**Jameson, LLC (M)**
**Karl Kuemmerling, Inc. (D)**
**KASK America, Inc. (D)**
**Northeast Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**Shelter Tree, Inc./Tree Care Products (D)**
**SherrillTree (D)**
**STIHL Inc. (M)**
**Top Saw Tool LLC (D)**
**WesSpur Tree Equipment, Inc. (D)**
**Wilson Hardware Co. Inc. (D)**

**Portable Winches**
**Alexander Equipment Co. Inc. (D)**
**Bailey’s (D)**
**Fletcher Stewart Ltd (D)**
**Forestry Suppliers, Inc. (D)**
**Hall’s Safety Equipment Corp. (D)**
**Northeast Arborist Supply (D)**
**Portable Winch Co. (D)(M)**
**SherrillTree (D)**

**Power Pruning Equipment**
**ADT Tools by TOL Incorporated (M)**
**Alexander Equipment Co. Inc. (D)**
**American Arborist Supplies (D)**
**Bailey’s (D)**
**Bishop Company (D)**
**Blue Ridge Arborist Supply, LLC (D)**
**Cleaves Company, Inc. (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**Forestry Suppliers, Inc. (D)**
**Husqvarna (M)**
**Jameson, LLC (M)**
**Jonsered (D)(M)**
**Karl Kuemmerling, Inc. (D)**
**Limito Saw Co., LLC (M)**
**Midwest Arborist Supplies (D)**
**Northeast Arborist Supply (D)**
**RedMax (M)**
**STIHL Inc. (M)**
**Top Saw Tool LLC (D)**
**WesSpur Tree Equipment, Inc. (D)**
**Wilson Hardware Co. Inc. (D)**

**Pumps**
**Bailey’s (D)**
**Cleaves Company, Inc. (D)**
**CUES, Inc. (D)**
**ECHO Incorporated (M)**
**ESSCO Distributors Inc. (D)**
**J. J. Kane Auctioneers (D)**
**Minnesota Wanner Company (D)(M)**
North American Equipment Ufpifters, Inc. (D)
Northeastern Arborist Supply (D)
Rainbow Treece Scientific Advancements (SciVance) (D)
Reddick Equipment Company (D)
Reliable Equipment & Service Co Inc. (D)

Recycling / Wood Processing
Alexander Equipment Co. Inc. (S)
Scaffidi/KESLA No. American Dist. (S)
Recycling Equipment
Alexander Equipment Co. Inc. (D)
Bandit Industries, Inc. (D/M)
Cleaves Company, Inc. (D)
Concept Products Corp. (D/M)
Dietz USA, Inc. (D/M)
FAE USA, Inc. (D/M)
Fecom, Inc. (M)
Hawk Equipment Corp. (D)
Kari Kueomlering, Inc. (D)
The Knife Source, LLC (D/M)
Lamtrac International Inc. (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D/M)
Morback, Inc. (D/M)
Multitek North America LLC (M)
Northeastern Arborist Supply (D)
Rotchopper, Inc. (M)
Scaffidi/KESLA No. American Dist. (D)
Shelter Tree, Inc./Tree Care Products (D)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
Woodsman LLC (M)

Regulatory Affairs
J. J. Keller & Associates (S)
The Nature Zone (S)
Reliant Safety Products, LLC (S)
SafetyFirst Systems, LLC (S)

Regulatory Compliance Information
J. J. Keller & Associates (D)
Power Great Lakes, Inc. (D)
SafetyFirst Systems, LLC (D)

Repair of Aerial Lift Parts & Equipment
Aerial Lift, Inc. (S)
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
FEVA Forestry Equipment of VA (S)
Giuff rein Brothers Cranes (S)
Hawk Equipment Corp. (S)
North American Equipment Ufpifters, Inc. (S)
Plastic Composites Co. (S)
RBG, Inc. (S)
Terex Utilities (S)

Repair of Aerial Lifting
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
FEVA Forestry Equipment of VA (S)
Hawk Equipment Corp. (S)
RBG, Inc. (S)
Terex Utilities (S)

Repair of Auger – Earth & Bits
Alexander Equipment Co. Inc. (S)
Branch Mgr Attachments/Top Notch Equipment (S)
Repair of Backyard Composters

Hawk Equipment Corp. (S)

Repair of Cabling & Bracing Equipment
Alexander Equipment Co. Inc. (S)

Repair of Chain Saws
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
ESSCO Distributors Inc. (S)
Hawk Equipment Corp. (S)
Northeastern Arborist Supply (S)
Wilson Hardware Co. Inc. (S)

Repair of Chain Saw Bars
Cannon Bar Works, Ltd. (S)

Repair of Chipper Knives
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
ESSCO Distributors Inc. (S)
Shelter Tree, Inc./Tree Care Products (S)

Repair of Chipper/Chipper/Vacs
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
Northeastern Arborist Supply (S)

Repair of Chippers
Alexander Equipment Co. Inc. (S)
Altec Industries, Inc. (S)
ESSCO Distributors Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morback, Inc. (S)
RBG, Inc. (S)
Shelter Tree, Inc./Tree Care Products (S)

Repair of Cranes
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
RBG, Inc. (S)
Scaffidi/KESLA No. American Dist. (S)
Terex Utilities (S)

Repair of Engine & Enginge Parts
Alexander Equipment Co. Inc. (S)
Bayshore Ford Truck Sales, Inc. (S)
ESSCO Distributors Inc. (S)
Heavy Machinery and Tractor Company (S)
Wilson Hardware Co. Inc. (S)

Repair of Excavators
Heavy Machinery and Tractor Company (S)
Terex Utilities (S)

Repair of Fert/Aeration Equipment
Minnesota Wanner Company (S)

Repair of Grapples/Loaders
Alexander Equipment Co. Inc. (S)
Heavy Machinery and Tractor Company (S)
Scaffidi/KESLA No. American Dist. (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Horizontal Grinders
Alexander Equipment Co. Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morback, Inc. (S)

Repair of Hydraulic Tool & Equipment
Alexander Equipment Co. Inc. (S)
Giuff re Brothers Cranes (S)
RBG, Inc. (S)
Reliable Equipment & Service Co Inc. (S)
Shelter Tree, Inc./Tree Care Products (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Lawn Maint. Equipment
Alexander Equipment Co. Inc. (S)
Minnesota Wanner Company (S)

Repair of Mulch Coloring Equipment
Alexander Equipment Co. Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morback, Inc. (S)

Repair of Pneumatic Tools
Aerial Lift, Inc. (S)
Reliable Equipment & Service Co Inc. (S)

Repair of Power Pruning Equipment
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
Wilson Hardware Co. Inc. (S)

Repair of PPE
Alexander Equipment Co. Inc. (S)

Repair of Pruning Equipment
Alexander Equipment Co. Inc. (S)
Wilson Hardware Co. Inc. (S)

Repair of Recyl/Wood Processors
Alexander Equipment Co. Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morback, Inc. (S)

Repair of Root Cutters
Alexander Equipment Co. Inc. (S)
Northeastern Arborist Supply (S)

Repair of ROW/Land Clearing Equipment
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
Heavy Machinery and Tractor Company (S)

Repair of Skidsteer Loaders & Implements
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
Heavy Machinery and Tractor Company (S)

Repair of Snow Removal Equipment
FEVA Forestry Equipment of VA (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Spray Equipment
ESSCO Distributors Inc. (S)
FEVA Forestry Equipment of VA (S)
Minnesota Wanner Company (S)
Northeastern Arborist Supply (S)
Reddick Equipment Company (S)

Repair of Stump Cutter PTO
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
Repair of Stump Cutter Teeth
Blue Ridge Arborist Supply, LLC (S)
Northeastern Arborist Supply (S)

Repair of Stump Cutters
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
ESSCO Distributors Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)
Northeastern Arborist Supply (S)
Shelter Tree, Inc./Tree Care Products (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Sweepers
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Trailers & Ramps
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)

Repair of Tree Spade Equipment
Alexander Equipment Co. Inc. (S)

Repair of Trucks & Accessories
Bayshore Ford Truck Sales, Inc. (S)
FEVA Forestry Equipment of VA (S)
Scaffidi/KESLA No. American Dist. (S)

Repair of Tub Grinders
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)

Repair of Used Equipment
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
Heavy Machinery and Tractor Company (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)
Shelter Tree, Inc./Tree Care Products (S)
Terex Utilities (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Repair of Utility Carts
Alexander Equipment Co. Inc. (S)
Heavy Machinery and Tractor Company (S)

Repair Tree Transplanting Equipment
Alexander Equipment Co. Inc. (S)

Repair/Rebuilding
American Arborist Supplies (S)
Cannon Bar Works, Ltd. (S)
Cleaves Company, Inc. (S)
ESSCO Distributors Inc. (S)
FEVA Forestry Equipment of VA (S)
Giuffre Brothers Cranes (S)
Plastic Composites Co. (S)
RBG, Inc. (S)
Vermeer Sales & Service (S)

Repellents
American Arborist Supplies (D)
Bailey’s (D)
Ben Meadows Company (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Monterey Lawn & Garden Products (M)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)

Right of Way/Land Clearing Equipment
Alexander Equipment Co. Inc. (D)
Bandit Industries, Inc. (D)(M)
FAE USA, Inc. (D)(M)(S)
Fecom, Inc. (D)(M)
Heavy Machinery and Tractor Company (D)(M)
Jarraff Industries Inc. (M)
John Deere Company (M)
Lamtrac International Inc. (D)(M)
Liminator Saws, LLC (D)
Payeur Distributions (D)(M)
QUADCO Equipment Inc. (M)
Scaffidi/KESLA No. American Dist. (D)(M)
Vermeer Corporation (M)
Woodsmans LLC (M)

Root Barriers
American Arborist Supplies (D)
Ben Meadows Company (D)
Bishop Company (D)
Forestry Suppliers, Inc. (D)
Lamtrac International Inc. (M)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
SheriffTree (D)
Western Tree Equipment & Repairs (D)

Root Cutters
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Cleaves Company, Inc. (D)
Lamtrac International Inc. (D)(M)
KASK America, Inc. (D)
US Praxis, Inc. (M)
Vermeer Corporation (M)
Western Tree Equipment & Repairs (D)

Root Cutting
Alexander Equipment Co. Inc. (S)
Northeastern Arborist Supply (S)

Rope
Alexander Equipment Co. Inc. (D)
All Gear, Inc. (M)
American Arborist Supplies (D)
Bailey’s (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Buccaneer Rope Co. (D)(M)
Cleaves Company, Inc. (D)
Cutter’s Choice (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Hall’s Safety Equipment Corp. (D)
John Deere/Sunbelt Outdoor Products (D)
Karl Kuenmerling, Inc. (D)

Saw & Loppers
Corona Clipper, Inc. (M)
Fanno Saw Works (M)
Liminator Saws, LLC (M)
KASK America, Inc. (M)

Skidsteer Loaders & Implements
Alexander Equipment Co. Inc. (D)(M)
Bailey’s (D)
Cleaves Company, Inc. (D)
FAE USA, Inc. (D)(M)
Fecom, Inc. (D)(M)
FEVA Forestry Equipment of VA (S)
Heavy Machinery and Tractor Company (D)(M)
J. J. Kane Auctioneers (D)
Josnered (M)
Liminator Saws, LLC (D)
QUADCO Equipment Inc. (M)
Ryans Equipment (M)
Terex Utilities (D)(M)
The Toro Company (M)
Vermeer Corporation (M)

Snow Removal Equipment
Bobcat Company (M)
Cleaves Company, Inc. (D)
Corona Clipper, Inc. (M)
Husqvarna (M)
Lamtrac International Inc. (D)(M)
Loftness/US Attachments (D)(M)
Reddick Equipment Company (D)(M)
Branch Mgr Attachments/Top Notch Equipment (D)(M)
The Toro Company (M)

Soil Amendments
Ben Meadows Company (D)(M)
Bobcat Company (M)(S)
Doggett Corporation (M)(S)
ESSCO Distributors Inc. (D)(M)
Growth Products, Ltd. (M)(S)
Midwest Arborist Supplies (D)(M)
Northeast Shade Tree (D)(M)
Plant Food Company, Inc. (D)(M)(S)
Plant Health Care, Inc. (M)(S)
Shelter Tree, Inc./Tree Care Products (D)(M)
SheriffTree (D)(M)

Sprayers & Accessories
Bailey’s (D)
Ben Meadows Company (D)
Stump Cutter Teeth
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Border City Tool & Manufacturing Co. (M)
Carl Neutzel Services (S)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Green Manufacturing, Inc. (M)
Hawk Equipment Corp. (D)
Husqvarna (M)
J. P. Carlton Company, Div. DAF Inc. (M)
Karl Kuehmerling, Inc. (D)
The Knife Source, LLC (D)
Leonardi Manufacturing (M)
Midwest Arborist Supplies (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D)
Morbark, Inc. (D)
Northeastern Arborist Supply (D)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (D)(M)
Ryan’s Equipment (M)
SANDVIK (M)
SDM Tools (M)
Shelter Tree, Inc./Tree Care Products (D)
SherriTree (D)
The Toro Company (M)
Vermeer Corporation (M)
Vermeer Machinery and Tractor Company (D)
Western Tree Equipment & Repairs (D)
Zhuzhou Cemented Carbide Works USA Inc (D)

