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During the second week of June, TCIA’s Board of Directors, senior staff and a selfless group of volunteer members gathered in Charlotte for two days of high level conversation on the tree care industry. The spirit of collaboration in the room was high, as was the conviction that the industry is headed strongly forward in a variety of positive channels. The group, informed by a survey completed by stakeholders, examined major trends facing the industry, TCIA’s strengths and weaknesses as an association, threats to the industry, and possible opportunities to advance tree care companies.

Participants and those who took the survey spoke with a clear voice on the major challenges facing the industry: low-ball, unsafe companies; the high cost of insurance and government regulations; a lack of trained and qualified employees; and customers with less money and a lower appreciation for quality work.

As for the association and its role in serving the industry, much of what we heard and talked about could be summed up as “keep doing what you are doing … only do it better.” TCIA was rated highly for its training materials, lobbying efforts on behalf of safety and small business issues, communication with members on new laws and regulations, accessibility in offering advice and answering business questions, and for the value offered at meetings and the trade shows. That doesn’t mean that all feedback and survey results were positive. We heard some blunt criticisms of our efforts and emphasis. We were told, quite pointedly, that we need to do more for the smaller companies who don’t attend meetings and can’t afford many of the services TCIA offers. We were told that our public education efforts were lacking, especially in attracting young people to the profession. And we found quite a few people who dislike seeing pictures of members playing golf at warm weather resorts in the winter.

Yet in the end, it was gratifying to have affirmed that we are, by and large, working on what’s important to our members. We just need to do a better job at it. After studying strategic planning and being involved in more than a few strategic planning sessions, I can say it is preferable to be told “keep doing what you are doing … only do it better” than the alternative of “you are doing everything wrong … stop now.”

If we have been truly serving our members and the industry, then there shouldn’t be a reason to suddenly discover the need to take the organization in a brand-new direction – unless there is some very significant change in the marketplace.

As we move forward to devise strategies to advance tree care businesses on behalf our members and the industry, we will remember the voices that informed our actions. And, we’ll probably be asking for your assistance. It’s your industry, after all, and we will need your participation to make it better.

Mark Garvin
Publisher

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

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We are going to look at tree felling and the use of notches and hinges, but I really want to focus on one key word. Let’s take a minute as we consider this key word that is all-so-important when it comes to cutting and felling trees.

The word is control. The longer, the more, the better that you can stay in control of a tree that you are felling, the better chance you have of putting it where you want it and the better chance you have at being safe. It is all about staying in control.

Control isn’t really that exciting because it means everything goes as planned. Using planning methods is probably one of the key ways to stay in control. My hard and fast education in tree felling techniques was from a fellow by the name of Tim Ard. He owns a company here in the United States called Forest Applications and he worked for a long time with a guy by the name of Soren Erickson from Sweden with a training program called the Game of Logging. I learned a lot from that program. He talked emphatically about using a felling plan and we strongly agree with that. What I want to talk about is how we can specifically maximize control and, of course, planning is part of it.

I am going to focus on some key points: the notch, the hinge and the back cut. I can’t emphasize safety enough, especially in the land of the free and the brave when we are training or speaking in the United States. There are more regulatory agencies in other countries governing PPE and safety. Staying safe is a cheap insurance policy.

Use your head and think safe. Take eye protection as an example. Safety glasses are a significant little piece of PPE but often we get sweaty and they fog up and we don’t want to use them. Here is a true story. A landscape fellow who wasn’t an arborist was mowing grass with a riding lawn mower with the roll bar on it going around a tree. He brushes the tree and something lands in his eye. What are the chances? What do you do when you get something in your eye? You wait and wait until it goes away, right? This guy waits the weekend and his eye is getting bad and swelling up, He goes to the eye doctor and the doctor tells him that he has a glandular issue. The medical doctor tells him that there is something in the eye, and they extrude this maggot like grub from his eye. They think it came from a dead bird. Simple things can happen and affect you dramatically.

Hearing protection is a very important thing as well as eye protection. Ear muffs provide superior protection. Protect your ears from sound waves and use eye protection to save your eyes. In addition, a hard hat, the use of proper footwear, chain saw protection and gloves are all important and there are regulations concerning these items in many jurisdictions.

**History of notches**

I live in Alberta, Canada, and there is a town in Saskatchewan (the province beside mine) called Humboldt. I was doing a seminar there and I asked if they knew about the Humboldt notch and nobody knew about it. It came from Humboldt County, California, where the big redwoods are. There is a lot of controversy as to why it was formed the way it is (see figure 4). Some say it is to prevent stump shot. Others say it was because when you have four- or five-foot diameter trees, if you cut the top cut on an angle and the bottom cut flat you have to shove that 200-pound notch out of there. Whereas if you cut the top cut flat and angle the bottom cut, it slides out. Sometimes the simplest explanation can be the truth. Out west, that notch is sometimes considered mandatory by the logging companies to save board feet of wood.

How long have we been using modern chain saws? It is my understanding that Oregon (now Oregon/Blount Inc.) chain was bought off the guy that invented it in the late 1950s or early 1960s. It was the invention of that chain that made the modern chain saw a real useful tool. Is it possible that the tools used before that, such as crosscut saws and axes, influenced the way that trees were cut? How long did we use those tools to cut down trees compared to how long we have been using chain saws? When did they start using crosscut saws and axes? How many times has the tool that you are using impacted the
technique you use and what you do with it? What kind of influence do tools have? I believe they have a fairly significant impact.

Conventional notch

This common notch (figure 2) is pretty standard at its 45 degrees. It is the notch shown in most of the manufacturers’ manuals that come with a chain saw. These diagrams normally show a raised back cut as well. The origins in this technique lie with old equipment, axes and crosscut saws. If you ever get a chance to use these tools to cut down a tree you should try it. One of the things about it is the lack of noise and all of the things you can hear. The only choice that you have is to cut from the back of the trunk toward your notch. What are you doing as you make your back cut? You are releasing tension and as your hinge wood is getting thinner and thinner, more pressure is applied to it. What you want to do is get it to the point where it is going to bend or hinge but before that point, the wood fibers want to just break or split and it groans and cracks, which you can hear when you are using a crosscut saw. We lose that completely with a chain saw.

Often a conventional back cut method is used in conjunction with a common or conventional notch (45 degree opening). In this case, it is very important that the back cut be raised above the apex of the hinge (called the stepped back-cut) in order to create a step to minimize the likelihood of the tree jumping off of the stump when the hinge breaks and the tree is only half way to the ground (potentially causing great damage to the operator). Keep in mind that using a small notch angle (such as the conventional 45 degree notch) forces hinge breakage and failure before the tree reaches the ground in most cases, and when the face notch closes and the hinge breaks, control is lost and gravity takes over. If limb tying or felling obstacles are present that could snag the falling tree, a stepped back-cut is advisable regardless of notch opening.

Let’s keep exploring this a little bit here. The notch creates an opening and allows your hinge to bend. The notch removes a section of support like removing a leg on a table. We cut out a piece of that support in the structure, which magnifies the forces in the rest of the wood that is left. We do this first and the back cut comes after. When the hinge is created, the tree reaches a point where it almost balances. This is what we are trying to achieve with our back cut. You are trying to find that point where it just wants to tip, not so it flops, but so it is not being held at all. If it is being held up, if the wood behind your hinge is preventing the notch from closing, then those fibers will have to break rather than bend.

When you reach the point where the load is equalized, your hinge just bends. It neither stretches and tears the fibers behind it nor does it fail and crush fibers in front of it, rather the wood fibers begin to bend. This occurs at a very precise point. How deep you cut your notch changes where that pivot point will be. How your tree is leaning will also affect where this precise point of hinge bending will occur.

I am not going to talk about lean assess-
ment in this article but I would say lean assessment and not calculating lean is probably one of the single biggest mistakes or failures tree fallers make. That is a whole other article.

Open face notch

If the notch opening is 70 degrees or greater (called an open face notch), the likelihood of hinge failure is greatly diminished and the risk of the tree sliding off the stump is diminished along with it. A simple advantage of an open face notch is that it gives the hinge the opportunity to work through the entire arc of the fall thereby giving a greater degree of control of the falling tree and improving faller safety. In some standards, this advantage also allows for back cuts made in conjunction with open face notches to be placed lower and in some cases in line with the notch apex. The reasons behind this relate directly to the inevitability of hinge failure and the many risks associated with the loss of control associated with notches with openings less than 45 degrees.

Back cut placement in relation to the notch angle is important. Traditionally back cuts have been placed above the apex of the notch. Back cuts made in conjunction with open face notches can be placed lower and in some cases in line with the notch apex. The most traditional and common back cutting method is cutting from the back of the tree toward the notch. In some cases, sight lines scribed into the bark can help ensure proper height and avoid hinge by pass. This traditional back cut method requires the saw operator to cut until the tree begins to fall, at which point, simultaneously, the notch begins to close and the hinge begins bending and providing control. All of this happens when the hinge wood is cut thin enough to begin bending or hinging and applies to forward-leaning trees. When felling back-leaning trees or trees that are otherwise loaded against the notch, it is necessary to use wedges, jacks or pull lines to initiate the fall.