Stump Cutters PTO
Alexander Equipment Co. Inc. (D)(M)
FAE USA, Inc. (D)(M)
Heavy Machinery and Tractor Company (D)
Vermeer Sales & Service (D)

Stump Cutting
Alexander Equipment Co. Inc. (S)
Carl Neutzel Services (S)
ESSCO Distributors Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)
Branch Mgr Attachments/Top Notch Equipment (S)

Stump Grinders
Blue Ridge Arborist Supply, LLC (D)

Sweepers
Bailey’s (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
Corona Clipper, Inc. (M)
Forestry Supplies, Inc. (D)
Heavy Machinery and Tractor Company (D)
Husqvarna (M)
RedMax (M)
STIHL Inc. (M)
Branch Mgr Attachments/Top Notch Equipment (D)(M)

Systemic Injection/Infusion
ESSCO Distributors Inc. (D)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (D)
Northeastern Arborist Supply (D)

TCIA Accreditation Auditor/Consultant
Green Industry Consulting (S)
The Nature Zone (S)

Traffic Safety
Alexander Equipment Co. Inc. (D)
SUBJECT LISTING

(D) Distributor       (M) Manufacturer       (S) Industry Support and Service Provider

Dakota Tree Transplanter (D)(M)
Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Vermeer Corporation (M)
Vermeer Sales & Service (D)

Tree Spading
Alexander Equipment Co. Inc. (S)

Tree Stakes
Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)

Tree Transplantation
Alexander Equipment Co. Inc. (S)

Tree Transplanting Equipment
Air-Spade®, a Div. of Guardair Corporation (M)
Alexander Equipment Co. Inc. (D)
Bobcat Company (M)
Corona Clipper, Inc. (M)
Dakota Tree Transplanter (D)(M)

Tree Valuations & Inspection
HMI (S)

Trenchers
Bailey’s (D)
Ben Meadows Company (D)
Bobcat Company (M)
J. J. Kane Auctioneers (D)

Vermeer Corporation (M)
Vermeer Sales & Service (D)

Trucks & Truck Accessories
Aerial Lift, Inc. (D)(M)
American Truck & Trailer Body Co. (D)(M)(S)
ArboTech (M)
Bayshore Ford Truck Sales, Inc. (M)(S)
CUES, Inc. (D)
DICA (D)(M)
FEVA Forestry Equipment of VA (S)
Hawk Equipment Corp. (D)
International Trucks/Navistar, Inc. (D)
J. J. Kane Auctioneers (D)
Knaphide Manufacturing Company (M)
North American Equipment Uplifters, Inc. (D)(M)
Payeur Distributions (D)(M)
RBG, Inc. (D)(M)
Reading Truck Body, LLC (D)(M)
Royal Truck & Equipment, Inc. (D)(M)
Safford/KESLA No. American Dist. (D)(M)
SherriTree (D)
Southco Industries, Inc. (D)(M)
Trophy Trucks /Trucksandbodies.com (D)

Tub Grinders
Alexander Equipment Co. Inc. (D)
FAE USA, Inc. (M)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)
Morbark, Inc. (D)(M)
QUADCO Equipment Inc. (M)
Vermeer Corporation (M)

Tub Grinding
Alexander Equipment Co. Inc. (S)
FEVA Forestry Equipment of VA (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)

Used Equipment
Aerial Lift, Inc. (D)
Alexander Equipment Co. Inc. (D)(M)
Altec Industries, Inc. (M)
CAG Truck Capital (S)
Cleaves Company, Inc. (D)
Dynamic Manufacturing Corp./Norco Equipment (M)
ESSCO Distributors Inc. (D)
First Financial LLC (S)
FEVA Forestry Equipment of VA (S)
Hawk Equipment Corp. (D)
Heavy Machinery and Tractor Company (S)
Iron Techincs Enterprises (D)
J. J. Kane Auctioneers (D)
John Bean Sprayers (M)
Karl Kuemmerling, Inc. (D)(M)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)
Morbark, Inc. (D)(M)
RBG, Inc. (D)(M)
Royal Truck & Equipment, Inc. (D)
Shelter Tree, Inc./Tree Care Products (D)(M)
Terex Utilities (S)

Utility Bodies
American Truck & Trailer Body Co. (D)
North American Equipment Uplifters, Inc. (D)
RBG, Inc. (D)
Reading Truck Body, LLC (D)
Southco Industries, Inc. (D)
Terex Utilities (D)

Utility Carts
CUES, Inc. (D)
Heavy Machinery and Tractor Company (S)
Husqvarna (M)

Web Design
 ArborSoftWorx (S)
Charles Hodge Customized Consulting (S)
Market Hardware, Inc. (S)

Web Site Marketing
Market Hardware, Inc. (S)

Wireless Security Systems
Tattletale Portable Alarm Systems, Inc. (D)

Wood Chip Processors
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (M)
Carl Neuzetel Services (S)
Concept Products Corp. (D)(M)
Dynamic Manufacturing Corp./Norco Equipment (M)
Vermeer Corporation (M)

Wood Furnaces, Outdoor
Kiln-Direct (S)

Wood Processing
Alexander Equipment Co. Inc. (S)
Bandit Industries, Inc. (M)
Carl Neuzetel Services (S)
Concept Products Corp. (M)
MIRK, Inc./Toombs Truck & Equip. Co. (M)
Morbark, Inc. (M)
Multitek North America LLC (S)
QUADCO Equipment Inc. (M)
Vermeer Corporation (M)
Woodsman LLC (M)

Wood Processors
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Bandit Industries, Inc. (D)
Cleaves Company, Inc. (D)
Concept Products Corp. (D)
Karl Kuemmerling, Inc. (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D)
Morbark, Inc. (D)
Multitek North America LLC (D)
Shelter Tree, Inc./Tree Care Products (D)

Wood Splitters
Alexander Equipment Co. Inc. (S)
Carl Neuzetel Services (S)
Multitek North America LLC (S)
Branch Mgr Attachments/Top Notch Equipment (M)(S)
US Praxis, Inc. (M)

Work Gloves
Youngstown Glove Co. (S)
Take the First Step
...to a safer, better trained, more profitable workforce

Tree Care Academy training programs teach and test for critical skills and core knowledge that employees need to work safely and professionally.

- Help employees show their skills and demonstrate their value
- Lower insurance premiums by lowering injury rates
- Increase productivity and save money

Documents OSHA and ANSI Z133 required training

Available in both English and Spanish!
Courses include manual, tests, transcripts tracked by TCIA, certificates of completion, patches, helmet decals and more!

Check out these other important training programs from TCIA:
- Aerial Rescue Training Program
- Tree Care Specialist
- Electrical Hazards Awareness Program (EHAP)

Call TCIA today to start your employees on a safer, more productive upward journey!
1-800-733-2622 or online at www.tcia.org
For more than 80 years, Altect has provided equipment solutions, exceptional customer service and the most advanced manufacturing and engineering techniques. We’ve made a business of understanding the unique requirements of every industry we serve and we remain committed to total customer satisfaction in everything we do. That’s why we can stand behind our products with the most comprehensive warranty in the industry. Guaranteed, only from Altect.

See our 4-color Reader Service Listing
ALPHABETICAL LISTING

(S) Arboriculture Canada Training & Education, Ltd.  
5137 - 51 Street 
Olds, AB T1J 1H1, Canada 
Phone: (403) 556-1701 
Toll Free: (877) 268-8733 
Fax: (865) 514-8236 
E-mail: info@arborcanada.com 
Web: www.arborcanada.com 
Mr. Dwayne Neustaeter

(M) Arborjet, Inc.  
95 Blueberry Hill Road 
Webstur, NY 14894-1612 
Phone: (781) 935-9070 
Fax: (781) 935-9080 
E-mail: peterwild@arborjet.com 
Web: www.arborjet.com 
Mr. Peter M. Wild

(D) Arborlink  
24/388 Newman Road 
Geebung 4034 Australia 
Phone: (617) 386-57255 
Fax: (617) 386-57344 
E-mail: alan@arborlink.com.au 
Mr. Alan Drinnen

(S) ArborMaster Inc.  
PO Box 62 
Willington, CT 06279 
Phone: (860) 429-5028 
Fax: (860) 429-5058 
E-mail: Info@ArborMaster.com 
Web: www.arbormaster.com 
Mr. Ken Palmer

(S) ArborMAX Insurance Program  
65 Memorial Rd, Suite 340 
West Hartford, CT 06107 
Toll Free: (877) 602-7267 
Fax: (860) 760-8401 
E-mail: mrook@gasinsurance.net 
Web: www.arbormax.com 
Mr. Michael J. Rook
See our 4-color Reader Service Listing

(D)(M)(S) ArborSoftWorx  
10500 Old Court Rd 
Woodstock, MD 21163-1112 
Toll Free: (800) 492-7267 
Phone: (410) 461-5858 
Fax: (410) 465-3593 
E-mail: Sales@ArborSoftWorx.com 
Web: www.ArborSoftWorx.com 
Ms. Diana Cardillo
See our 4-color Reader Service Listing

(M) ArborTech  
3203 West Old Lincoln Way 
Wooster, OH 44691 
Toll Free: (800) 277-8245 
Phone: (330) 264-4266 
Fax: (330) 264-7428 
E-mail: gmiller@arbortech.cc 
Web: www.arbortech.cc 
Mr. Galen Miller

(M) Arborwear, LLC  
PO Box 629 
Newbury, NY 14065 
Toll Free: (888) 578-8733 
Phone: (440) 564-9264 
Fax: (440) 564-7977 
E-mail: info@arborwear.com 
Web: www.arborwear.com 
Mr. Bill Weber

(D) Arrowhead Aerial Products, Inc.  
5904 McGuade Road Suite 3 
Duluth, MN 55804 
Toll Free: (877) 525-5164 
Phone: (218) 525-5164 
Fax: (218) 525-5162 
E-mail: smccarty@arrowheadaerial.com 
Web: www.arrowheadaerial.com 
Ms. Sharon McCarty

(D) Bailey’s  
1222 Commerce Ave., Unit D 
Woodland, CA 95776 
Toll Free: (800) 322-4539 
Phone: (707) 984-6133 
Fax: (707) 984-8115 
E-mail: baileys@baileysonline.com 
Web: www.baileysonline.com 
Mr. John Conroy 
See our 4-color Reader Service Listing

(D)(M) Bandit Industries, Inc.  
6750 Millbrook Road 
Remus, MI 49340 
Toll Free: (800) 952-0178 
Phone: (989) 561-2270 
Fax: (989) 561-2375 
E-mail: sales@banditchippers.com 
Web: www.banditchippers.com 
Regional Sales Rep.
See our 4-color Reader Service Listing

(D)(M) Bartlett Arborist Supply & Manufacturing Company  
3003 East Grand Blvd 
Detroit, MI 48202 
Toll Free: (800) 322-4539 
Phone: (313) 873-7300 
Fax: (313) 873-5054 
E-mail: john@bartlettman.com 
Web: www.bartlettman.com 
Mr. John Nelson

(M) Bayer Environmental Science  
PO Box 99 
Pittsburgh, PA 15230-0098 
Toll Free: (800) 331-2867 
Phone: (919) 549-2484 
Fax: (919) 549-3947 
E-mail: jason.kuhlemeier@bayercropscience.com 
Web: www.backedbybayer.com 
Mr. Jason Kuhlemeier

(M)(S) Bayshore Ford Truck Sales, Inc.  
4003 N Dupont Hwy 
New Castle, DE 19720-6313 
Toll Free: (302)656-3160 
Fax: (302)652-3538 
E-mail: jdarhower@bayshoretrucks.com 
Web: www.bayshoreford.com 
Mr. Jeb Darhower

(D)(M) Ben Meadows Company  
401 S Wright Rd 
Janesville, WI 53546 
Toll Free: (800) 241-6401 
Fax: (800) 628-2068 
E-mail: g.clark@benmeadows.com 
Web: www.benmeadows.com 
Mr. Gary Clark

(M) Big Beaver ReTREEver  
PO Box 2450 
Manteo, NC 27954-2450 
Phone: (252) 473-2225 
Fax: (252) 473-5252 
E-mail: sales@BBRSales.com 
Web: www.BigBeaverReTREEver.com 
Mr. Edwin Coulburn, Jr.