In figure 4, as the tree falls off the stump, you see how the bottom of the spar is flat and you leave your angle cut of your notch in the stump. This technique is not about
You want to have good hinge integrity. If the wood is rotten or decayed, you should carefully consider your falling plan, because the hinge has to be strong enough to bend. If it is rotten and weak then that is a big problem and you are in a whole different situation. In order for a hinge to work for you it has to be good wood. Assessing lean with rotten wood is even more important because it doesn’t matter how good your hinge is if the wood is rotten.

What I encourage people to do when it comes to safe tree felling is avoid a cookie cutter mentality. It also alleviates boredom when you don’t do the same cut over and over again. Look at your terrain and look at your tree and cut a notch aperture opening that matches those circumstances. You want the angle of the notch you are cutting to match or be greater than the angle between the ground and the tree trunk you are cutting.

You can overload a hinge. If a hinge doesn’t get thin enough fast enough we can have a situation where it loads up to the point where, rather than bending, it will fracture and split. This is called barber chair (Figure 6). This occurred a lot more frequently when using the crosscut saw because you couldn’t cut very fast.

An open-face notch allows us to maintain control a little bit better. How far into safety, but rather about economics. The angle of the notch is important, especially if the opening of the notch is not large enough to allow the hinge to bend through the entire arc of the fall. In figure 5, what has to happen to your hinge? It breaks – likely before the tree reaches the ground. We open the notch up a little bit and it doesn’t matter how we orient that angle, we have control and can maintain control all the way to the ground.

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Proper care and maintenance of a chain saw will increase equipment efficiency, lower operating costs and increase safety. Keep your saw operating at its peak by following these five easy maintenance tips.

**Air Filter**—Clean or replace the air filter and occasionally clean the air intake screens and fins to allow clean air flow to the engine. Dirt or clogged airways will reduce the amount of air that reaches the engine, which leads to reduced engine power, higher fuel consumption, harder start-up, scored cylinder walls, fouled spark plug electrodes and carbon buildup. Check the air filter after every 25 hour of usage and clean the air intake screens and fins after every use.

**Spark Plug**—Replace the spark plug once every season. You should also ensure that the proper gap is set. A new and properly set spark plug is an easy and affordable way to ensure easy engine start-up and increased fuel efficiency. To determine the correct gap, consult your equipment manufacturer’s owner’s manual.

**Fuel Care**—Operate your chain saw with fresh fuel to promote easy start-up. To help promote fuel quality, freshness and efficiency, or to counter the issues posed by ethanol blends, you can add a fuel stabilizer. It is equally important to mix your oil and fuel to the correct ratio. Consult your owner’s manual to determine the correct ratio. Additionally, make sure to check the fuel filter once a week. If it has become brittle or cracked, it will need to be replaced.

**Lubrication**—As a rule of thumb, you should add bar and chain oil every time you add fuel to your chain saw. This will make sure the chain runs smoothly in the bar grooves and to eliminate unnecessary wear and tear. To check for proper function of the oiling system, start your chain saw and hold it above a light colored piece of paper or surface and accelerate the engine. If a light mist of oil is visible on the surface, then the oiling system is operating correctly. If not, the oil outlets will need to be cleaned. For further care, you can remove the chain and inspect the bar and grooves for potential damage and cleanliness; burns need to be filed. If the bar is bent or damaged, it will need to be replaced.

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**Chain Care**—Before each use, inspect the chain for proper sharpness, tension and clean air intake screens and fins. Take your chain saw to your local outdoor power equipment dealership to have them sharpen the chain and set the tension.

Following these recommended maintenance steps will lead to higher equipment efficiency, and you will realize reduced financial costs by eliminating repairs that would otherwise be needed when routine maintenance is overlooked.
the trunk we cut the notch directly relates to how much tension you are going to have on that trunk. The deeper you go in the more you magnify the tension force, which isn’t always such a positive factor. We like to shoot for placing the apex of the notch at approximately 80 percent of the diameter of the tree as a way to guide or measure the length of our notch, which also dictates how far in it goes. (Figure 8) It is a lot harder to judge how far in you are on a circular oval object. It is a lot easier to judge a linear distance. We also like to encourage people to do the top cut first (Figure 7) so you can use that kerf from the top cut to look down to see your chain when you do your second cut. When performing the second cut, you stop cutting when, looking down the kerf of the top cut, you see your chain. Otherwise you are going to cut into your hinge, and if you cut into your hinge you lose control. (Figure 9)

Raising the back cut is a function of the tools of the trade of the day, back when crosscut saws and axes were used. If you raise it high your visual instincts take your eye in the line of site from where your cut is. You have to pay attention to this apex (Figure 10) because your hinge is formed behind this apex. If you have little to no hinge, then you have no control. With a 45-degree notch with the crosscut saw or the ax, you do not have much choice.

If there is a likelihood of the tree top hanging up in another tree, or if you are cutting a shallow notch, then you need to raise the back cut because it creates a little step, which helps to keep it from shooting off of the stump. In the ANSI Z133 safety standard it shows the open face notch with a back cut level with the apex. This is because with an open notch, the hinge should never have to break, thereby allowing you to lower the back cut. It is a more efficient back cut when your hinge meets evenly.

There are different methods for the back cut. The conventional back cut (see figure 11) is cut from the back toward the front. The bore-cut back cut method (see figures 1 and 12) is used on trees of a large enough diameter that the bar of the chain saw can be drilled through the center. It is an effective technique for maximizing control and ensuring safety during the felling process.

You can’t bore cut small trees
Always remember that the hinge provides control and guidance to a tree being felled.

Lastly, let me mention hinge thickness. When you are used to cutting conventional back cuts from back to front, it is really hard to determine how much to leave. As a rule of thumb we have found 7 to 10 percent of the diameter, even down to 5 percent on big trees, is a good rule of thumb. (see figure 5)
A “rule of thumb” is a tool or technique that is generally accepted as correct, but varies depending on numerous factors. Variations to a rule of thumb is the one thing about tree care and cutting trees that will always exist in the tree care industry, because every tree is unique. Moisture content affects how fibers will hinge and bend, species variation, temperature, frozen wood, decay, site conditions – all of these play a factor in how your wood is going to react.

One thing that I have found, having trained in many countries, states, provinces and many different regions, is that local factors and local experience is key. Local experts are very valuable. Your experience is geographical. Realize that there are always variables and that while generally it works a certain way, there are variables.

In summary, how can control be maximized when felling trees and how do we maintain the hinge as long as possible? Open up your notch angle. What can you take away from this article that will affect how you fell trees in the future? Take control. How are you going to take control? Open it up and don’t cut your hinges off.

Dwayne Neustaeter is president of Arboriculture Canada Training & Education, Ltd., a four-year TCIA Associate member company offering arborist training across Canada. This article was based on his presentation on the same subject at TCI EXPO 2010 in Pittsburgh. He will be presenting “Planning Your Work and Working Your Plan” at TCI EXPO 2011 this November in Hartford, Connecticut.
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Altec NUECO acquires Aerial Lift of Connecticut assets

Altec NUECO, a wholly owned subsidiary of Altec, Inc., announced May 16 that it had acquired certain assets of Aerial Lift of Connecticut, Inc. of Milford, Connecticut.

“This acquisition provides Altec with a unique opportunity to strengthen service to our tree care, landscape and line clearing customers,” said Lee Styslinger, III, Chairman and CEO of Altec, Inc. “Aerial Lift of Connecticut’s well-established reputation for producing reliable, quality products for more than 50 years, will enhance Altec NUECO’s already strong support for customers in these industries.”

Altec NUECO will provide parts and service support to customers currently using equipment manufactured by Aerial Lift of Connecticut.

Fisher-Barton acquires Zenith Cutter

The Fisher-Barton Group in June acquired Zenith Cutter Co. Zenith, a provider of industrial knives and accessories to the converting and recycling markets with manufacturing and distribution facilities located in Loves Park, Ill., and Ho Chi Minh City, Vietnam, will operate as an independent division of the Fisher-Barton.

“We are confident that the synergies gained through the addition of Zenith Cutter will prove to be very beneficial to the domestic and international markets that we service,” said Richard Wilkey, Fisher-Barton CEO.


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**Bobcat replacement rubber tracks**

Bobcat Company’s new replacement rubber track patterns for Bobcat compact track loaders, compact excavators and mini track loaders have tread designs to suit a variety of applications. The new EarthForce H-pattern rubber tracks are a great multi-application choice for compact track loaders. The H-pattern lug design features a pyramid structure for even weight distribution and wear, along with a specially designed feature that helps to prevent lug cracking damage to the track body. The tracks also feature patented continuous cable belting, forged heat-treated steel links, and proprietary rubber compounds containing multiple rubber layers for dynamic track functions resulting in reliable performance. The popular multi-bar lug rubber tracks for mini track loaders, a multi-application, multi-season track, is now available as a replacement track option for Bobcat mini track loaders. The double offset tread pattern contains the growth of cuts and cracks and also protects the track body from damage. The tread pattern also provides superior traction in snow.