(D) Bishop Company  
12519 E. Putnam Street 
Whittier, CA 90602 
Toll Free: (800) 421-4833 
Phone: (800) 421-4833 
Fax: (302)656-3160 
E-mail: sales@bigbeaver.com 
Web: www.bishopco.com 
Mr. Keith McCormick

(D)(S) Blue Ridge Arborist Supply, LLC  
PO Box 1626 
Culpeper, VA 22701 
Toll Free: (800) 577-TREE (8733) 
Phone: (540) 829-6889 
Fax: (540) 829-6890 
E-mail: blueridge@vabb.com 
Web: www.BLUERIDGEarboristsupply.com 
Ms. Stephanie Partlow

(M)(S) Bobcat Company  
PO Box 6009 
West Fargo, ND 58078-6000 
Toll Free: (800) 965-4232 
Fax: (701) 280-7860 
E-mail: infocenter@bobcat.com 
Web: www.bobcat.com 
Mr. Mike Metro

See our 4-color Reader Service Listing

See our 4-color Reader Service Listing

T C I  B U Y E R S ’  G U I D E  J U L Y  2 0 1 0
<table>
<thead>
<tr>
<th>(D) Distributor</th>
<th>(M) Manufacturer</th>
<th>(S) Industry Support and Service Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td>(M) Corona Clipper</td>
<td>1540 East 6th St</td>
<td>Corona, CA 92879</td>
</tr>
<tr>
<td>Toll Free: (800) 847-7863</td>
<td>Phone: (951) 737-6515</td>
<td>Fax: (951) 737-8567</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:sales@coronaclipper.com">sales@coronaclipper.com</a></td>
<td>Web: <a href="http://www.coronaclipper.com">www.coronaclipper.com</a></td>
<td>Mr. John Reisbeck</td>
</tr>
<tr>
<td>See our 4-color Reader Service Listing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(D)(M) Creative Sales, Inc.</td>
<td>222 N. Park Ave</td>
<td>Fremont, NE 68026</td>
</tr>
<tr>
<td>Toll Free: (800) 759-7739</td>
<td>Phone: (402) 727-4800</td>
<td>Fax: (402) 727-4841</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:brian@acecap.net">brian@acecap.net</a></td>
<td>Web: <a href="http://www.acecap-medicap.com">www.acecap-medicap.com</a></td>
<td>Mr. Bryan K. Wolfe</td>
</tr>
<tr>
<td>(D) CUES, Inc.</td>
<td>14 Caldwell Dr</td>
<td>Amherst, NH 03031-2393</td>
</tr>
<tr>
<td>Toll Free: (800) 258-1010</td>
<td>Phone: (603) 889-4071</td>
<td>Fax: (603) 886-5909</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@cuesequip.com">info@cuesequip.com</a></td>
<td>Web: <a href="http://www.cuesequipment.com">www.cuesequipment.com</a></td>
<td>Mr. Alan Morrison</td>
</tr>
<tr>
<td>See our 4-color Reader Service Listing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(D) Cummins Bridgeway, LLC</td>
<td>21810 Clessie Court</td>
<td>New Hudson, MI 48165</td>
</tr>
<tr>
<td>Phone: (248) 573-1600</td>
<td>Fax: (248) 573-1598</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:jim.m.osborne@cummins.com">jim.m.osborne@cummins.com</a></td>
<td>Web: <a href="http://www.cumminsbridgeway.com">www.cumminsbridgeway.com</a></td>
<td>Mr. James M. Osborne</td>
</tr>
<tr>
<td>(D) Cutter's Choice</td>
<td>2008 East 33rd St</td>
<td>Erie, PA 16510</td>
</tr>
<tr>
<td>Toll Free: (800) 824-8521</td>
<td>Phone: (814) 898-1629</td>
<td>Fax: (814) 898-0275</td>
</tr>
<tr>
<td>Web: <a href="http://www.cutterschoice.com">www.cutterschoice.com</a></td>
<td>Mr. Andy Bethel</td>
<td></td>
</tr>
<tr>
<td>See our 4-color Reader Service Listing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(D)(M) Dakota Tree Transplanter</td>
<td>PO Box 14088</td>
<td>Grand Forks, ND 58208</td>
</tr>
<tr>
<td>Toll Free: (518) 424-3083</td>
<td>Phone: (518) 399-3966</td>
<td>Fax: (518) 399-0481</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:sales@dakotapeat.com">sales@dakotapeat.com</a></td>
<td>Web: <a href="http://www.dakotapeat.com">www.dakotapeat.com</a></td>
<td>Mr. Herb Jackson</td>
</tr>
<tr>
<td>(D)(M) DICA</td>
<td>PO Box 188</td>
<td>Panora, IA 50216</td>
</tr>
<tr>
<td>Toll Free: (800) 610-3422</td>
<td>Phone: (641) 755-4800</td>
<td>Fax: (641) 755-4810</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:dickk@dicausa.com">dickk@dicausa.com</a></td>
<td>Web: <a href="http://www.dicausa.com">www.dicausa.com</a></td>
<td>Mr. Dick Koberg</td>
</tr>
<tr>
<td>See our 4-color Reader Service Listing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(D)(M) Doggett Corporation</td>
<td>30 Cherry St</td>
<td>Lebanon, NJ 08833</td>
</tr>
<tr>
<td>Toll Free: (800) 448-1862</td>
<td>Phone: (908) 236-6335</td>
<td>Fax: (908) 236-7716</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:mellick@cs.com">mellick@cs.com</a></td>
<td>Web: <a href="http://www.doggettcorp.com">www.doggettcorp.com</a></td>
<td>Mr. Roger D. Mellick</td>
</tr>
<tr>
<td>(D)(M) DuraDeck Div. - Signature Fencing &amp; Flooring Systems, LLC</td>
<td>50 E 42nd St. 14th floor</td>
<td>New York, NY 10017</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:gharry@eventdeck.com">gharry@eventdeck.com</a></td>
<td>Web: <a href="http://www.signaturefencing.com">www.signaturefencing.com</a></td>
<td>Mr. Gerald Harry</td>
</tr>
<tr>
<td>(M)(S) Dynamic Manufacturing Corp./Div. of Norco Equipment</td>
<td>PO Box 39</td>
<td>Weidman, MI 48893</td>
</tr>
<tr>
<td>Phone: (989) 644-8109</td>
<td>Fax: (989) 644-6697</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:gnberts@norcoequipment.com">gnberts@norcoequipment.com</a></td>
<td>Web: <a href="http://www.norcoequipment.com">www.norcoequipment.com</a></td>
<td>Mr. Greg Roberts</td>
</tr>
<tr>
<td>(M)(S) Engine Power Source</td>
<td>348 Bryant Blvd.</td>
<td>Rock Hill, SC 29732</td>
</tr>
<tr>
<td>Toll Free: (800) 842-1104</td>
<td>Phone: (631) 665-1370</td>
<td>Fax: (631) 665-1559</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:esscodist@aol.com">esscodist@aol.com</a></td>
<td>Web: <a href="http://www.esscodist.com">www.esscodist.com</a></td>
<td>Mr. John Skuler</td>
</tr>
<tr>
<td>(D)(M)(S) ESSCO Distributors Inc.</td>
<td>1555 Fifth Industrial Court</td>
<td>Bay Shore, NY 11706-3440</td>
</tr>
<tr>
<td>Toll Free: (800) 944-5898</td>
<td>Phone: (781) 942-4675</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@spiderlifts.com">info@spiderlifts.com</a></td>
<td>Web: <a href="http://www.spiderlifts.com">www.spiderlifts.com</a></td>
<td>Mr. Leonardo Polanski</td>
</tr>
<tr>
<td>(D) Extreme Access Solutions</td>
<td>14 Chapin Avenue</td>
<td>Reading, MA 01867-3201</td>
</tr>
<tr>
<td>Toll Free: (800) 944-5898</td>
<td>Phone: (781) 942-4675</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:john.conger@eydent.com">john.conger@eydent.com</a></td>
<td>Web: <a href="http://www.eydent.com">www.eydent.com</a></td>
<td>Mr. John Conger</td>
</tr>
<tr>
<td>(D)(M)(S) FAE USA, Inc.</td>
<td>5321 Rafe Banks Drive</td>
<td>Flowery Branch, GA 30542</td>
</tr>
<tr>
<td>Phone: (770) 407-2014</td>
<td>Fax: (770) 338-4508</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:mjackson@faeusa.com">mjackson@faeusa.com</a></td>
<td>Web: <a href="http://www.faeusa.com">www.faeusa.com</a></td>
<td>Mr. Matt Jackson</td>
</tr>
<tr>
<td>(S) Eydent International Insurance Brokers, LLC</td>
<td>523 Swede St.</td>
<td>Norristown, PA 19401</td>
</tr>
<tr>
<td>Phone: (610) 270-9530</td>
<td>Fax: (610) 270-9531</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:john.conger@eydent.com">john.conger@eydent.com</a></td>
<td>Web: <a href="http://www.eydent.com">www.eydent.com</a></td>
<td>Mr. John Conger</td>
</tr>
<tr>
<td>(D)(M)(S) FAE USA, Inc.</td>
<td>5321 Rafe Banks Drive</td>
<td>Flowery Branch, GA 30542</td>
</tr>
<tr>
<td>Phone: (770) 407-2014</td>
<td>Fax: (770) 338-4508</td>
<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:mjackson@faeusa.com">mjackson@faeusa.com</a></td>
<td>Web: <a href="http://www.faeusa.com">www.faeusa.com</a></td>
<td>Mr. Matt Jackson</td>
</tr>
<tr>
<td>(D)(M) Echo Incorporated</td>
<td>400 Oakwood Rd</td>
<td>Lake Zurich, IL 60047-1564</td>
</tr>
<tr>
<td>Phone: (847) 540-8400</td>
<td>Fax: (847) 540-9670</td>
<td></td>
</tr>
<tr>
<td>Toll Free: (800) 432-3246</td>
<td>E-mail: <a href="mailto:marketing@echo-usa.com">marketing@echo-usa.com</a></td>
<td>Web: <a href="http://www.echo-usa.com">www.echo-usa.com</a></td>
</tr>
</tbody>
</table>
Manufacturers of folding saws, curved-blade tree saws, pole saws and 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 4-color Reader Service Listing.
KASK is the leading Italian manufacturer of the professional, top-of-the-line and finest-quality safety helmets for cycling & skiing, climbing & mountaineering, work & rescue, activities at height & industrial use, and safety accessories.

(S) Kelly King Insurance Services
PO Box 599
Ripon, CA 95666-0599
Toll Free: (860) 220-8931
Fax: (209) 599-7517
E-mail: kelly@kellykinginsurance.com
Web: www.kellykinginsurance.com
Ms. Kelly King

(S) Knip-Direct
PO Box 159
Burgaw, NC 28425
Phone: (910) 259-1624
Fax: (910) 259-1625
E-mail: nils@knip-direct.com
Web: www.knip-direct.com
Mr. Niels Jorgensen

(M) Leonardo Manufacturing
2728 Erie Dr
Weedsport, NY 13166-9505
Toll Free: (800) 537-2552
Phone: (315) 834-6611
Fax: (315) 834-9220
E-mail: sales@leonardimfg.com
Web: www.leonardimfg.com
Mr. Joe Leonard

See our 4-color Reader Service Listing

(S) Liberty Financial Group, Inc.
7 Church Rd
Hatfield, PA 19440-1249
Toll Free: (800) 422-1844
Phone: (888) 883-4480
Fax: (888) 883-9380
E-mail: philm@libertyfg.com
Web: www.libertyfg.com
Mr. Philip McClurkin

See our 4-color Reader Service Listing

(D)(M)(S) LAMTRAC International Inc.
250, Rue De L’Exportation
Tracadie-Sheila, NB E1X 1A2, Canada
Toll Free: (888) LAM-TRAC
Phone: (980) 526-8722
Fax: (506) 393-8501
E-mail: chantal.doucet@lamtrac.com
Web: www.lamtrac.com
Mr. Chantal Power

(S) Landscape Success Systems
32 Pondview Ave
Trumbull, CT 06611
Phone: (203) 478-4430
Fax: (203) 427-0402
E-mail: jeff@jeffreyscott.biz
Web: www.jeffreyscott.biz
Mr. Jeffrey Scott

See our 4-color Reader Service Listing

(M) Leonard Manufacturing
2728 Erie Dr
Weedsport, NY 13166-9505
Toll Free: (800) 537-2552
Phone: (315) 834-6611
Fax: (315) 834-9220
E-mail: sales@leonardimfg.com
Web: www.leonardimfg.com
Mr. Joe Leonard

See our 4-color Reader Service Listing

(S) Liberty Financial Group, Inc.
7 Church Rd
Hatfield, PA 19440-1249
Toll Free: (800) 422-1844
Phone: (888) 883-4480
Fax: (888) 883-9380
E-mail: philm@libertyfg.com
Web: www.libertyfg.com
Mr. Philip McClurkin

See our 4-color Reader Service Listing
ALPHABETICAL LISTING

(D) Distributor (M) Manufacturer (S) Industry Support and Service Provider

(D)(M)(S) Minnesota Wanner Company
7125 Ohms Lane
Minneapolis, MN 55439
Toll Free: (800) 247-4998
Phone: (952) 929-1070
Fax: (952) 929-5933
E-mail: sales@minnesotawanner.com
Web: www.minnesotawanner.com
Mr. Tom Wanner
See our 4-color Reader Service Listing

(M) New England Ropes, Corp.
848 Airport Road
Fall River, MA 02720-4735
Toll Free: (800) 333-6679
Phone: (508) 678-8200
Fax: (508) 679-2363
E-mail: sales@neropes.com
Web: www.neropes.com
Mr. Bill Shakespeare

(S) NRC Insurance Agency
2937 Venemen Ave, #A105
Modesto, CA 95356
Toll Free: (888) 436-2541
Phone: (209) 577-5132
Fax: (209) 577-6043
E-mail: gcordle@nrcinsurance.com
Web: www.nrcinsurance.com
Ms. Gloria Cordle

(S) Ogilvy Hill Insurance
418 Chapala St
Santa Barbara, CA 93102
Toll Free: (800) 566-6464
Fax: (805) 966-7810
E-mail: mark.shipp@hubinternational.com
Web: www.ogilvyhill.com
Mr. Mark Ship, CTSP

(D)(M) Monterey Lawn & Garden Products
PO Box 35000
Fresno, CA 93745-5000
Phone: (559) 499-2100
Fax: (559) 499-1015
Web: www.montereylawngarden.com
Mr. Jason Showers

(D)(M)(S) Multitek North America LLC
700 Main Street
Prentice, WI 54556-0170
Phone: (973) 837-1390
Fax: (973) 837-1391
E-mail: dspringer@nortgroup.com
Mr. David Springer

(D)(M)(S) Morbark, Inc.
PO Box 1000
Winn, ME 04896-1000
Toll Free: (800) 831-0042
Phone: (888) 850-9116
Fax: (864) 968-8836
E-mail: sales@niftylift.com
Web: www.niftylift.com
Mr. Jon Hedlund

(S) National Insurance Programs
900 Rte. 9 North, Ste 503
Woodbridge, NJ 07095
Toll Free: (800) 446-7647
Fax: (715) 428-2700
E-mail: sales@multitekinc.com
Web: www.multitekinc.com
Mr. Howard Heikinen

(D)(M)(S) Northeastern Arborist Supply
910 Athens Highway, Suite K219
Loganville, GA 30052-4952
Toll Free: (888) 652-9116
Fax: (678) 344-6865
E-mail: kmcneil@naeuc.com
Mr. Michael Duncan

(S) Northern Atlantic Financial, Corp.
Londonderry, NH 03053-1017
Phone: (603) 624-6288
Fax: (973) 837-1391
E-mail: jeff.eiserman@ollisco.com
Web: www.ollisco.com
Mr. Jeff Eiserman

PO Box 1017
Londonderry, NH 03053-1017
Phone: (603) 624-6288
Fax: (603) 436-1493
E-mail: inquire@morbark.com
Web: www.morbark.com
Mr. W. T. Thomson

(D)(M)(S) Northeast Shade Tree
980 Main Street
Portsmouth, NH 03802-4434
Phone: (603) 436-4804
Fax: (603) 624-6289
E-mail: neropes@neropes.com
Web: www.neropes.com
Mr. Bill Shakespeare

(S) The Nature Zone
910 Athens Highway, Suite K219
Loganville, GA 30052-4952
Toll Free: (888) 652-9116
Fax: (678) 344-6865
E-mail: kmcneil@naeuc.com
Mr. Michael Duncan

(S) Piedmont Group Insurance Solutions
1368 Business Park Dr
Traverse City, MI 49686
Phone: (231) 922-7220
Fax: (231) 922-7275
E-mail: dmuth@petersonmcgregor.com
Web: www.petersonmccg.com
Mr. Jon Hedlund

(D) NEA Service, Inc.
PO Box 1017
Londonderry, NH 03053-1017
Phone: (603) 624-6288
Fax: (603) 436-1493
E-mail: inquire@morbark.com
Web: www.morbark.com
Mr. W. T. Thomson

(D)(M)(S) Morbark, Inc.
PO Box 1000
Winn, ME 04896-1000
Toll Free: (800) 831-0042
Phone: (888) 850-9116
Fax: (678) 344-6865
E-mail: scott@northamericantrainingsolutions.com
Web: www.northamericantrainingsolutions.com
Mr. Scott Prophett

(S) Petzl America
50 Notch Road
West Paterson, NJ 07424
Toll Free: (800) 261-7772
Phone: (973) 837-1390
Fax: (973) 837-1391
E-mail: neasupply@aol.com
Web: www.northeasternarborist.com
Ms. Karen Dujets