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**Cole Hersee FlexMod voltage sensing timer**

Cole Hersee’s new FlexMod voltage sensing relay and timer (VSRT) conserves the starting power of a vehicle battery by shutting off auxiliary loads when either starting voltage drops to a low level, or a pre-set timer times out. Excessive battery discharge is a problem that is sometimes unavoidable, particularly for off road vehicles. When a vehicle is left idling with onboard loads, a battery deficit can arise and make it impossible to re-start. The FlexMod VSRT virtually eliminates the possibility of vehicles not starting due to a dead battery. This small (4-inch x 3-inch x 1-inch) piece of equipment alerts the vehicle operator when starting voltage is low and then temporarily cuts off any non-essential electrical loads, thus conserving power to start. The solid state technology provides long life and zero maintenance or replacement. Its service life exceeds 1 million on/off cycles, operating for the entire lifetime of the vehicle. This device has a rating of 10A, and can handle many loads directly or drive a relay or solenoid for higher amperages. Overvoltage and overcurrent protective measures are also included, providing extra levels of assurance. The VSRT is also completely weather resistant, waterproof and dustproof, allowing it to be mounted anywhere on the vehicle while remaining reliable and functional. With minimal wiring and a snap-in connector, it does not require any additional heavy or bulky hardware, so installation is easy and simplified.

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**Fecon RTC22/500-8 mobile chipper**

Fecon’s new RTC22/500 is a turnkey mobile chipping package. Mounted on a TimberPro 830B forwarder, it is highly productive in land clearing, biomass, pipeline and ROW applications. The 8-wheeled, off-road chipper gets to work at up to 12 mph – unproductive time hauling material to a trailer mounted chipper is avoided. The RTC22/500 more than triples speeds of typical track chippers. Production speed is further enhanced by both loader reach and lifting capacity. It sets new standards with 12,880-pound capability at 15 feet and up to 31.5 feet of total reach and 360-degree rotation. The in-feed power of over 16,000 ft. lb of torque provided by Fecon’s Power Feed Management and optional dangle head felling saw make the RTC22/500-8 a highly effective stand-alone chipping system.

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Recall for potentially faulty gas caps on some Stihl outdoor power tools

In cooperation with the U.S. Consumer Product Safety Commission, Stihl Incorporated at the end of May issued a recall for certain Stihl Yard Power Tools with Toolless Fuel Caps. These products were sold by Stihl dealers throughout the United States.

This recall is for safety reasons!

Specifically, the levels of ethanol, aromatics or other additives in some gasoline sold in the United States may distort parts of the fuel cap, which could make caps more difficult to install and/or remove. If a fuel cap is not properly installed and fuel spillage results, there is a risk of fire if an ignition source is present, which could result in a burn injury to the consumer. Stihl had received no reports of injuries at the time of the recall in May.

The toolless fuel caps subject to this recall can be distinguished from a newly designed cap which corrects this problem by a molded identifier mark located on the lever of the cap and also by a letter molded on the underside of the cap (shown above).

The STIHL products and models subject to this recall are:
- Blower, backpack (BR 500, BR 550, BR 600, BR 600 Magnum)
- Hedge Trimmer, extended reach (HL 90K, HL 100, HL 100K)
- Pole Pruner (HT 56 C-E, HT 100, HT 101, HT 130, HT 131)
- Edger (FC 56 C-E, FC 70 C-E, FC 90, FC 95, FC 100, FC 110)
- Trimmer/Brushcutter (FS 40 C-E, FS 56 C-E, FS 56 RC-E, FS 70 RC-E, FS 90, FS 90 R, FS 100 RX, FS 110, FS 110 R, FS 110 RX, FS 130, FS 130 R)
- Clearing Saw (FS 310)
- KombiEngine (KM 56 RC-E, KM 90 R, KM 110 R, KM 130 R)

For serial number and more details, go to www.stihlusa.com/recalls/recall_toolless_cap/

You should discontinue use of your recalled Stihl product immediately and take it/them to an authorized Stihl dealer. If your machine(s) has a fuel cap that is being recalled, your dealer will install a new toolless fuel cap without any cost to you.

If you need to locate your nearest dealer, call Stihl Customer Service at 1-800-233-4729, consult their Dealer Locator at www.stihlusa.com, or email stihlrecall@stihl.us.

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**Events & Seminars**

**July 13, 2011**
Trees in Relation to Construction 2011
ICF & Arboricultural Assn East England Region Conf.
Bioscience Institutes, Colney, Norwich, England
www.charteredforesters.org; icf@charteredforesters.org

**July 21, 2011**
ISA Certified Arborist Examinations
San Antonio, TX
Contact: www.isa-arbor.com/certification/tests

**July 24-26, 2011**
TCIA/PLANET Legislative Day on the Hill*
Washington, D.C.
Contact: cyr@tcia.org; 1-800-733-2622; www.tcia.org

**August 9, 2011**
Hazard Tree Workshop
Duluth, MN
Contact: www.safetrees.com/workshop-2011.html

**August 9-10, 2011**
L1 Precision Felling & Chain Saw Handling hands-on
Attleboro, MA
www.ArborMaster.com or call (860) 429-5028

**August 11-13, 2011**
L1 Tree Climbing Methods & Work Positioning
Attleboro, MA
www.ArborMaster.com or call (860) 429-5028

**August 12, 2011**
SHADE: Southwest Horticulture Annual Day of Education
Renaissance Glendale, Glendale, AZ
Contact: Arizona Nursery Association www.azna.org

**August 17-18, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
Target Specialty Products, San Jose, CA
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

**August 18-19, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
Potter Park Zoo, Lansing, MI
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

**August 25, 2011**
ISA Certified Arborist Examinations
Round Rock, TX
Contact: www.isa-arbor.com/certification/tests

**September 29-30, 2011**
ISA-Rocky Mountain Chapter 2011 Annual Conference
Marriott Denver South/Park Meadows, Littleton, CO
Contact: (303) 756-1815; www.isarmc.org

**October 1, 2011**
2011 ISA-RMC Tree Climbing Championship
Denver, CO
Contact: (303) 756-1815; www.isarmc.org

**October 5-7, 2011**
2011 Texas Tree Conference & Trade Show
Waco Convention Center, Waco, TX
Contact: www.isatexas.com

**October 7, 2011**
ISA Certified Arborist Examinations
Waco, TX
Contact: www.isa-arbor.com/certification/tests

**October 12-13, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
In conjunction with TCI EXPO, Hartford, CT
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

**November 3-5, 2011**
TCI EXPO 2011
Preconference workshops Nov. 1-2
Hartford, CT
Contact: cyr@tcia.org; 1-800-733-2622; www.tcia.org

**November 1-2, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
In conjunction with TCI EXPO, Hartford, CT
Contact: www.isa-arbor.com/certification/tests

**November 1-2, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
Potter Park Zoo, Lansing, MI
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

**November 3-5, 2011**
Certified Treecare Safety Professional (CTSP) Workshop
In conjunction with TCI EXPO, Hartford, CT
Contact: cyr@tcia.org; 1-800-733-2622; www.tcia.org

**December 5-6, 2011**
Certified Arborist Seminars and Exam
Fort Harrison NR Education Center, Indianapolis, IN
Contact: Lindsey Purcell www.indiana-arborist.org

**January 24-25, 2012**
2nd Annual NJ Plants Trade Show & Conference
New Jersey Convention Center, Edison, NJ
Contact: NJNLA, Kevin 1-800-332-3976; Kevin@macevents.com; www.njplantshow.com

**January 24-26, 2012**
2012 Annual Indiana Arborist Association Conf.
Marriott Inn, Indianapolis, IN
Contact: Lindsey Purcell www.indiana-arborist.org

**January 30 - February 2, 2012**
Mid-Atlantic Horticulture Short Course
Marriott at City Center
Newport News, VA
Contact: www.mahsc.org; (757) 523-4734

**February 12-16, 2012**
Winter Management Conference 2012
Curacao
Contact: cyr@tcia.org; 1-800-733-2622; www.tcia.org

**March 6-7, 2012**
Certified Treecare Safety Professional (CTSP) Workshop
Gwinnet Tech, Lawrenceville, GA
Contact: 1-800-733-2622; ctsp@tcia.org; www.tcia.org

* Indicates that TCIA staff will be in attendance
Taking Fed OSHA to Task

On June 16, the House Education and the Workforce Committee’s Subcommittee on Workforce Protections, chaired by Rep. Tim Walberg (R-MI), held a hearing entitled, “Is OSHA Undermining State Efforts to Promote Workplace Safety?” I testified in order to share TCIA’s experience in dealing with federal OSHA as well as its collaborations with various State Plan OSHAs.

The Occupational Safety and Health Act allows states to administer their own workplace safety programs if they are “at least as effective” as the federal safety program. This has provided states with the ability to make safety decisions that best address the unique needs of their respective workplaces. Today, 27 states and territories administer a State Plan Program for worker safety, covering an estimated 40 percent of private-sector workers.

The problem seems to be that neither the states nor federal OSHA seem to have a clear idea of what “effective” means. The states tend to use the criterion of reducing worker accidents as their measure of effectiveness, but according to the written testimony of Elliot P. Lewis, assistant inspector general for audit from the Office of Inspector General, U.S. Department of Labor, they don’t do a good enough job of establishing that accident reductions were the direct result of the State Plan’s actions.

The gist of TCIA’s comment was this: Effectiveness should be measured by looking at the entity’s ability to see a safety problem and its willingness to act swiftly and proactively to curtail the problem.

Using our criteria, State Plans such as California, Maryland, Michigan and Virginia receive high marks, whereas federal OSHA does not.

Consider our experience of writing an arborist standard with Virginia OSHA and contrast that to our experience with the feds.

TCIA (then National Arborist Association) approached the Virginia Department of Labor & Industry (DOLI) about the possibility of adopting a comprehensive regulation addressing tree trimming in 2001. We stipulated that the standard must be based on ANSI Z133, whereupon VOSH shared with us their concerns with some of the language in the consensus standard. The Z133 took those concerns to heart and by Z’s next revision in 2006, the problems had been addressed. By 2007, VOSH initiated a rulemaking. In 2008 they sat down with industry to do some fine-tuning. After the obligatory “internal review,” a very reasonable and comprehensive standard became law this spring.

NAA worked with federal OSHA on the vertical standard for line clearance tree trimming, 1910.269. It took 12 long years (1982-1994) but again the result was a reasonable piece of regulation.

Unbeknownst to us, the feds were at that same time working on a logging standard. After it was promulgated they decided, through letters of interpretation, that it should apply to tree removal by arborists. The industry was denied any opportunity to have input. From that experience a 12-year legal and verbal battle ensued that accomplished very little.

We formally petitioned fed-OSHA for a separate rule-making in 2006, and the idea actually made it on to OSHA’s regulatory agenda before being unexpectedly and inexplicably removed in 2009.

In the meantime, TCIA has worked with Maryland OSHA to write a tree care-specific standard, with Cal/OSHA to revise its existing standards, and with Michigan OSHA to do outreach and training for the tree care industry. Like California, Michigan already had industry-specific rules before we entered the picture.

Commercial arboriculture is a high-hazard industry that could use all the help it can get. Our industry’s low barriers to entry make us particularly vulnerable in a demographic that is arguably the hardest to reach. In other words, the people who need information the most are probably not reading this column right now.

Putting effective and responsible safety guidance in the public domain via OSHA is just one more way to possibly reach and help transform an industry. With that in mind, we applaud the aforementioned State Plans for their effectiveness.

Peter Gerstenberger is senior advisor for safety, compliance & Standards for TCIA.
As with many of the trees they've been caring for, the S. P. McClenahan Co., Inc., in Portola Valley, California, has been growing for 100 years.

“My grandfather was one of the original students of the John Davey School of Tree Surgery in Pennsylvania and Ohio,” says James McClenahan, president and chief executive officer of the company.

In 1909, Davey sent Seymour to Northern California to establish a branch of the company there. Two years later, he founded his own company, the S. P. McClenahan Co., Inc., in San Francisco. In 1915 he moved the company to Palo Alto, on the San Francisco Peninsula. He worked on large estates owned mostly by wealthy San Francisco families. During the 1930s, he employed on average six men.

One of his clients was David Currie, who was building the Ahwanee Hotel in the Yosemite Valley in California. The company did tree removals and pruning around the hotel site, which was later designed by the Olmstead Brothers, John and Frederick Jr., renowned landscape architects.

Seymour met architect Julia Morgan, who also worked in the area and who had designed Hearst Castle at San Simeon, 250 miles south of San Francisco. She recommended him to William Randolph Hearst’s mother, Phoebe, who wanted to transform a bare hillside to forest at her home, the Hearst Estate, on the McCloud River in Shasta County. The McClenahan Company transplanted thousands of trees, including some five hundred pine trees.

Things were done differently in those days. “My grandfather was one of the fellows who pioneered in dynamiting to blow up stumps,” James says. “And there was a fellow from Los Angeles who would pour concrete around the rootballs and transplant them to another part of land.”

“Things were done differently in those days. “My grandfather was one of the fellows who pioneered in dynamiting to blow up stumps,” James says. “And there was a fellow from Los Angeles who would pour concrete around the rootballs and transplant them to another part of land.”

Seymour was an invalid during World War II and died in 1945. Herbert G. Hammers, a friend and an associate of the firm, managed the company, which continued operating with two employees. Henry returned from World War II the next year, planning to return to his work as a police officer, but his mother begged her sons to carry on the business.

“My uncle (Bob) was established in Fresno,” James says. “Later that year, my father (Henry) assumed management of the company.”

The company grew in the post-war years with the increasing population of the San Francisco Peninsula and the increasing demand for tree care services among homeowners. The S. P. McClenahan Company was incorporated in 1959, and in 1968 moved to a new headquarters in Portola Valley, which is also on the Peninsula.

In the mid-1970s, shortly after his retirement, the California Arborist Association planted a redwood tree in Henry’s honor on the company grounds.
Arbor Day near “El Palo Alto,” a 1,000-year old redwood in Palo Alto. More redwoods are planted around El Palo Alto now, and it’s still a very prominent tree.

“Although my father hadn’t wanted to go back to the company, he came to love tree care,” James says. “He was very, very happy.”

**James and Susan McClenahan**

Henry retired in 1977 and two of his children, James and Susan, took over the company. Susan McClenahan Pitt was chief financial officer from 1971 until she passed away at age 58 in November 2001.

“That was a tremendous void,” James says. “Some people here really helped me through it.”

James is an ASCA registered consulting arborist, licensed pest control operator and licensed contractor in the State of California as well as a member of the California Arborist Association, the ISA, the Society of Commercial Arboriculture and, of course, the Tree Care Industry Association, of which his company has been a member since 1984. He’s been working with the McClenahan Company since 1964.

“The first experience I had was watering transplants when I was 11,” he says. “I also emptied wastebaskets. I never thought I’d do tree care for a living.” But he left college and went to work for the company so he could earn enough money to fix his car. He’d met his future wife, Peggy. “She was the one,” he says.

James went into the Navy during the Vietnam War. When the U.S. role in that conflict ended, he left the Navy and married Peggy and had a child. He went back to work for the company, in the field, as a crew leader for three years and then as a full-time salesman. He was never given special treatment by his father.

“When I got my pest control license, I got a raise from $2.90 to $3. I was so proud of myself – until I learned that everyone else in the company got a raise, too.”

James and Peggy have three sons. James teaches in Nevada; the other two, John and Josh, are the fourth generation in the family business. “To be with these two guys, I’ve got the best of both worlds,” James says. “They’ve made my life a pleasure.”

Peggy and John’s wife, Cindy, both work in the office in all three divisions: PHC, Pest Control and Consulting. James’ cousin, Gary Armstrong, and Gary’s son, Gary Jr., handle most of the PHC in the field.

“A family business is a difficult thing to maintain for two generations,” says John, vice president of the company. “A small percentage makes it to four. It’s really fortunate that Dad has one son who loves trees and one who loves the operational end.”

**John and Josh McClenahan**

John has a bachelor’s degree in Ornamental Horticulture from California Polytechnic University in San Luis Obispo. He’s an ISA board-certified master arborist (BCMA), licensed pest control advisor, member of the American Society of Consulting Arborists and a TCIA certified treecare safety professional (CTSP). He’s also the vice chair of the California Association of Pest Control Advisers and has served on the board of directors of Canopy Trees for Palo Alto.

John started working in the company in sixth grade, cleaning out trucks. In university, he worked in the field during summers and holidays. He began working full time in the office in 1993. He became acutely aware of his passion for trees when he was 21 years old, he says, walking across the Cal Poly campus and seeing some trees they’d worked on.

“My grandfather had painted the picture for me,” he says. “He told me stories about World War II, law enforcement and how he ended up in the tree business. It seemed like a good life to me.”

In contrast, says James, “All Josh ever wanted to do was be a pilot.”

Josh is the company’s director of risk management. He is a TCIA CTSP and one of only three board certified safety professionals (BCSP) in the tree care industry in the country.

“I spent a lot of my time growing up in the company and didn’t have a tremendous interest in tree care,” Josh says. He received his bachelor’s degree in Aeronautical Science and his master’s in Safety Science at Embry Riddle Aeronautical University in Prescott, Arizona. His thesis was on the impacts and importance of arboricultural safety practices. When health problems cut his flight career short, he worked for an insurance carrier for three years. He returned to the family business in 2006.