(S) Piedmont Group Insurance Solutions
410 Turnberry Way
Souderton, PA 18964
Toll Free: (800) 170-4361
Phone: (989) 866-2381
Fax: (952) 929-5933
E-mail: inquire@morbark.com
Web: www.morbark.com
Mr. W. T. Thomson
**ALPHABETICAL LISTING**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>(M)(S) Plant Food Company, Inc.</td>
<td>38 Hightstown, Cranbury Station Rd, Cranbury, NJ 08512</td>
<td>Toll Free: (800) 562-1291&lt;br&gt;Phone: (609) 448-0935&lt;br&gt;Fax: (609) 443-8038&lt;br&gt;E-mail: <a href="mailto:tplatz@plantfoodco.com">tplatz@plantfoodco.com</a>&lt;br&gt;Web: <a href="http://www.plantfoodco.com">www.plantfoodco.com</a>&lt;br&gt;Mr. Ted Platz</td>
</tr>
<tr>
<td>(D) Plant Growth Management Systems</td>
<td>PO Box 214, Niles, MI 49120</td>
<td>Toll Free: (877) 902-7467&lt;br&gt;Phone: (269) 663-7467&lt;br&gt;Fax: (269) 663-7467&lt;br&gt;E-mail: <a href="mailto:pgms@earthlink.net">pgms@earthlink.net</a>&lt;br&gt;Web: <a href="http://www.plantgrowthmanagementsystems.com">www.plantgrowthmanagementsystems.com</a>&lt;br&gt;Ms. Laurie A. Mann</td>
</tr>
<tr>
<td>(M)(S) Plant Health Care, Inc.</td>
<td>285 Kappa Drive, Ste 100, Pittsburgh, PA 15238-1330</td>
<td>Toll Free: (800) 421-9051&lt;br&gt;Phone: (412) 826-5488&lt;br&gt;Fax: (412) 826-5445&lt;br&gt;E-mail: <a href="mailto:info@planthealthcare.com">info@planthealthcare.com</a>&lt;br&gt;Web: <a href="http://www.planthealthcare.com">www.planthealthcare.com</a>&lt;br&gt;Mr. Richard Sleight</td>
</tr>
<tr>
<td>(M) PCC™Plastic Composites Co.</td>
<td>8301 Clinton Park Drive, Fort Wayne, IN 46825</td>
<td>Toll Free: (800) 747-9339&lt;br&gt;Phone: (260) 484-3139&lt;br&gt;Fax: (260) 483-2532&lt;br&gt;E-mail: <a href="mailto:info@buckettruckparts.com">info@buckettruckparts.com</a>&lt;br&gt;Web: <a href="http://www.buckettruckparts.com">www.buckettruckparts.com</a>&lt;br&gt;Mr. G. Daniel Templeton</td>
</tr>
<tr>
<td>(M) Plymkraft, Inc.</td>
<td>479 Export Circle, Newport, WA 23601</td>
<td>Toll Free: (800) 992-0854&lt;br&gt;Phone: (757) 595-0364x27&lt;br&gt;Fax: (757) 595-6106&lt;br&gt;E-mail: <a href="mailto:richard@plymkraft.com">richard@plymkraft.com</a>&lt;br&gt;Web: <a href="http://www.columbianrope.com">www.columbianrope.com</a>&lt;br&gt;Mr. Richard Sleigh</td>
</tr>
<tr>
<td>(D) Portable Winch Co.</td>
<td>1170 rue Thomas-Tremblay St., Sherbrooke, QC J1G 5S5, Canada</td>
<td>Toll Free: (888) 388-7855&lt;br&gt;Phone: (514) 227-5196&lt;br&gt;E-mail: <a href="mailto:info@portablewinch.com">info@portablewinch.com</a>&lt;br&gt;Web: <a href="http://www.portablewinch.com">www.portablewinch.com</a>&lt;br&gt;Mr. Christian Pelletier</td>
</tr>
<tr>
<td>(D)(M) Power Great Lakes, Inc.</td>
<td>176 Mittel Drive, Wood Dale, IL 60191-1119</td>
<td>Toll Free: (800) 551-2938&lt;br&gt;Phone: (630) 350-9400&lt;br&gt;Fax: (630) 350-9900&lt;br&gt;E-mail: <a href="http://www.powergreatlakes.com">www.powergreatlakes.com</a>&lt;br&gt;Mr. Gary Winemaster</td>
</tr>
<tr>
<td>(M) Preformed Line Products</td>
<td>PO Box 91129, Cleveland, OH 44101-1129</td>
<td>Phone: (440) 461-5200&lt;br&gt;Fax: (440) 442-8816&lt;br&gt;E-mail: <a href="mailto:inquiries@preformed.com">inquiries@preformed.com</a>&lt;br&gt;Web: <a href="http://www.preformed.com">www.preformed.com</a>&lt;br&gt;Mr. Claude Samson</td>
</tr>
<tr>
<td>(M) Premier Tech Biotechnologies</td>
<td>One Avenue Premier, Riviere-du-Loup, QC G5R 6C1, Canada</td>
<td>Phone: (418) 867-8883&lt;br&gt;Fax: (418) 867-3999&lt;br&gt;E-mail: <a href="mailto:samc@premiertech.com">samc@premiertech.com</a>&lt;br&gt;Web: <a href="http://www.quadco.com">www.quadco.com</a>&lt;br&gt;Mr. Claude Samson</td>
</tr>
<tr>
<td>(M) QUACCO Equipment Inc.</td>
<td>30 Industrial St., Eustache, QC J7R 5C1, Canada</td>
<td>Phone: (450) 623-3340&lt;br&gt;Fax: (450) 623-5337&lt;br&gt;E-mail: <a href="mailto:philo@manainc.com">philo@manainc.com</a>&lt;br&gt;Web: <a href="http://www.usemyke.com">www.usemyke.com</a>&lt;br&gt;Mr. Doug Suttor</td>
</tr>
<tr>
<td>(D)(M)(S) Rainbow Treecare Scientific Advancements (SciVance)</td>
<td>11571 K-Tel Drive, Minnetonka, MN 55343-8845</td>
<td>Toll Free: (877) 272-6747&lt;br&gt;Phone: (952) 252-0504&lt;br&gt;Fax: (952) 252-0938&lt;br&gt;E-mail: <a href="mailto:tprosser@rainbowtreecare.com">tprosser@rainbowtreecare.com</a>&lt;br&gt;Web: <a href="http://www.realgreen.com">www.realgreen.com</a>&lt;br&gt;Ms. Valerie Magnaghi</td>
</tr>
<tr>
<td>(D)(M) Rayco Manufacturing, Inc.</td>
<td>4255 East Lincoln Way, Wooster, OH 44691-8001</td>
<td>Toll Free: (800) 392-2586&lt;br&gt;Phone: (330) 264-8699&lt;br&gt;Fax: (330) 264-3657&lt;br&gt;E-mail: <a href="mailto:rayco@raycomfg.com">rayco@raycomfg.com</a>&lt;br&gt;Web: <a href="http://www.raycomfg.com">www.raycomfg.com</a>&lt;br&gt;Mr. J.R. Bowling</td>
</tr>
<tr>
<td>(M)(S) RBG Inc.</td>
<td>317 Rte 27, Raymond, NH 03077-1450</td>
<td>Phone: (603) 895-3803&lt;br&gt;Fax: (603) 895-4866&lt;br&gt;E-mail: <a href="mailto:rickg@ramondbucketguys.com">rickg@ramondbucketguys.com</a>&lt;br&gt;Mr. Richard Girard</td>
</tr>
<tr>
<td>(D)(M)(S) ReachMaster, Inc.</td>
<td>1416 D. Stonehollow Dr, Kingwood, TX 77339</td>
<td>Toll Free: (866) 358-7088&lt;br&gt;Phone: (281) 358-7088&lt;br&gt;Fax: (281) 359-3500&lt;br&gt;E-mail: <a href="mailto:info@reachmaster.com">info@reachmaster.com</a>&lt;br&gt;Web: <a href="http://www.reachmaster.com">www.reachmaster.com</a>&lt;br&gt;Ms. Pamela Nielsen</td>
</tr>
<tr>
<td>(D)(M)(S) Reading Truck Body, LLC</td>
<td>P.O. Box 650, Reading, PA 19607</td>
<td>Phone: (610) 775-3301&lt;br&gt;Fax: (610) 775-3261&lt;br&gt;E-mail: <a href="mailto:kbarr@readingbody.com">kbarr@readingbody.com</a>&lt;br&gt;Web: <a href="http://www.readingbody.com">www.readingbody.com</a>&lt;br&gt;Mr. Keith Barr</td>
</tr>
<tr>
<td>(D)(M) Real Green Systems</td>
<td>8601 Boulder Ct, Walled Lake, MI 48380-4138</td>
<td>Toll Free: (800) 422-7478&lt;br&gt;Fax: (248) 694-2029&lt;br&gt;E-mail: <a href="mailto:val@realgreen.com">val@realgreen.com</a>&lt;br&gt;Web: <a href="http://www.realgreen.com">www.realgreen.com</a>&lt;br&gt;Ms. Valerie Magnaghi</td>
</tr>
<tr>
<td>(D)(M)(S) Reddick Equipment Company</td>
<td>1909 W Main St, Williamsonston, NC 27582-7611</td>
<td>Phone: (252) 792-1191&lt;br&gt;Fax: (252) 792-4913&lt;br&gt;E-mail: <a href="mailto:sales@reddick.cc">sales@reddick.cc</a>&lt;br&gt;Web: <a href="http://www.reddickequipment.com">www.reddickequipment.com</a>&lt;br&gt;Mr. Swanson Graves</td>
</tr>
<tr>
<td>(M) Redmax</td>
<td>7349 Statesville Road, Charlotte, NC 28269</td>
<td>Toll Free: (800) 291-8251&lt;br&gt;Phone: (704) 921-7034&lt;br&gt;E-mail: <a href="mailto:sales@redmax.com">sales@redmax.com</a>&lt;br&gt;Web: <a href="http://www.redmax.com">www.redmax.com</a>&lt;br&gt;Mr. Tommy Tanaka</td>
</tr>
<tr>
<td><strong>Distributors</strong></td>
<td><strong>Manufacturers</strong></td>
<td><strong>Industry Support and Service Providers</strong></td>
</tr>
<tr>
<td>-----------------</td>
<td>------------------</td>
<td>------------------------------------------</td>
</tr>
<tr>
<td><strong>(D)</strong> Reliable Equipment &amp; Service Co Inc.</td>
<td><strong>(M)</strong> Royal Truck &amp; Equipment, Inc.</td>
<td><strong>(S)</strong> Reliant Safety Products, LLC</td>
</tr>
<tr>
<td>92 Steam Whistle Dr, Ivyland, PA 18974-1450</td>
<td>6910 Rl 309, Cooperburg, PA 18036-1131</td>
<td>10379 County Road V, Amherst, WI 4406</td>
</tr>
<tr>
<td>Phone: (215) 357-3500, Fax: (215) 357-0363</td>
<td>Toll Free: (800) 283-4090, Phone: (610) 282-4090</td>
<td>Phone: (715) 254-1046, Fax: (715) 254-1753</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:Tools@reliable-equip.com">Tools@reliable-equip.com</a>, Web: <a href="http://www.reliable-equip.com">www.reliable-equip.com</a></td>
<td>Fax: (610) 282-8986, E-mail: <a href="mailto:sales@royaltruckequip.com">sales@royaltruckequip.com</a></td>
<td>E-mail: <a href="mailto:sandy@reliantsafetyproducts.com">sandy@reliantsafetyproducts.com</a>, Web: <a href="http://www.reliantsafetyproducts.com">www.reliantsafetyproducts.com</a></td>
</tr>
<tr>
<td></td>
<td>Mr. Norman Delan, Jr.</td>
<td>Mr. Sandy Krogwald</td>
</tr>
<tr>
<td><strong>(D)</strong> Reliant Safety Products, LLC</td>
<td><strong>(M)</strong> Ryan’s Equipment</td>
<td><strong>(S)</strong> Renegade Marketing Systems</td>
</tr>
<tr>
<td>10379 County Road V, Amherst, WI 4406</td>
<td>PO Box 387, Edmore, MI 48829-0387</td>
<td>4206 Broadway Avenue, Halton City, TX 76117</td>
</tr>
<tr>
<td>Phone: (715) 254-1046, Fax: (715) 254-1753</td>
<td>Phone: (989) 427-2829, Fax: (989) 427-4008</td>
<td>Phone: (817) 222-9494, Fax: (817) 222-2174</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:sandy@reliantsafetyproducts.com">sandy@reliantsafetyproducts.com</a>, Web: <a href="http://www.reliantsafetyproducts.com">www.reliantsafetyproducts.com</a></td>
<td>E-mail: <a href="mailto:jill@ryansequipment.com">jill@ryansequipment.com</a>, Web: <a href="http://www.ryansequipment.com">www.ryansequipment.com</a></td>
<td>E-mail: <a href="mailto:john@treecaresuccess.com">john@treecaresuccess.com</a>, Web: <a href="http://www.treecaresuccess.com">www.treecaresuccess.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. John P. Davis</td>
</tr>
<tr>
<td><strong>(D)</strong> Rigguy, Inc.</td>
<td><strong>(M)</strong> Rotochopper, Inc.</td>
<td><strong>(S)</strong> Rugguy, Inc.</td>
</tr>
<tr>
<td>505 Parsons View, Cashiers, NC 28717</td>
<td>217 West Street, Saint Martin, MN 56376</td>
<td>505 Parsons View, Cashiers, NC 28717</td>
</tr>
<tr>
<td>Phone: (706) 340-1288, Fax: (706) 548-9242</td>
<td>Toll Free: (800) 548-3500, Phone: (610) 282-4090</td>
<td>Phone: (610) 282-4090, Fax: (610) 282-8986</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:steve@rigguy.com">steve@rigguy.com</a>, Web: <a href="http://www.rigguy.com">www.rigguy.com</a></td>
<td>Phone: (610) 282-8986, E-mail: <a href="mailto:sales@royaltruckequip.com">sales@royaltruckequip.com</a></td>
<td>E-mail: <a href="mailto:sales@royaltruckequip.com">sales@royaltruckequip.com</a>, Web: <a href="http://www.royaltruckequip.com">www.royaltruckequip.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ms. Maria Parry</td>
</tr>
<tr>
<td><strong>(S)</strong> Rugguy, Inc.</td>
<td><strong>(D)</strong>(M) Save Edge</td>
<td><strong>(M)</strong> Robert J. Hanafin, Inc.</td>
</tr>
<tr>
<td>4026 Broadway Avenue, Halton City, TX 76117</td>
<td>360 West Church Street, Xenia, OH 45385-2948</td>
<td>PO Box 509, Endicott, NY 13761</td>
</tr>
<tr>
<td>Phone: (817) 222-9494, Fax: (817) 222-2174</td>
<td>Phone: (937) 828-8298, Fax: (937) 376-8052</td>
<td>Phone: (607) 754-3500, Fax: (607) 754-9797</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:john@treecaresuccess.com">john@treecaresuccess.com</a>, Web: <a href="http://www.treecaresuccess.com">www.treecaresuccess.com</a></td>
<td>E-mail: <a href="mailto:info@saveedge.com">info@saveedge.com</a>, Web: <a href="http://www.saveedge.com">www.saveedge.com</a></td>
<td>E-mail: <a href="mailto:pat@rjhanafininc.com">pat@rjhanafininc.com</a>, Web: <a href="http://www.rjhanafininc.com">www.rjhanafininc.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. Robert E. Bethel, CPCU, CIC</td>
</tr>
<tr>
<td><strong>(D)</strong>(M) Scaffidi/KESLA No American Dist.</td>
<td><strong>(M)</strong> Salsco, Inc.</td>
<td><strong>(M)</strong> Ryan’s Equipment</td>
</tr>
<tr>
<td>PO Box 48, Stevens Point, WI 54481-0048</td>
<td>105 Schoolhouse Rd, Cheshire, CT 06410-1241</td>
<td>PO Box 387, Edmore, MI 48829-0387</td>
</tr>
<tr>
<td>Toll Free: (800) 472-2133</td>
<td>Toll Free: (800) 720-8733</td>
<td>Phone: (989) 427-2829, Fax: (989) 427-4008</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:mschoenfeld@scaffidi.com">mschoenfeld@scaffidi.com</a>, Web: <a href="http://www.grappletruck.net">www.grappletruck.net</a></td>
<td>Phone: (508) 699-8733, Fax: (508) 699-6550</td>
<td>E-mail: <a href="mailto:jill@ryansequip.com">jill@ryansequip.com</a>, Web: <a href="http://www.ryansequipment.com">www.ryansequipment.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. Donald Ryan</td>
</tr>
<tr>
<td>65 Route 4 East, River Edge, NJ 07661</td>
<td>2090 Thornton St, Ferndale, WA 98248</td>
<td>PO Box 511, Concord, NH 03302-0511</td>
</tr>
<tr>
<td>Phone: (201) 267-8900, Fax: (201) 342-5800</td>
<td>Toll Free: (800) 227-7673, Phone: (360) 384-4669</td>
<td>Toll Free: (800) 238-3840, Phone: (603) 224-2562</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:paulf@safetyfirst.com">paulf@safetyfirst.com</a>, Web: <a href="http://www.safetyfirst.com">www.safetyfirst.com</a></td>
<td>Fax: (360) 384-0572, E-mail: <a href="mailto:custserv@samsonrope.com">custserv@samsonrope.com</a></td>
<td>Fax: (603) 224-8012, E-mail: <a href="mailto:rbethel@rowleyagency.com">rbethel@rowleyagency.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. Robert E. Bethel, CPCU, CIC</td>
</tr>
<tr>
<td><strong>(D)</strong>(M) Shelter Tree, Inc./Tree Care Products</td>
<td><strong>(M)</strong> SDM Tools</td>
<td><strong>(S)</strong> Saul Ewing LLP</td>
</tr>
<tr>
<td>195 John Dietsch Sq, N Attleboro, MA 02763</td>
<td>13901 Magnolia Ave, Chino, CA 91710</td>
<td>2600 Virginia Ave NW Ste 1000, Washington, DC 20037</td>
</tr>
<tr>
<td>Toll Free: (800) 720-8733</td>
<td>Toll Free: (800) 451-8989</td>
<td>Phone: (202) 333-8800, E-mail: <a href="mailto:glieber@saul.com">glieber@saul.com</a></td>
</tr>
<tr>
<td>Phone: (508) 699-8733</td>
<td>Phone: (909) 627-2488</td>
<td>Mr. Maggie Schoenfeld</td>
</tr>
<tr>
<td>Fax: (508) 699-6570</td>
<td>Fax: (909) 627-8988</td>
<td>Mr. Simon Cao</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@sheltertree.com">info@sheltertree.com</a>, Web: <a href="http://www.sheltertree.com">www.sheltertree.com</a></td>
<td></td>
<td>Mr. George Mellick</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. George Mellick</td>
</tr>
<tr>
<td><strong>(D)</strong>(M) Scaffidi/KESLA No American Dist.</td>
<td><strong>(M)</strong> Salsco, Inc.</td>
<td><strong>(S)</strong> Saul Ewing LLP</td>
</tr>
<tr>
<td>PO Box 48, Stevens Point, WI 54481-0048</td>
<td>105 Schoolhouse Rd, Cheshire, CT 06410-1241</td>
<td>2600 Virginia Ave NW Ste 1000, Washington, DC 20037</td>
</tr>
<tr>
<td>Toll Free: (800) 472-2133</td>
<td>Toll Free: (800) 720-8733</td>
<td>Phone: (202) 333-8800, E-mail: <a href="mailto:glieber@saul.com">glieber@saul.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. Russ Whyde</td>
</tr>
<tr>
<td><strong>(M)</strong> Samson</td>
<td><strong>(M)</strong> SDM Tools</td>
<td><strong>(D)</strong>(M) Save Edge</td>
</tr>
<tr>
<td>2090 Thornton St, Ferndale, WA 98248</td>
<td>13901 Magnolia Ave, Chino, CA 91710</td>
<td>360 West Church Street, Xenia, OH 45385-2948</td>
</tr>
<tr>
<td>Toll Free: (800) 227-7673</td>
<td>Toll Free: (800) 451-8989</td>
<td>Phone: (909) 627-2488</td>
</tr>
</tbody>
</table>
What is a TCIA Affinity Partner?

To further increase the value of TCIA membership, the Tree Care Industry Association has teamed with several Affinity Partners to bring members cost savings and special services on many important everyday needs. If you are a TCIA member, contact the Affinity Partners identified by the icon next to their name in the Alphabetical Listing in this guide for information on discounts. If you are not a member, contact TCIA Membership at 1-800-733-2622 for more information.

What is a TCIA PACT Partner?

TCIA Partners Advancing Commercial Treecare (PACT) partners, identified by the logo after their name in the Alphabetical Listing of this guide, support many of TCIA’s education and training efforts and programs, and through those, TCIA’s mission for the Transformation of the Industry. The different levels of financial support they provide are identified by their PACT identity, starting off with Seed Partners, then Root Partners, moving up the tree to Branch Partners, and finally the highest level, our Crown Partners. Please let our PACT Partners know that you support their efforts on your behalf and that of the entire industry. For more information, contact TCIA’s Deborah Johnson at 1-800-733-2622 or johnson@tcia.org.

What is a Student Career Day Partner?

Student Career Days (SCD), held in conjunction with TCI EXPO, is a free event for students enrolled in arboriculture, forestry and related programs in two- and four-year collegiate and vocational training programs. All Student Career Days events, the trade show and all educational seminars are FREE to pre-registered students and their instructors/advisors. SCD Partners support the event and receive many rewards for their participation. For more information, contact TCIA’s Deborah Johnson at 1-800-733-2622 or johnson@tcia.org.
Lost Workday Accident Rates for TCIA Member Companies per 100 workers in a year.

The results are in.
TCIA Member companies with employees enrolled in the Certified Treecare Safety Professional program are 10 times less likely to experience a lost workday incident compared with non-CTSP companies.

The numbers don’t lie...*
safety-conscious tree care companies that get involved with the CTSP program experience fewer accidents, fewer injuries, and less lost time — PERIOD.

Join the ranks of 500 other CTSPs nationwide and help your company achieve a culture of safety!

*For the full survey results, click on the CTSP tab at www.tcia.org.
NEW FOR 2010 TCI Magazine Digital Edition

More READERS
More DECISION MAKERS
More CREDIBILITY
More SALES

For ads in TCI Magazine’s Digital Edition, we can report how many visitors viewed your ad page, how many clicked on your ad or through to your own site, and more. We can also provide demographic information on these potential buyers. All TCI print ads are automatically digitized for the online version – FREE of charge.