“Most days working with John works really well,” Josh says. “Our backgrounds and expertise are very different. I think we complement each other really well. He pulls in a lot of practical knowledge about tree work as well as book work.”

They’ve continued their great-grandfather’s focus on high-end residential properties and often work on the same property through generations of owners. These clients make up 85 percent of the company’s business. Occasionally they find trees their grandfather worked on.

“But so many of those trees are so far gone,” Josh says. “Some of the trees that have had work done to them, for example, cavity work, we can identify and trace back to my grandpa- by his style and our records,” Josh says. They still fill cavities, but not the way it was done in the old days, when arborists...
would fill them with concrete and make designs in them, an art that very few people were qualified to do.

There are a few reasons for the company’s stability, says James. They provide expertise, and they didn’t try to get too large; 99 percent of their clients live between San Francisco and San Jose.

But most importantly, “We have a very strong family culture, and it’s served us well. We’ve always tried to be as honest as possible with our clients and employees. We’ve earned trust back to my grandfather – good morals and ethics, which I’ve carried to my children. There are 150 tree care companies in the phone book. If you can maintain your integrity, honesty, character and quality, you’ll be fine.”

This is something Josh noticed even as a child. “Growing up, I’d go around with my dad and I’d get out of the truck with him,” Josh says. “He wasn’t treated like a service provider, but as a partner. Our customers have the utmost faith that we’re doing what’s right. For 100 years, we did work based on a handshake.”

James took over sales when his father retired, and his clients are passing away, he says. John and Josh are attracting a completely new, younger clientele. The company is on city lists of qualified arborists, they run ads in magazines, they donate tree work to churches in the area and they have a website. Interestingly, Josh says, most people who contact them through their website have already heard of them.

As stated earlier, the company is divided into three separate divisions. Most of their work in the PHC division is pruning, which is some 70 to 75 percent of all the work the company does. They also customize tree care programs and do planting, transplanting, bracing, cabling, aeration, removals and stump grinding.

“We’re still evolving in PHC,” John says. “It seems like the people who move into this area are tech-based. Our mission is really teaching people who live around trees how to live with them. Helping people understand trees is quite a pleasure, and I’m still learning. I think I’ve barely scratched the surface about what I’ve learned about trees.”

In the past few years they’ve also been doing fire mitigation for a local fire district, clearing brush and removing dead trees. “There haven’t been many wildfires in last eight or nine years,” he says, “but there’s a huge risk of it in the area we’re working in.”

In the Pest Control division, they diagnose tree problems, treat insects and diseases, and fertilize trees. They use both organic and traditional pest control methods and fertilizers, depending on both the customer and the need.

James and John founded the Consulting division about 10 years ago. They do tree inventories and appraisals, tree protection and preservation plans, and hazard tree assessments.

They have 54 employees, 39 in the field. Three are ISA-certified arborists, five are ISA-certified tree workers and six are TCIA CTSPs. All employees in the field have TCIA’s electrical hazards awareness certificate. Employees also have other certifications and licenses, including certified safety professional, qualified applicators license and qualified applicators certificate.

“We have a genuine interest in keeping people safe and going home at the end of the day,” Josh says. “That’s more important than getting the job done at all costs.”

Some employees have been with the company for longer than 30 years; 20 of them for longer than 20 years. Employees are treated like family, Josh says. In addition, the pay is on the high end, the benefits are good and the company encourages them to get as much training and as many certifications as possible – and pays them accordingly, he says.

Sustainability is a recurring theme in the
company, from maintaining the loyalty of family members, clients and employees to preserving trees. It's also important for the technology the company uses, he says, from hand-held battery-powered tools to their new hybrid aerial lift truck.

McClenahan Company is the only private company in the country with a hybrid aerial lift truck, which was made especially for the company by Terex. It took more than a year to discuss and design the XT 60, which is on an under-CDL (commercial drivers license) chassis and has a vertical reach of 60 feet and a side reach of 50 feet.

“We were in need of another aerial lift,” Josh says. “Two were aging, and we wanted to make a statement for our 100th anniversary to demonstrate our commitment to alternative energy.”

Technology is also important in the office. “Just about everything we do is automated and designed internally,” he says. “We’ve invested a tremendous amount of resources to maintain our customer database, to schedule work and to have records of trees going back through several owners. We’re also developing more software on safety and risk management elements and training elements.”

The company became accredited in 2006 and was reaccredited in 2009. “When I started in 2006, Accreditation was still in its infancy,” Josh says. “I talked to several folks, including Bob Rouse, found information on Accreditation and looked at the standards book. The structure of Accreditation was what we were looking for. It was a great excuse to improve our business.”

The process took less than a year, he says, and for the most part, they simply refined what they were already doing. “They were all beneficial changes,” he says. “If we were in a business that had just started, I think there would be a tremendous amount we would learn.”

One of the biggest challenges was getting employees to change their work habits. “Usually when you implement something new, the initial excitement becomes old and they begin to go back to what they used to do,” he says. “You have to convince them it’s in their best interest to improve safety and production. After a while it begins to take shape, but they need continual reinforcement.”

As for the future, Josh says, “I think we’re in a good position to stay ahead of the curve. In five years, hopefully we’ll be on the same path as the last five years, continue our stable growth and recruit people who can bring us through another generation.”

These two generations also have a transition plan in place, says John. Part of it has been to see how little the third generation can do and how much the fourth can do. “Basically I’ve already handed the company over,” James says. “I take most summers off, and this winter, a long term illness took me out for three months. I’m glad I’m here and part of it and have two sons who want to be here, too. The part that thrills me the most is that my sons love it, too.”

While Josh, along with his wife, Erin, is the only one of the three brothers currently with children, they are still too young for tree work.

“At this point my kids, Katherine or Kate, 3, and Alexis or Lexi, 2, are the only 5th generation options,” says Josh “We will see what the future holds for the next generation.”

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Texas arborist Kevin Bassett knows that you can learn a lot about a tree by putting a piece of it on a lathe and carving it down to its core. An accomplished wood turner, he has been surprised more than once by flaws and defects hidden at the center of a deceptively solid-looking piece of wood.

As a woodworker he has learned to use knots, holes and anomalies to his advantage, working them into his designs to unique effect. But as an arborist, Bassett knows that hidden defects in a tree can pose tremendous risk to even the most seasoned tree care professional, and he has launched a personal crusade to help make the workplace safer for tree workers.

Bassett has long supported the TREE Fund’s mission of advancing knowledge in arboriculture and urban forestry with donations of his artisanal woodwork to the annual “Raise Your Hand for Research” auction. His work routinely brings in hundreds of dollars, and his pieces are eagerly anticipated and often hotly contested at auction by collectors. He is generous with his donations, believing that arboricultural research, followed by education of the workforce, offers the surest path to a safer workplace. And with his help the TREE Fund’s Safe Arborist Techniques Fund has surpassed the magic $100,000 mark at which it can begin to fund research projects.

Bassett’s work is available for sale on the popular ETSY website, and this spring he launched a companion ETSY page called TREEFun (www.etsy.com/shop/treefun), from which every sale benefits the Safe Arborist Techniques Fund. Each item is handcrafted from reclaimed wood, occasionally embellished with exotics he obtains in his travels as a certified arborist and judge for the ISA’s International Tree Climbing Competition. Every piece is unique, often distinguished by the telltale effects of decay, insects and structural imperfections. And Bassett is donating 30 percent of the proceeds from the TREEFun shop to the Safe Arborist Techniques Fund.

“Safer tree care begins with smarter arborists,” Bassett asserts. “Our equipment – ropes, carabiners, etc. – is all rated for tensile strength, but what about the tree? When I tie onto a limb, how do I know if it will hold me? We need science to help us answer that question. Biomechanics research can provide the knowledge that will reduce the number of injuries – or worse – in the field. The TREE Fund’s Safe Arborist Techniques Fund supports that research, so I’m on board to help build that fund.”

The artisanal wood pieces on the TREEFun site are representative of Bassett’s creativity and his willingness to let the wood dictate the direction of the finished product. His pieces are graceful, sometimes whimsical and frequently functional and range in size from small bowls to a 4-foot-tall sculpture.

Kevin Bassett begins to create one of his works of art.

As a woodworker he is largely self-taught but, like many arborists, he has trees in his blood. His family tree includes a grandfather who worked as a logger in Mississippi and another who planted and tended an orchard (“practically an arboretum”) in Connecticut. Bassett was among the first arborists to earn ISA certification in Texas in 1992, and he began “fiddling with a lathe” in 1993. He turns out eight to 10 pieces in a good month, and some projects take a lot longer than others. “I didn’t know I had a creative bone in my body ’til I was over 40,” he says. “Wood turning has changed my thought processes and the way that I look at trees, but in the end I learn through my hands, putting the tool to the wood to see what emerges.”

On May 16, Bassett’s artistry was featured in the Dallas Morning News. A companion video can be viewed on YouTube at www.youtube.com/watch?v=wUyb1qyILal. Links to the ETSY TREEFun site and the video are posted on www.treefund.org and the TREE Fund’s facebook page.

Donations to the TREE Fund Safe Arborist Techniques Fund also can be made at www.treefund.org or by sending a check to TREE Fund, 552 S. Washington St., Ste. 109, Naperville, IL 60540. Donations by check should include the notation “Safe Arborist Techniques Fund.”
Don’t kid yourself, you work with trees because you love them.

Remember what it was like to see the world from the top of your favorite tree? You grew up in a simpler time, without all of today’s complications. The passion you developed in your youth for trees hasn’t faded and, in fact, has made your company what it is today. But running a business in this complex world has its fair share of challenges. Let TCIA be your partner and help develop your business to meet today’s standards. We’ve been instrumental in supporting the ever-changing landscape of tree care for over 70 years – from the days of simplicity to 2011.

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For a limited time only we are offering new members 50% off of our first-year dues.*

* New membership rate of $150 is available to first-time, new members only. Please respond by August 15, 2011 or call Brenda or David for details.
F or years longer than I care to authenticate working in tree safety as well as in several different countries (UK, USA, AUS, NZ), I have been harping to general foremen, supervisors, managers, my own employees and indeed anybody who will listen to my mantra regarding the redeeming definitions of these two words. Understanding their definitions and meanings will help anybody in the safety world who is unfortunate enough to be involved in an investigation with personal injury or property damage. It will provide a leg up from the start.

Merriam-Webster defines incident:
“INCIDENT noun \ in(t)-sə-dənt, - dent\ Something dependent on or subordinate to something else of greater or principal importance …”

The operative phrase being dependant on or subordinate/secondary to...

Whereas the definition of accident:
“ACCIDENT noun \ ak-sə-dənt, - dent; aks-dənt\ 1a: an unforeseen and unplanned event or circumstance.
1b: lack of intention or necessity: chance.
2: an unfortunate event resulting especially from carelessness or ignorance.”

Aha! Carelessness results from not following the 3 P’s, as I will explain in a moment. Ignorance stems from lack of training and results in incompetence in the task assigned (human error)!

From my understanding of the English language, one of these words means something unpreventable, while the other requires a trigger mechanism or outside influence to occur. Do we all agree on which is which?

This may seem like rambling a bit, but let me explain with these examples.

A worker from an aerial lift sees a hornet’s nest hanging in the tree and then proceeds to run his stick saw through it. He gets stung to no end. Now that was an incident! The worker was the trigger mechanism in that occurrence. It did not need to happen.

A worker using his stick saw from an aerial lift is swarmed and stung on his neck. That is an accident because he did not know or could not perceive it was going to happen. It’s like getting hit by a falling airplane part from the sky. It could not have been prevented. The employee was an unwilling participant in a stage play, working without the script.

The last decade saw a lot of focus on behavior change in our industry and others, acknowledging it must be behavior that keeps employees getting hurt, damaging property and so forth. Well I for one would agree that when it comes to incidents the employee(s) will always be the trigger mechanism in an incident occurring. Why?

Because a hazardous situation requires human participation to mitigate the risk and apply any of what I call the 3 P’s, (Policy, Procedures & Process) to it to ensure our human involvement is safeguarded.

We must realize our work is dangerous in the best of times. Hazards are awaiting all of us. We know that they are there,
hence our dedication to recognizing them and putting policies, procedures and process to work to mitigate them. Taking it a step further finds us looking for additional hazards outside our work scopes and sees us donning protective personal equipment.

The brunt of this quick article is this: When performing an investigation – which is never the day’s highlight for a safety professional – look at the trigger mechanism of the occurrence, or in most common terms, the “root cause.” Analyze what occurred and reverse engineer the event from final outcome to initiation of the trigger mechanism. You will always find a human element attached when it is an incident.

When analyzing the human element portion, it comes down to the 3 P’s not being followed: the policy, process and or procedure. Somebody took a short cut, whether it was poor maintenance on equipment, poor training, using tools that should have been tagged out, not utilizing lock out-tag out (LO/TO), or thinking their way was faster and thus better – whatever.

What should happen as a follow up to an incident is to determine if your or your company’s 3 P’s let you down. If your 3 P’s are firmly in place, then you are looking at some willful violation of any of the 3 P’s, and the corrective action becomes clear. Corrective action should be straightforward and concise with the employee, explaining the potential consequences of his or her action in full orchestrated detail. As a good friend of mine always says, “Dying is not an option!”

We are seemingly at an impasse regarding the acceptance of a safety culture in our industry as the change in worker generation is occurring. As new members in the workforce and our industry arrive, the right and correct way needs to be the only way.

There is a real truth in the adage “you cannot teach an old dog new tricks,” and for a reason. So as we move forward and the old dogs leave us, we need ensure the new pups are trained correctly and instant-

John Schwelm, CTSP, is general manager and corporate safety director of Terry Tree Service, LLC, a 12-year TCIA member company, and Ironwood Heavy Highway, LLC, both based in Rochester, New York.
Man cuts friend with chain saw
A man was severely cut by a chain saw May 2, 2011, in Chattanooga, Tennessee, while helping a friend clear damage from storms.

Jona Daniel was helping a friend clear trees from his property and was holding the ladder while his friend cut up a tree with a chain saw. A heavy limb fell from the tree and Daniel’s friend jumped off the ladder to avoid being hit. As he did, the running chain saw hit Daniel, cutting him severely.

Emergency responders found Daniel conscious but bleeding heavily from lacerations to the side and back of his head and wrist. Emergency personnel were able to get to Daniel quickly enough to bandage his cuts and transport him to a local hospital for treatment.

Witnesses told responders that the tree limb could have critically injured both men, according to the Chattanooga Times Free Press.

Man rescued after trimming accident
A man was rescued from a tree May 8, 2011, in Dorchester, Massachusetts, after his hand was impaled by a branch, stranding him approximately 30 feet above the ground.

The man was attempting to trim a tree when a branch broke and pinned his hand between the branch and the trunk of the tree. The unusual rescue scene found the man near the top of his ladder, which was perched on top of an overturned shopping cart.

Firemen positioned a “cherry picker” below the man as they eased a harness around his body. Then the man was lowered into the bucket of the machine and back down to the ground. The man, who appeared to be in his 60s, suffered “severe damage” to his hand, according to a report in The Boston Globe.

Woman injured by cut limb
A cut tree branch knocked a woman to the pavement, seriously injuring her in Lexington, Kentucky, May 10, 2011. Neighbors say Shirley Powell was holding the ladder her husband was standing on to trim a tree branch caught in a power line. The large limb fell, spinning her around and knocking her face-first into the concrete.

A witness said the man asked his wife to hold the ladder, then he went up on the ladder to saw, and when he did the limb bounced off the ladder, hit her and flung her down. The woman was not breathing, and there was blood everywhere, the witness said.

Neighbors performed CPR until firefighters arrived. EMS transported Powell to the local hospital. There was no word on Powell’s condition the next morning, according to www.lex18.com/NBC channel 18.

Man killed by felled tree
A man cutting trees in Hutchinson, Kansas, was killed May 10, 2011, when a large tree fell on him. Joseph T. Fredrick, 46, of Hutchinson, had been sent out by a job service center as a temporary worker to cut the trees behind a commercial building. He cut down a large tree, which fell in a different way than Fredrick had anticipated. The tree fell across his back, killing him instantly, according to KAKE News.

Man pinned under tree, killed
A man was pinned under a tree May 12, 2011, while taking down trees at a home in Oak Grove, Minnesota. David Pollema, was flown by medical helicopter to a hospital with serious injuries, according to a report in the Star Tribune.

Pollema was hired by the homeowner to clear trees and was taking down a particularly large tree in sections when it bounced back at him, according to the homeowner, who added that there had been a hollow section of the tree that no one knew about.

Pollema was flown to Hennepin County Medical Center where he later died.
Lee Harrison, 43, was trimming a tree in an old bucket truck about two or three stories off the ground when the hydraulic cylinder came lose and let the bucket fall to the ground. Massive internal injuries were listed as the preliminary cause of death, according to the report in The Repository.

Man dies after nearly 30-foot fall
A Louisville, Missouri-area tree service owner died May 12, 2011, after the bucket from his truck fell about 30 feet with him in it in North Canton, Mo. Paul Schneider, 61, was pronounced dead at Aultman Hospital the same day.

Schneider was trimming a tree in an old bucket truck about two or three stories off the ground when the hydraulic cylinder came lose and let the bucket fall to the ground. Massive internal injuries were listed as the preliminary cause of death, according to The Repository.

Man dies after cut tree strikes bucket
An Enterprise, Alabama, man was killed May 13, 2011, in Enterprise when his aerial lift bucket was struck by a tree he was trimming.