There are many digital enhancements to further the impact of your ad. Go to tcia.org to download our complete 2010 Media Planner to see all the exciting new options!

For reservations or more information call: Sachin Mohan at (516) 625-1613 or e-mail Mohan@tcia.org.
You work hard. Your insurance should work hard for you.

ArborMAX supports the tree care industry through: competitive pricing and by contributing to industry safety and loss control programs.

ArborMAX is the only insurance program endorsed by TCIA.

Coverages Available:
- Commercial General Liability
- Commercial Automobile
- Inland Marine
- Crime
- Property
- Umbrella
- Workers’ Compensation
  TCIA Accredited companies and companies that have a full-time CTSP are eligible for consideration.

Tree Care Specific Coverages:
- Arborist & Landscape Professional Services (Errors & Omissions)
- Pesticide & Herbicide Applicator
- Tools & Equipment
- Per Project Aggregate
- Blanket Additional Insureds (including Primary Wording)
- Plus numerous additional customized products

Call today and start saving! 1-877-602-7267

Insurance program brought to you by General Agency Services, Inc., endorsed by Tree Care Industry Association
Pittsburgh TCI EXPO 2010
World's Largest Tree Care Industry Trade Show and Conference

Register NOW
Early Bird Savings up to 40% online at www.tcia.org

Green meets Steel

CUTTING-EDGE • UNRIVALED SELECTION • INTENSE DEMOS

EQUIPMENT & SERVICES

November 11-13, 2010
Pre-Conference Workshops, November 9 & 10

Presented by the Tree Care Industry Association

1-800-733-2622 www.tcia.org
(S) California Association of Tree Trimmers
PO Box 3556
Fremont, CA 94539-0356
Toll Free: (888) 436-2523
Phone: (209) 338-0105
Fax: (209) 338-0103
E-mail: gbuilds@fremont.com
Web: www.fremont.com
Ms. Gloria Cordle

(M)(S) Cannon Bar Works, Ltd.
5487-267th Street
Gloucester Industrial Estates
Langley, BC V4W 3S8, Canada
Phone (604) 856-6682
Fax: (604) 856-6690
E-mail: stockhart@cannonbar.com
Web: www.cannonbar.com
Ms. Susan Lockhart

(M) Capel Manor College
Bullsmoor Lane
Enfield, Middx EN1 4RQ, United Kingdom
Phone: 0845 612 2122
Fax: 020 8992 71754
E-mail: lea.spicer@capel.ac.uk
Web: www.capel.ac.uk
Ms. Lea Spicer

(D)(M) Cargotec USA, Inc., Hiab
12233 Williams Road
Perrysburg, OH 43551-6802
Phone: (419) 482-6000
Fax: (406) 527-4704
E-mail: ed.cucci@hiab.com
Web: www.biabus.com
Mr. Ed Cucci

(S) Carl Neutzel Services
2648 Openshaw Rd
White Hall, MD 21161
Phone: (410) 426-6000
Fax: (410) 357-4175
E-mail: carlneutzel@verizon.net
Web: www.carlneutzel.com
Mr. Carl Neutzel

(S) CBIZ Insurance Services, Inc.
401 Plymouth Road Suite 200
Plymouth Meeting, PA 19462
Phone: (610) 862-2306
Fax: (601) 862-2906
E-mail: rwalsh@cbiz.com
Web: www.cbiz.com
Mr. R. Bruce Walsh

(D) Certified Erosion Control Hawaii LLC
PO Box 10026
Hilo, HI 96726-0026
Phone: (808) 973-7939
Fax: (808) 973-7940
E-mail: steve@chawaiiicec.com
Web: www.chawaiiicec.com
Mr. Steve M. Nimz

(S) Charles Hodge Customized Consulting
352 Edinberry Way
Easley, SC 29642-8999
Phone: (864) 380-6608
E-mail: chodge53@yahoo.com
Mr. Charles Hodge

(S) Christmas Decor, Nite Time Decor
7002 University Ave
Fremont, CA 94402-2137
Toll Free: (866) 321-4077
Phone: (806) 722-1222
Fax: (806) 722-9627
E-mail: brandon@thedefendgroup.com
Mr. Brandon Stephens

(D)(M) Cleaves Company, Inc.
300 Reservoir Street
Needham, MA 02194
Toll Free: (877) 449-0833
Phone: (781) 449-0833
Fax: (781) 444-5611
E-mail: lenny.cleaves@cleavesco.com
Web: www.cleavesco.com
Mr. Lenny Cleaves

(S) CN Utility Consulting, Inc.
120 Pleasant Hill Ave Ste 190
Sebastopol, CA 95472
Phone: (707) 829-1018
E-mail: scieslewicz@cnutility.com
Web: www.cnutility.com
Mr. Steve Cieslewicz

(D) Coast Crane of Utah
1905 S. Fremont Drive
Salt Lake City, UT 84119
Toll Free: (800) 973-7939
Fax: (801) 973-8004
Web: www.coast-crane.com
Mr. Chris Kohn

(D)(M) Concept Products Corp.
16 Industrial Blvd
Paoli Corp. Center, Suite 110
Paoli, PA 19301-1605
Phone: (610) 722-0830
Fax: (610) 647-7210
E-mail: sales@conceptproducts.com
Web: www.ConceptProducts.com
Mr. David Wilson

(S) Corcoran & Havlin Insurance Group
PO Box 9011
Wellesley, MA 02482-9011
Phone: (617) 922-8300
Fax: (601) 973-8004
E-mail: sales@corcoran.com
Web: www.corcoran.com
Mr. Mike Curtis
(M) Corona Clipper  
1540 East 6th St  
Corona, CA 92879  
Toll Free: (800) 847-7863  
Phone: (951) 737-6515  
Fax: (951) 737-8577  
E-mail: sales@coronaclipper.com  
Web: www.coronaclipper.com  
Mr. John Reisbeck  
See our 4-color Reader Service Listing

(D)(M) Creative Sales, Inc.  
222 N. Park Ave  
Fremont, NE 68026  
Toll Free: (800) 759-7739  
Phone: (402) 727-4800  
Fax: (402) 727-4841  
E-mail: brian@acecap.net  
Web: www.acecap-medicap.com  
Mr. Bryan K. Wolfe  
See our 4-color Reader Service Listing

(D)(M) CUES, Inc.  
14 Caldwell Dr  
Amherst, NH 03031-2393  
Toll Free: (800) 258-1010  
Phone: (603) 889-4071  
Fax: (603) 886-5909  
E-mail: info@cuesequip.com  
Web: www.cuesequipment.com  
Mr. Alan Morrison  
See our 4-color Reader Service Listing

(D) Cummins Bridgeway, LLC  
21810 Clevisie Court  
New Hudson, MI 48165  
Phone: (248) 573-1600  
Fax: (248) 573-1598  
E-mail: jim.m.osborne@cummins.com  
Web: www.cumminsbridgeway.com  
Mr. James M. Osborne  
See our 4-color Reader Service Listing

(D) Cutter's Choice  
2008 East 33rd St  
Erie, PA 16510  
Toll Free: (800) 824-8521  
Phone: (814) 898-1629  
Fax: (814) 898-0275  
Web: www.cutterschoice.com  
Mr. Andy Bethel  
See our 4-color Reader Service Listing

(D)(M) Dakota Tree Transplanter  
PO Box 14088  
Grand Forks, ND 58208  
Toll Free: (518) 424-3083  
Phone: (518) 399-3966  
Fax: (518) 399-0481  
E-mail: sales@dakotapeat.com  
Web: www.dakotapeat.com  
Mr. Herb Jackson  
See our 4-color Reader Service Listing

(D)(M) DICA  
PO Box 188  
Panora, IA 50216  
Toll Free: (800) 810-3422  
Phone: (641) 755-4800  
Fax: (641) 755-4810  
E-mail: dickk@dicausa.com  
Web: www.dicausa.com  
Mr. Dick Koberg  
See our 4-color Reader Service Listing

(M)(S) Doggett Corporation  
30 Cherry St  
Lebanon, NJ 08833  
Toll Free: (908) 236-6335  
Phone: (908) 236-7716  
E-mail: gerry@eventdeck.com  
Web: www.signaturefencing.com  
Mr. Roger D. Mellick  
See our 4-color Reader Service Listing

(D)(M) DuraDeck Div. - Signature Fencing & Flooring Systems, LLC  
50 E 42nd St. 14th floor  
New York, NY 10017  
Phone: 212-953-1116  
Fax: 212-953-1117  
E-mail: gerry@eventdeck.com  
Web: www.signaturefencing.com  
Mr. Gerald Harry  
See our 4-color Reader Service Listing

(D)(M)(S) Dynamic Manufacturing Corp./ Div. of Norco Equipment  
PO Box 39  
Weidman, MI 48893  
Phone: (989) 644-8109  
Fax: (989) 644-6697  
E-mail: gnberts@norcoequipment.com  
Web: www.norcoequipment.com  
Mr. Greg Roberts  
See our 4-color Reader Service Listing

(M) Echo Incorporated  
400 Oakwood Rd  
Lake Zurich, IL 60047-1564  
Phone: (847) 540-8400  
Fax: (847) 540-9670  
E-mail: marketing@echo-usa.com  
Web: www.echo-usa.com  
Mr. Tim Bartelt  
See our 4-color Reader Service Listing

(D)(M) Eiel USA, Inc.  
3361 Stafford Street  
Pittsburgh, PA 15204-1441  
Phone: (412) 367-5185  
Fax: (412) 774-1970  
E-mail: info@elietusa.com  
Web: www.elietusa.com  
Mr. Jean-Alain Tibbaut  
See our 4-color Reader Service Listing

(D)(M) Engineaire  
122 S River St  
Janesville, WI 53547  
Toll Free: (800) 359-1704  
Phone: (608) 755-5466  
Fax: (608) 755-4560  
E-mail: cleanair@engineaire.com  
Web: www.engineaire.com  
Mr. Bill Decker  
See our 4-color Reader Service Listing

(D)(M)(S) Engine Power Source  
348 Bryant Blvd.  
Rock Hill, SC 29732  
Phone: (704) 944-1999  
Fax: (704) 944-1918  
E-mail: john.mcdonnell@enginepowersource.com  
Web: www.enginepowersource.com  
Mr. John McDonnell  
See our 4-color Reader Service Listing

(D)(M)(S) ESSCO Distributors Inc.  
1555 Fifth Industrial Court  
Bay Shore, NY 11706-3440  
Toll Free: (800) 944-5898  
Phone: (718) 942-4675  
Fax: (718) 942-4675  
E-mail: info@spiderlifts.com  
Web: www.spiderlifts.com  
Mr. Leonardo Polanski  
See our 4-color Reader Service Listing

(S) Eydent International Insurance Brokers, LLC  
523 Swede St  
Norristown, PA 19401  
Phone: (610) 270-9531  
Fax: (610) 270-9531  
E-mail: john.conger@eydent.com  
Web: www.eydent.com  
Mr. John Conger  
See our 4-color Reader Service Listing

(D)(M)(S) FAE USA, Inc.  
5321 Rafe Banks Drive  
Flowery Branch, GA 30542  
Phone: (770) 407-2014  
Fax: (770) 338-4508  
E-mail: mjadkins@faeusa.com  
Web: www.faeusa.com  
Mr. Matt Jackson  
See our 4-color Reader Service Listing

(D)(M)(S) Fecion, Inc.  
3460 Grant Drive  
Lebanon, OH 45036  
Toll Free: (800) 392-1104  
Phone: (608) 755-5466  
Fax: (608) 755-4560  
E-mail: cleanair@engineaire.com  
Web: www.fecion.com  
Mr. John Heekin  
See our 4-color Reader Service Listing
(M)(S) Fanno Saw Works
224 W Eighth Ave
Chico, CA 95927
Phone: (530) 995-1762
Fax: (530) 985-0302
E-mail: info@fannosaw.com
Web: www.fannosaw.com
Mr. Robert A. Fanno
Manufacturer of folding saws, curved-blade tree saws, pole saws and 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 4-color Reader Service Listing

(S) General Agency Company
525 E Broadway
Mount Pleasant, MI 48858
Toll Free: (800) 589-6982
Fax: (989) 772-1855
E-mail: mnatzel@ga-ins.com
Mr. Michael Natzel

See our 4-color Reader Service Listing

(M)(S) Growth Products, Ltd.
PO Box 1252
White Plains, NY 10602-1252
Toll Free: (800) 649-7625
Phone: (973) 601-3303
Fax: (914) 428-2780
E-mail: info@growthproducts.com
Web: www.growthproducts.com
Ms. Nicole Campbell

See our 4-color Reader Service Listing

(M)(S) Fannie Saw Works
224 W Eighth Ave
Chico, CA 95927
Phone: (530) 985-1762
Fax: (530) 985-0302
E-mail: info@fannosaw.com
Web: www.fannosaw.com
Mr. Robert A. Fanno
Manufacturer of folding saws, curved-blade tree saws, pole saws and 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 4-color Reader Service Listing

(S) First Financial LLC
260 James Heckler Rd
Harleysville, PA 19438
Phone: (610) 274-8156
Fax: (877) 397-7150
E-mail: stauder@ptd.net
Mr. William A. Stauder

See our 4-color Reader Service Listing

(D)(M)(S) Forestry Equipment of Virginia (FEVA)
PO Box 8397
Vinton, VA 24591-3417
Phone: (215) 757-2582
Fax: (215) 343-6041
E-mail: nigel@fletcherstewart.co.uk
Web: www.fletcherstewart.co.uk
Mr. Nigel Fletcher

See our 4-color Reader Service Listing

(D)(M)(S) Giuffre Brothers Cranes
6635 S 13th St.
Milwaukee, WI 53221-5248
Phone: (414) 764-9200
Fax: (414) 764-8180
Web: www.giuffre.com
George Schalk

See our 4-color Reader Service Listing

(D)(M)(S) Giuffre Midwest LLC
3401 S. Cicero Avenue
Cicero, IL 60804
Phone: (708) 656-9200
Fax: (708) 656-9558
Web: www.giuffre.com
Mr. Todd Proctor

See our 4-color Reader Service Listing

(D) Giuffre Midwest LLC
3401 S. Cicero Avenue
Cicero, IL 60804
Phone: (708) 656-9200
Fax: (708) 656-9558
Web: www.giuffre.com
Mr. Todd Proctor

See our 4-color Reader Service Listing

(S) Green Industry Consulting
16 Garden Road
Sound Beach, NY 11789-1623
Phone: (631) 219-5537
Fax: (631) 744-0634
E-mail: treeauditor@gmail.com
Mr. John L. Jurka, CTSP

See our 4-color Reader Service Listing

(M) Green Manufacturing, Inc.
9650 Packard Rd.
Merrilli, MI 49256
Toll Free: (888) 814-7336
Phone: (800) 533-7824
Fax: (860) 547-6649
E-mail: michael.park@thehartford.com
Web: www.thehartford.com/programs
Mr. Jack Hall

See our 4-color Reader Service Listing

(D)(M)(S) Hawk Equipment Corp.
1413 Fairgate Blvd
Newbury, OH 44065
Toll Free: (877) 591-5855
Phone: (256) 878-1631
Fax: (256) 878-2521
E-mail: info@growthproducts.com
Web: www.hawkequipmentcorp.com
Mr. John Such

See our 4-color Reader Service Listing

(M)(S) Hawke Equipment Corp.
1413 Fairgate Blvd
Newbury, OH 44065
Toll Free: (877) 591-5855
Phone: (256) 878-1631
Fax: (256) 878-2521
E-mail: info@growthproducts.com
Web: www.hawkequipmentcorp.com
Mr. John Such

See our 4-color Reader Service Listing

(D)(M) Growtech, Inc.
34 Congress Circle West
Roselle, IL 60172-3911
Phone: (630) 980-4877
Fax: (630) 980-0592
E-mail: dcowles@hmiadvantage.com
Web: www.hmiadvantage.com
Mr. Nic Holland

See our 4-color Reader Service Listing

(D)(M) Growtech, Inc.
34 Congress Circle West
Roselle, IL 60172-3911
Phone: (630) 980-4877
Fax: (630) 980-0592
E-mail: dcowles@hmiadvantage.com
Web: www.hmiadvantage.com
Mr. Nic Holland

See our 4-color Reader Service Listing

(M)(S) Heavy Machinery and Tractor Co.
3401 S. Cicero Avenue
Cicero, IL 60804
Phone: (708) 656-9200
Fax: (708) 656-9558
Web: www.giuffre.com
George Schalk

See our 4-color Reader Service Listing

(D)(M)(S) HMI
9290 HWY 431 N
Albertville, AL 35951
Phone (919) 460-5445
Fax: (919) 460-5460
E-mail: NIC@HMTC.us
Web: www.HMTC.us

See our 4-color Reader Service Listing
KASK is the leading Italian manufacturer of the professional, top-of-the-line and finest-quality safety helmets for cycling & skiing, climbing & mountaineering, work & rescue, activities at height & industrial use, and safety accessories.
(M) New England Ropes, Corp.
848 Airport Road
Fall River, MA 02720-4735
Toll Free: (800) 333-6679
Phone: (508) 678-8200
Fax: (508) 679-2363
E-mail: sales@neropes.com
Web: www.neropes.com
Mr. Bill Shakespeare

(S) NRC Insurance Agency
2937 Veneman Ave, #A105
Modesto, CA 95356
Toll Free: (888) 436-2541
Phone: (209) 577-5132
Fax: (209) 577-6043
E-mail: gcordle@nrcinsurancenet.com
Web: www.nrcinsurance.com
Ms. Gloria Cordle

(D)(M) Monterey Lawn & Garden Products
6729 Chippewa Rd
Orville, OH 44667
Phone: (330) 669-2000
Fax: (330) 669-3732
E-mail: fridayc@mirkinc.us
Web: www.multitekinc.com
Mr. Chris Friday

(S) Piedmont Group Insurance Solutions
2937 Veneman Ave, #A105
Modesto, CA 95356
Toll Free: (888) 436-2541
Phone: (209) 577-5132
Fax: (209) 577-6043
E-mail: scott@northamericantrainingsolutions.com
Web: www.piedmontgroupinsurance.com
Mr. Mark Shippey

(D)(M)(S) Minnesota Wanner Company
7125 Ohms Lane
Minneapolis, MN 55439
Toll Free: (800) 247-4998
Phone: (952) 929-1070
Fax: (952) 929-5933
E-mail: sales@minnesotawanner.com
Web: www.mnwanner.com
Mr. Tom Wanner

(Pro) The Nature Zone
7125 Ohms Lane
Minneapolis, MN 55439
Phone: (800) 247-4998
Fax: (952) 929-5933
E-mail: fridayc@mirkinc.us
Web: www.multitekinc.com
Mr. Chris Friday

(D)(M)(S) Morbark, Inc.
910 Athens Highway, Suite K219
Loganville, GA 30052-4952
Toll Free: (888) 652-9216
Phone: (715) 428-2700
Fax: (973) 837-1391
E-mail: inquire@morbark.com
Web: www.morbark.com
Mr. Bill Shakespeare

(S) Peterson, McGregor and Associates
1368 Business Park Dr
Traverse City, MI 49686
Phone: (231) 922-7220
Fax: (231) 922-7275
E-mail: dmuth@petersonmcgregor.com
Web: www.petersonmcgregor.com
Mr. Don Westman

(D)(M)(S) Multitek North America LLC
700 Main Street
Prentice, WI 54556-0170
Phone: (715) 428-2700
Fax: (715) 428-2700
E-mail: sales@multitekinc.com
Web: www.multitekinc.com
Mr. Howard Heikkinen

(S) Petzl America
PO Box 160447
Clearfield, UT 84016
Toll Free: (877) 807-3805
Fax: (417) 881-8333
E-mail: info@petzl.com
Web: www.petzl.com
Mr. Justin Roth

(S) Northern Atlantic Financial, Corp.
410 Turnberry Way
Souderton, PA 18964
Toll Free: (800) 710-4361
Phone: (508) 710-4361
Fax: (508) 711-0468
E-mail: joann.cucciare@comcast.net
Web: www.northeasternarborist.com
Ms. Karen Dujets

(D)(M) Northeast Shade Tree
PO Box 4434
Portsmouth, NH 03072-4434
Toll Free: (800) 841-2498
Phone: (603) 426-4804
Fax: (603) 436-1493
E-mail: neshadetree@aol.com
Web: www.norsite.com
Mr. Jeffrey W. Ott

(S) Piedmont Group Insurance Solutions
47 East South Street
Frederick, MD 21701
Phone: (301) 855-6411
Fax: (301) 855-9033
E-mail: molly@tpgins.net
Web: www.tpgins.net
Ms. Milly Kilmore
(D)(M)(S) Plant Food Company, Inc.
38 Hightstown, Cranbury Station Rd
Cranbury, NJ 08512
Toll Free: (800) 562-1291
Phone: (609) 448-0935
Fax: (609) 443-8038
E-mail: tplatz@plantfoodco.com
Web: www.plantfoodco.com
Mr. Ted Platz

See our 4-color Reader Service Listing

(D) Plant Growth Management Systems
PO Box 214
Niles, MI 49120
Toll Free: (877) 902-7467
Phone: (269) 663-7467
Fax: (269) 663-7467
E-mail: pgms@earthlink.net
Web: www.plantgrowthmanagementsystems.com
Ms. Laurie A. Mann

(M) Preformed Line Products
PO Box 91129
Cleveland, OH 44101-1129
Phone: (440) 461-5200
Fax: (440) 442-8816
E-mail: inquiries@preformed.com
Web: www.preformed.com
Robin Bartlett
See our 4-color Reader Service Listing

(M) Premier Tech Biotechnologies
One Avenue Premier
Riviere-du-Loup, QC G5R 6C1, Canada
Phone: (418) 867-8883
Fax: (418) 867-3999
E-mail: samc@premiertech.com
Web: www.usenyc.com
Mr. Claude Samson

(M) QUADCO Equipment Inc.
30 Industrial
St. Eustache, QC J7R 5C1, Canada
Phone: (450) 623-3340
Fax: (450) 623-5337
E-mail: cmacallen@quadco.com
Web: www.quadco.com
Mr. Chuck MacLennan

(D) Quali-Pro
130 S Davis Ave
Audubon, NJ 08106
Phone: (856) 252-4725
Fax: (856) 546-1685
E-mail: philo@manainc.com
Web: www.quali-pro.com
Mr. Doug Suttor

(D)(M)(S) Rainbow Treecare Scientific Advancements (SciVance)
11571 K-Tel Drive
Minnetonka, MN 55343-8845
Toll Free: (877) 272-6747
Fax: (952) 252-0504
E-mail: tphoser@rainbowtreecare.com
Web: www.rainbowadvancements.com
Mr. Tom Prosser

(D)(M)(S) Real Green Systems
8601 Boulder Ct.
Walled Lake, MI 48390-4138
Toll Free: (800) 422-7478
Fax: (248) 694-2029
E-mail: val@emailgreen.com
Web: www.realgreen.com
Ms. Valerie Magnaghi

(D)(M) Rayco Manufacturing, Inc.
4255 East Lincoln Way
Wooster, OH 44691-8001
Toll Free: (800) 392-2686
Phone: (330) 264-8899
Fax: (330) 264-3657
E-mail: rayco@raycomfg.com
Web: www.raycomfg.com
Mr. J.R. Bowling
Manufacturers of a full line of high performance tree stump cutter machines, brushchippers and forestry mowing/mulching equipment. These machines are designed for professionals who demand maximum field production.

(D)(M)(S) RBG Inc.
317 Rte 27
Raymond, NH 03077-1450
Phone: (603) 895-3803
Fax: (603) 895-4866
E-mail: rick@ramondbucketguys.com
Mr. Richard Girard

(D)(M)(S) ReachMaster, Inc.
1416 D. Stonehollow Dr
Kingwood, TX 77339
Toll Free: (866) 358-7088
Phone: (281) 358-7088
Fax: (281) 359-3500
E-mail: info@reachmaster.com
Web: www.reachmaster.com
Ms. Pamela Nielsen

(D)(M)(S) Reading Truck Body, LLC
P.O. Box 650
Reading, PA 19607
Phone: (610) 775-3301
Fax: (610) 775-3261
E-mail: kbar@readingbody.com
Web: www.readingbody.com
Mr. Keith Barr

(D)(M)(S) Reddick Equipment Company
8601 Boulder Ct.
Walled Lake, MI 48390-4138
Toll Free: (800) 422-7478
Fax: (248) 694-2029
E-mail: val@emailgreen.com
Web: www.realgreen.com
Ms. Valerie Magnaghi

(D)(M) Redmax
7349 Statesville Road
Charlotte, NC 28269
Toll Free: (800) 291-8251
Phone: (704) 921-7034
Fax: (704) 921-7034
E-mail: sales@redmax.com
Web: www.redmax.com
Mr. Tommy Tanaka
(D)(M)(S) Reliable Equipment & Service Co Inc.
92 Steam Whistle Dr
Ivyland, PA 18974-1450
Phone: (215) 357-3500
Fax: (215) 357-0363
E-mail: Tools@reliable-equip.com
Web: www.reliable-equip.com
Mr. Norman Delan, Jr.