Lee Harrison, 43, was trimming a tree when the top portion of the tree fell and directly hit the bucket in which he was standing. The impact caused the bucket to dislodge from the truck. Harrison fell about 60 feet and hit the truck below. He was flown to a Dothan, Ala., hospital by helicopter where he later died, according to a report in The Southeast Sun. Contributed by Jennifer Brouillard of Dave’s Tree Service in Enterprise, Ala., and a friend of Harrison’s.

Man pinned by cut branch
A man trimming trees had his foot pinned by a large cut tree branch May 19, 2011, in Sheboygan Falls, Wisconsin. The man’s foot was pinned against a ladder by a large branch.

Drunk driver strikes officer on tree detail
A police officer providing traffic control for a tree trimming crew was struck by a drunk driver and injured May 13, 2011, in Hackensack, New Jersey.

Officer Jonathan Delaney was in a marked police vehicle positioned on the shoulder of the roadway behind several aerial lift trucks that were trimming the trees along power lines on Route 46 when a vehicle driven by Alfonso Burgos, 62, of Wharton, collided with the cruiser. Burgos was arrested for operating a vehicle while intoxicated. Officer Delaney was treated and released at Saint Clare’s Hospital for minor injuries, according to The Record.

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Truck boom collapses, injuring worker
An aerial lift truck’s boom broke in Manor Township, Lancaster County, May 16, 2011, sending a man to the ground and then to the hospital. The worker was trimming a tree that had been struck by lightning. The boom on the bucket truck “snapped,” according to the WGAL Channel 8 report. The worker fell and hit his head on a driveway.

Man hurt when cut tree falls on him
A man on a tree-trimming crew was injured May 19, 2011, in Glen Carbon, Illinois, when a tree fell on him. The others in the crew had the man released from under the tree by the time firefighters arrived at the scene. The man complained of pain and was taken to Anderson Hospital in Maryville for treatment. He was not transported to a trauma center in St. Louis, as is usual in cases of serious injury, according to a report in The Telegraph.

CTSP CEU Quiz #2011-4: July 2011
1. The best course of action an injured tree worker should take is:
   a. wait to see how they feel before seeking medical assistance.
   b. inform their supervisor and perform light duty jobs until they feel better.
   c. determine if the injury is a “blunt” or “penetrating” trauma.
   d. seek medical assistance as soon as possible.

2. When calling 9-1-1 from a newer model cell phone:
   a. EMS will be able to find you with the PSAP system, so there is no need to have the exact address handy. This saves time on the call.
   b. use the touch screen feature to download a map of your location.
   c. be able to assist the emergency operator and answer questions as clearly as possible.
   d. make the call from inside the truck to eliminate noise on the call.

3. Information provided to the 9-1-1 emergency operator should include:
   a. that the incident is on a tree work site, either on the ground or aerial.
   b. if electrical contact was made.
   c. only essential information about the incident.
   d. all of the above.

4. When performing an investigation, you will always find:
   a. a human element attached when it is an accident.
   b. a human element attached when it is an incident.
   c. human involvement is safeguarded.
   d. human participation is mitigated.

5. If there is a shortcut in the human element:
   a. the work is done much faster.
   b. immediately utilize the lock out/tag out (LO/TO) procedures.
   c. it can be overlooked.
   d. the three P’s were not followed.

6. Unsafe occurrences are:
   a. accidents.
   b. unavoidable.
   c. part of tree work.
   d. none of the above.

To obtain CEU credit, you may copy this page, answer the questions and either fax the answer sheet to TCIA at (603) 314-5386, or mail to: TCIA - CTSP, 136 Harvey Road - Ste 101, Londonderry, NH 03053.

1 Only current CTSPs in good standing who qualify for professional development CEUs may obtain CEUs for this quiz. Other readers are encouraged to use TCIA’s safety articles for training and may wish to use this quiz to test comprehension.

(Continued on page 53)
Terry, a 52-year old climber, was standing on an elm limb about 35 feet off the ground. He had one foot in the crotch at the trunk and the other foot balanced on the limb. He stretched out with his handsaw to cut a branch. At that moment his climbing line caught around another branch and he decided to unclip his carabineer – only for a second – to untangle his line. However, in that second, he fell.

His fall was typical for tree workers – the path to earth was not direct but involved collisions with several branches and limbs on the uncontrolled descent, almost an aerial pinball. Terry landed on a pile of brush about 10 feet from the trunk. While he was initially unresponsive, he regained consciousness within a minute or two and with the help of Frank, his co-worker, sat up. Terry felt a little dazed, a couple of aches, but thought he was fine.

“Just give me a little time to rest while you chip the brush and take lunch,” Terry told Frank.

After resting for about 40 minutes he complained of pain and appeared a little confused. Terry soon experienced labored breathing and his skin color was becoming pale. Frank became alarmed at the rapid change in condition and called 911. Unfortunately Terry died of internal hemorrhaging before the ambulance arrived.

This was an unfortunate outcome, and one that is not as uncommon as you would hope. Too often injured workers decide to wait a while to see how they feel before seeking medical assistance. Crew members may also take the same approach to an injured worker – let’s just wait a bit.

Dr. R. Adams Cowley, a pioneer in the area of trauma surgery, introduced the concept of the “Golden Hour” for trauma incidents. This is the critical time period between when the incident occurs and receiving care from a hospital staffed for trauma care. As Dr. Cowley is widely quoted as saying, “There is a ‘golden hour’ between life and death. If you are critically injured, you have less than 60 minutes to survive. You might not die right then – it may be 3 days or 2 weeks later – but something has happened in your body that is irreparable.”

The concept has since been expanded to be called the ‘Golden Period’ to take the focus away from a strictly 60 minute time limit, but the point is unchanged. The sooner care is provided, the better the outcome. By sooner I am not referring to the speed at which EMS transports the patient – the days of “scoop and run” have passed and there is little evidence that quick transport is always necessary or outweighs the risks to EMS personnel or the patient. However, reducing the time period from when the incident occurs to EMS arriving on the scene can improve the outcome as the patient will be assessed to identify life-threatening conditions and appropriate management provided.

The word “trauma,” which means inflicted injury, is a term often used to describe injuries in the tree care profession. But what
is meant by injury? Injury can be defined as a harmful event that occurred from a release of energy or a barrier to the normal flow of energy. Impact involves a release of energy through different forces: think a bat hitting a ball and you are the ball.

Let’s look back at Terry’s incident. How many impacts occurred? Obviously when he bounced through the canopy we had multiple impacts but when he finally struck the brush pile, how many occurred? Two: one was the body impacting the brush (a compression force); the second was his organs still moving in his body but at differing speeds (shear force). The injury from (the) shear forces may be overlooked, since there are not any obvious external indicators, but these can be just as serious and often deadly.

There are two types of trauma – blunt and penetrating. The injuries from blunt trauma (falls, struck-bys) are often not as easy to recognize as those from penetrating trauma, where the skin has been broken such as with a chain saw cut or an impalement by a stub.

Regardless of the type, with trauma incidents, time is a key resource and it should not be wasted. Perhaps the most valuable item in a tree crew’s first aid kit is a cell phone to call 911. Cell phone ownership is so universal that it is unlikely that a crew lacks one; more likely is that everyone is carrying one. Some older arborists reading this will remember the practice of taping a dime on the dashboard of a truck so the coin was available for use at a pay phone (a truck I use to drive in the ‘70s had tape so old that it had yellowed and cracked). Now most crews have the capability to quickly call 911 rather than use up valuable time finding a pay phone, if you can even find one, or summon help from a nearby home or passer-by.

However it is not enough to just call 911, you also need to know what to do once your on the line with the emergency operator. Be prepared to identify the location and provide as much information as requested on the incident. I cannot overemphasize the need to provide accurate information when calling 911 and being able to answer questions as clearly as possible. Too often people calling 911 provide a rushed, rambling account without listening to the questions being asked. Time is lost just figuring out why you are calling. No one practices making such a call; for most people, the first time you do, it’s real.

The capability to pinpoint cell call locations has dramatically improved in recent years. Many newer cell phones have E911 capability and cell providers have new rules to deliver 911 calls from any cell phone to the appropriate Public Safety Answering Point (PSAP). However there are still gaps in the technology and application, so one of the most basic bits of information to know is the address of the incident. The crew leader might know the address, but does anyone else on the crew know where they are? The address of a particular site should be mentioned during the briefing before starting the work. This information should also be written down and left in a specific spot that everyone knows (and not in the truck, in case part of the incident involves an energized aerial lift or other “hot” vehicle) so it can be quickly accessed when they call. The first things you do when you call 911 is tell the 911 emergency operator your location and your cell number.

The second requirement is to let the emergency operator guide the conversation – listen to what they are asking! Do not force the conversation or start providing information they have not requested. You need to provide as accurate information as possible. If not covered, be sure to mention this is an incident on a tree work site, either on the ground or aerial (and if aerial, the height and access) and if electrical contact occurred. This information can be critical as the EMS response may vary depending upon the injuries. It is possible with severe burns that a helicopter will be put in the air as the ambulance crew is heading out. The burn patient may need to be transported directly, and quickly, to the nearest burn unit, not necessarily to the nearest hospital.