(D)(M) Reliant Safety Products, LLC
10379 County Road V
Amherst, WI 4406
Phone: (715) 254-1046
Fax: (715) 254-1753
E-mail: sandy@reliantsafetyproducts.com
Web: www.reliantsafetyproducts.com
Sandy Krogwold

(S) Renegade Marketing Systems
4206 Broadway Avenue
Halton City, TX 76117
Phone: (817) 222-9494
Fax: (817) 222-2174
E-mail: john@treecaresuccess.com
Web: www.treecaresuccess.com
Mr. John P. Davis

(D)(M)(S) Rigguy, Inc.
505 Parsons View
Cashiers, NC 28717
Phone: (706) 340-1288
Fax: (706) 548-9242
E-mail: steve@rigguy.com
Web: www.rigguy.com
Mr. Steve Tillitski

(S) Robert J. Hanafin, Inc.
PO Box 509
Endicott, NY 13761
Phone: (607) 754-3500
Fax: (607) 754-5797
E-mail: pat@rjhanafininc.com
Web: www.rjhanafininc.com
Mr. Robert J. Hanafin

(D) Rotochopper, Inc.
217 West Street
Saint Martin, MN 56376
Phone: (320) 548-3586
Fax: (320) 548-3372
E-mail: m'highton@rotochopper.com
Web: www.rotochopper.com
Mr. Monte Hight
See our 4-color Reader Service Listing

(S) The Rowley Agency, Inc.
PO Box 511
Concord, NH 03302-0511
Toll Free: (800) 238-3840
Phone: (603) 224-2562
Fax: (603) 224-8012
E-mail: rbehel@rowleyagency.com
Web: www.rowleyagency.com
Mr. Robert E. Bethel, CPCU, CIC

(D)(M)(S) Royal Truck & Equipment, Inc.
6910 Rte 509
Cooperburg, PA 18036-1131
Toll Free: (800) 283-4090
Phone: (610) 282-4090
Fax: (610) 282-8986
E-mail: sales@royaltruckequip.com
Web: www.royaltruckequip.com
Ms. Maria Parry

(M) Ryan's Equipment
PO Box 387
Edmore, MI 48829-0387
Phone: (989) 427-2829
Fax: (989) 427-4008
E-mail: jill@ryansequipment.com
Web: www.ryansequipment.com
Mr. Donald Ryan

(S) Safetrees, LLC
2306 Crimson Ridge Circle NW
Rochester, MN 55901
Phone: (507) 282-5739
Fax: (507) 282-5739
E-mail: ejh@treesafety.com
Web: www.safetrees.com
Mr. Edward M. Hayes

(D)(M)(S) SafetyFirst Systems, LLC
65 Route 4 East
River Edge, NJ 07661
Phone: (201) 267-8900
Fax: (201) 342-5800
E-mail: paul@safetyfirst.com
Web: www.safetyfirst.com
Mr. Paul Farrell

(M) Salco, Inc.
105 Schoolhouse Rd
Cheshire, CT 06410-1241
Toll Free: (800) 872-5726
Fax: (203) 271-2596
E-mail: sales@salco.com
Web: www.salco.com
Mr. Sal Rizzo

(M) Samson
2090 Thornton St
Ferndale, WA 98248
Phone: (360) 384-4669
Fax: (360) 384-0572
E-mail: custserv@samsonrope.com
Web: www.samsonrope.com
Mr. Ken Monyak

(M) SANDVIK
15020 Industrial Park Rd
Bristol, VA 24202-3708
Toll Free: (800) 868-6567
Fax: (276) 669-3175
E-mail: kenny.monyak@sandvik.com
Web: www.mgt.sandvik.com
Mr. Ken Monyak
<table>
<thead>
<tr>
<th><strong>(D)</strong> Distributor</th>
<th><strong>(M)</strong> Manufacturer</th>
<th><strong>(S)</strong> Industry Support and Service Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td>(M) <strong>Tree Tech Microinjection Systems</strong>&lt;br&gt;950 SE 215th Ave&lt;br&gt;Montross, FL 2668-3025&lt;br&gt;Toll Free: (800) 622-2831&lt;br&gt;Phone: (352) 528-5335&lt;br&gt;Fax: (352) 528-0777&lt;br&gt;E-mail: <a href="mailto:info@treetech.net">info@treetech.net</a>&lt;br&gt;Web: <a href="http://www.treetech.net">www.treetech.net</a>&lt;br&gt;Dr. Roger S. Webb</td>
<td>See our 4-color Reader Service Listing</td>
<td></td>
</tr>
<tr>
<td>(D)(M) <strong>US Rigging Supply/Pelican Rope Works</strong>&lt;br&gt;580 Raymond Blvd&lt;br&gt;Mount Hope, OH 44660&lt;br&gt;Toll Free: (800) 693-2837&lt;br&gt;Phone: (614) 267-4326&lt;br&gt;Fax: (800) 255-9253&lt;br&gt;E-mail: <a href="mailto:Rod@usrigging.com">Rod@usrigging.com</a>&lt;br&gt;Web: <a href="http://www.uspraxis.com">www.uspraxis.com</a>&lt;br&gt;Mr. Richard Hildebrand</td>
<td>See our 4-color Reader Service Listing</td>
<td></td>
</tr>
<tr>
<td>(D)(M) <strong>Trophy Trucks, Trucksandbodies.com</strong>&lt;br&gt;470 Raymond Blvd&lt;br&gt;Newark, NJ 07105&lt;br&gt;Toll Free: (800) 488-8889&lt;br&gt;Phone: (815) 899-9700&lt;br&gt;Fax: (916) 852-5800&lt;br&gt;E-mail: <a href="mailto:Lexgoldenberg@trucks.com">Lexgoldenberg@trucks.com</a>&lt;br&gt;Web: <a href="http://www.trucksandbodies.com">www.trucksandbodies.com</a>&lt;br&gt;Mr. John Sweeney</td>
<td></td>
<td>See our 4-color Reader Service Listing</td>
</tr>
<tr>
<td>(D)(M) <strong>Trucks &amp; Parts of Tampa</strong>&lt;br&gt;1015 S 50th St&lt;br&gt;Tampa, FL 33619&lt;br&gt;Toll Free: (800) 326-2711&lt;br&gt;Phone: (503) 543-7114&lt;br&gt;Fax: (503) 543-7110&lt;br&gt;E-mail: <a href="mailto:boots@westcoastshoe.com">boots@westcoastshoe.com</a>&lt;br&gt;Web: <a href="http://www.wescoboots.com">www.wescoboots.com</a>&lt;br&gt;Ms. Roberta Shoemaker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(M) <strong>US Praxis, Inc.</strong>&lt;br&gt;955 W. Prairie Drive&lt;br&gt;Sycamore, IL 60178&lt;br&gt;989-3344&lt;br&gt;Toll Free: (800) 932-8371&lt;br&gt;Phone: (614) 267-4326&lt;br&gt;Fax: (800) 255-9253&lt;br&gt;E-mail: <a href="mailto:salesinfo@vermeer.com">salesinfo@vermeer.com</a>&lt;br&gt;Web: <a href="http://www.vermeer.com">www.vermeer.com</a>&lt;br&gt;Mr. David Aurand</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(M) <strong>Vermeer Sales &amp; Service</strong>&lt;br&gt;1675 126th St West&lt;br&gt;Burnsville, MN 55337&lt;br&gt;Toll Free: (888) 837-6337&lt;br&gt;Phone: (641) 628-3141&lt;br&gt;Fax: (641) 621-7773&lt;br&gt;E-mail: <a href="mailto:salesinfo@vermeer.com">salesinfo@vermeer.com</a>&lt;br&gt;Web: <a href="http://www.vermeerofminnesota.com">www.vermeerofminnesota.com</a>&lt;br&gt;Ms. Amber Scott</td>
<td>See our 4-color Reader Service Listing</td>
<td></td>
</tr>
<tr>
<td>(D)(M) <strong>VERSALIFT, TIME Manufacturing Co.</strong>&lt;br&gt;7601 Imperial Dr.&lt;br&gt;Waco, TX 76712&lt;br&gt;Phone: (254) 399-2100&lt;br&gt;Fax: (254) 399-2651&lt;br&gt;E-mail: <a href="mailto:amber@timemfg.com">amber@timemfg.com</a>&lt;br&gt;Web: <a href="http://www.versalift.com">www.versalift.com</a>&lt;br&gt;Mr. Brett Viberg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(M)(S) <strong>Woodsman LLC</strong>&lt;br&gt;1520 Commerce Drive&lt;br&gt;Farwell, MI 48622-8512&lt;br&gt;Toll Free: (800) 693-2837&lt;br&gt;Phone: (989) 588-4295&lt;br&gt;Fax: (989) 588-4827&lt;br&gt;E-mail: <a href="mailto:sales@woodsmanchippers.com">sales@woodsmanchippers.com</a>&lt;br&gt;Web: <a href="http://www.woodsmanchippers.com">www.woodsmanchippers.com</a>&lt;br&gt;Mr. Bob Campbell</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(M) <strong>Yale Cordage, Inc.</strong>&lt;br&gt;77 Industrial Park Rd&lt;br&gt;Saco, ME 04072-1804&lt;br&gt;Toll Free: (800) 255-9253&lt;br&gt;Phone: (207) 282-3396&lt;br&gt;Fax: (800) 255-9253&lt;br&gt;E-mail: <a href="mailto:webrequest@yalecordage.com">webrequest@yalecordage.com</a>&lt;br&gt;Web: <a href="http://www.yalecordage.com">www.yalecordage.com</a>&lt;br&gt;Mr. Richard Hildebrand</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
What is a TCIA Affinity Partner?

To further increase the value of TCIA membership, the Tree Care Industry Association has teamed with several Affinity Partners to bring members cost savings and special services on many important everyday needs. If you are a TCIA member, contact the Affinity Partners identified by the icon next to their name in the Alphabetical Listing in this guide for information on discounts. If you are not a member, contact TCIA Membership at 1-800-733-2622 for more information.

What is a TCIA PACT Partner?

TCIA Partners Advancing Commercial Treecare (PACT) partners, identified by the logo after their name in the Alphabetical Listing of this guide, support many of TCIA’s education and training efforts and programs, and through those, TCIA’s mission for the Transformation of the Industry. The different levels of financial support they provide are identified by their PACT identity, starting off with Seed Partners, then Root Partners, moving up the tree to Branch Partners, and finally the highest level, our Crown Partners. Please let our PACT Partners know that you support their efforts on your behalf and that of the entire industry. For more information, contact TCIA’s Deborah Johnson at 1-800-733-2622 or johnson@tcia.org.

What is a Student Career Day Partner?

Student Career Days (SCD), held in conjunction with TCI EXPO, is a free event for students enrolled in arboriculture, forestry and related programs in two- and four-year collegiate and vocational training programs. All Student Career Days events, the trade show and all educational seminars are FREE to pre-registered students and their instructors/advisors. SCD Partners support the event and receive many rewards for their participation. For more information, contact TCIA’s Deborah Johnson at 1-800-733-2622 or johnson@tcia.org.
Lost Workday Accident Rates for TCIA Member Companies per 100 workers in a year.

**The results are in.**
TCIA Member companies with employees enrolled in the Certified Tree Care Safety Professional program are **10 times less likely** to experience a lost workday incident compared with non-CTSP companies.

**The numbers don’t lie...**
safety-conscious tree care companies that get involved with the CTSP program experience fewer accidents, fewer injuries, and less lost time — PERIOD.

Join the ranks of 500 other CTSPs nationwide and help your company achieve a culture of safety!

*For the full survey results, click on the CTSP tab at www.tcia.org.*
NEW FOR 2010 TCI Magazine Digital Edition

More READERS
More DECISION MAKERS
More CREDIBILITY
More SALES

For ads in TCI Magazine’s Digital Edition, we can report how many visitors viewed your ad page, how many clicked on your ad or through to your own site, and more. We can also provide demographic information on these potential buyers. All TCI print ads are automatically digitized for the online version – FREE of charge.

There are many digital enhancements to further the impact of your ad. Go to tcia.org to download our complete 2010 Media Planner to see all the exciting new options!

For reservations or more information call: Sachin Mohan at (516) 625-1613 or e-mail Mohan@tcia.org.
ArborMAX supports the tree care industry through competitive pricing and by contributing to industry safety and loss control programs. ArborMAX is the only insurance program endorsed by TCIA.

Coverages Available:
- Commercial General Liability
- Commercial Automobile
- Inland Marine
- Crime
- Property
- Umbrella

Workers’ Compensation
TCIA Accredited companies and companies that have a full-time CTSP are eligible for consideration.

Tree Care Specific Coverages:
- Arborist & Landscape Professional Services (Errors & Omissions)
- Pesticide & Herbicide Applicator
- Tools & Equipment
- Per Project Aggregate
- Blanket Additional Insureds (including Primary Wording)
- Plus numerous additional customized products

Call today and start saving! 1-877-602-7267

Insurance program brought to you by General Agency Services, Inc., endorsed by Tree Care Industry Association
Register NOW! Early Bird Savings up to 40% online at www.tcia.org

Green meets Steel

CUTTING-EDGE • UNRIVALLED SELECTION • INTENSE DEMOS

EQUIPMENT & SERVICES

November 11-13, 2010
Pre-Conference Workshops, November 9 & 10

Presented by the Tree Care Industry Association

1-800-733-2622  www.tcia.org
OUR NEWEST HIGH-PERFORMANCE MACHINE.
www.vermeer.com

THIS IS WHERE THE NAME ON THE MACHINE MATTERS MOST.

VERMEER HELPS MAKE TREE CARE EASIER. Whether you’re facing daily maintenance, right-of-way clearing, or storm cleanup, Vermeer and our global dealer network will be right beside you. We know the conditions you face are demanding — that’s why we make sure our equipment is up to the task. Our complete lineup of brush chippers and stump cutters are designed to take on your tree-care challenges. So when it’s tough going out there, look to Vermeer — the trusted name for proven equipment and reliable support.

Vermeer and the Vermeer logo are trademarks of Vermeer Manufacturing Company in the United States and/or other countries. Sherill Tree is a trademark of Sherill Inc. © 2010 Vermeer Corporation. All Rights Reserved.

Circle 33 on RS Card or visit www.tcia.org