Pay attention next time you do first aid training; it’s important not only to know how to treat an injury, but how to describe an injury. When you are sitting in the next first aid class, listen to terminology and how your instructors talk about a particular injury. It may be a life-saver.

John Ball is a professor of forestry and extension forestry specialist at South Dakota State University in Brookings, South Dakota. One of his research interests is tree worker safety. He is also an EMT and a CTSP. This article was based on part of his presentation, “Safety Update: What Accidents Occurred in 2009 and Why,” at TCI EXPO 2010 in Pittsburgh. He will be speaking on similar subjects at TCI EXPO 2011 in Hartford this November. (http://expo.tcia.org)
Who Is Using Social Media in Tree Care and How?

By Amy Tetreault

“Keep up with technological change or leave,” says Peter Horrocks, director of BBC Global News, in the BBC in-house weekly, Ariel. “This isn’t just a kind of fad… you’re not doing your job if you can’t do those things.”

But technology and social media aren’t just for journalists. “We see the ISA & TCIA doing a wonderful job utilizing social media, exhibiting a nice professional command of the medium, and we’re trying to do the same,” says Danielle Pollock of Arbor Services of Connecticut, Inc., a 12-year TCIA member company located in Washington Depot, Conn. “This is the 21st century. No reason we shouldn’t all be up to speed.”

Facebook allows people to connect with hundreds of friends, LinkedIn helps professionals find job opportunities and Twitter encourages people to share short bursts of information with a worldwide community. These are just a few examples of how social media is intertwined in our daily lives.

Social media sites like these are designed for sharing and discussing information – worthwhile tools for business. Did you know that social networking is currently more popular than email? According to Nielsen Online research, 66.8 percent of people use social networks while only 65 percent use email. These customers are utilizing social media every day and expect their companies and businesses to be reachable across all mediums. These are just a few examples of how social media is intertwined in our daily lives.

Social media sites like these are designed for sharing and discussing information – worthwhile tools for business. Did you know that social networking is currently more popular than email? According to Nielsen Online research, 66.8 percent of people use social networks while only 65 percent use email. These customers are utilizing social media every day and expect their companies and businesses to be reachable across all mediums. And yet, social media is still an untapped marketing resource for many tree care companies. Although there are some tree care companies that are jumping into the deep social media pool with both feet first…

Kevin Caldwell, CTSP, TCIA board member and president of Caldwell Tree Care, an accredited, 14-year TCIA member company, began using social media last year, after a poolside forum at Winter Management Conference. He established a LinkedIn profile and began experimenting with posts and stories. Not having much success, Caldwell worked with his company’s college intern, who walked him through the steps of social networking. Caldwell admits that while he still isn’t an “educated user of social media,” he enjoys challenging himself and devoting a few hours each week to social media. “These tools let us share our tree care passion, educate those who are interested, and position us differently from competitors,” says Caldwell. Additionally, Caldwell Tree Care contracts with outside marketing folks for some of their social media work.

“I would advise hiring a professional,” says Arbor Services’ Pollock. “Better to pay someone to do it properly and quickly than struggle around trying to figure it out yourself.” Although Danielle herself is comfortable with online tools such as social media, she understands that not all companies are equipped with a college intern or an eager employee ready to tackle the task for a few hours each week. But she emphasizes that however you break into social or digital media, the key is to get started.

Pollock suggests starting with online listings, such as Google, Kudzu or Angie’s List. Claiming and updating their listings online has been tremendously helpful for Arbor Services. “You only need one incorrect listing to be out there, and then that incorrect info can be repopulated. Cleaning them up took a long time, but has paid off. When you Google Arbor Services (or Arbor Services of CT, etc.) we appear fairly high in the rankings,” she explains. “If you’re not on the first page of a Google search for your company’s name, you’re in trouble.” Think of it as virtual word-of-mouth.

Still not sure if you can tackle social media? “There is no manual or how-to guide for using social media as a contractor,” says Nicholas Crawford, vice president of Crawford Tree and Landscape Services, Inc., an accredited, 34-year TCIA member company located in Milwaukee, Wisconsin. “But you don’t need one. If you put yourself in the shoes of your audience, you can picture what folks would want to see and read.” Already have a website, newsletter or e-newsletter? Take a moment and consider that social media can act as its own source of valuable information. Crawford explains, “instead of taking a month to write, design, print and mail, it’s showing up on their Facebook news feed instantly.”

But how exactly can a Facebook post or a tweet boost business? When someone becomes a fan of a business page or follows a business on Twitter, that potential
customer is choosing to receive updates about the business. It’s a soft-sell in a place that customers are already visiting and surfing frequently. And with 20 million people becoming fans of businesses and companies each day, the possibilities are endless. After all, Dell has attributed more than $6.5 million in revenue directly to Twitter.

Caldwell Tree Care’s use of social media is already getting them business. “We noticed a late season rise in pine beetle infestations and quickly went out to shoot a video then posted it on YouTube, as well as on our site,” explains Caldwell. “That triggered an alert via Twitter, Facebook, and some customer emails. Activity from these efforts started conversations in our service area, which ultimately lead to some inquiries and some work.”

Both Caldwell and Crawford note that if you invest time and energy online, reading and responding to day-to-day tweets, posting helpful tips on Facebook and garnering positive reviews on sites like Yelp, Angie’s List or Google Places, you’ll build trust and position yourself as the go-to person in your field. Plus, social media is free, excluding staff time. It costs money to advertise on TV, radio or direct mail.

Caldwell suggests that all tree care companies should consider using social media. “We all need to support and understand our customers, business partners and legitimate competitors. We can all elevate each other above the mediocrity of lower level service providers by becoming more savvy in social media.”

TCIA members can visit the Members Only section of TCIA.org for specific directions on how to use Facebook, Twitter, LinkedIn and other social networking sites to boost your business. Or contact Amy Tetreault, TCIA’s marketing and public relations coordinator, at tetreault@tcia.org or (603) 314-5380 for additional help.

**Recommended Reading:**
- #TwitterWorks: Restaurant 2.0 Edition: How social media built a restaurant, a pizza truck and thousands of relationships by Phil Gerbyshak, Joe Sorge, Scott Baitinger and Mike Rohde.
- Social Media Marketing For Dummies by Shiv Singh
- Anything on Mashable.com or MarketingProfs.com

**Connect on Twitter!**
- Tree Care Industry Association @VoiceofTreeCare
- Crawford Tree @CrawfordTree
- Caldwell Tree @BranchOutATL
- Arbor CT @arborct

Questions About Using Social Media?
“S”tump grinders today versus those of the late 1980s are unbelievable,” says Tom “Ace” Gallagher of Ace Gallagher Stump Grinding in Whippany, New Jersey.

He should know. That’s all he does and all he has done even before opening the business in 1989. And he has used many stump cutter brands over the years.

“I was in the land clearing business, and when real estate tanked in late ’80s the business went largely residential. There were not many people doing stump grinding. I knew that for a good job, I needed a niche like this,” says Gallagher, a four-year TCIA member.

Because of that specialty, Gallagher remains busy even in this economy, working with more than 80 landscaping companies and 10 tree care companies as well as a host of municipalities, boards of education and federal parks departments.

“I talk with others in the business, and over the years we always had similar problems in the field, even with different equipment.” He says the comments would go something like: “I wish guys designing these grinders would work with us.” In the last 10 years, however, Gallagher says they have.

“A lot of guys involved in designing and building stump grinders really have come to understand how to run them. They have been in the field with us, and more and more they are listening to what we need,” says Gallagher.

He cites as an example the fact that early self-propelled units were solely two-wheel drive. Now, virtually all the manufacturers offer four-wheel-drive. That means there is no tongue (for towing) and we can get into more places. Today’s designs mean there is virtually no place you can’t get to.”

Gallagher also alluded to advancements such as the six-tire setup, two in front and four in the rear under the engine, not only as an improvement for drivability in wet or uneven terrain, but also for stability.

“Everyone has a story about the time he laid a grinder on its side. With the wide tire base, this is now a rare occurrence. It’s easy to take off two of the rear tires and get through a 36-inch gate, even with some of the larger machines,” he adds, “and still not lose stability due to the weight of the machine.”

Gallagher notes, “In the northeast, we get a lot of rain, especially in the spring, and depending on the rain and weight of a machine, older machines might not be able to get to a stump. Today’s machines literally float because of the new tires and drive setup.”

Even on a dry day, with a machine weighing more than 2,000 pounds, operators have to be concerned about damage to the ground, especially residential lawns. “A lot of machines are easier on the turf because of weight distribution,” he adds.

“Another important thing besides the design of the cutting patterns (for efficiency) was the move to keep work (and debris) to a contained area for safety and for cleanup. Plus, virtually all stump grinders now have teeth that cannot slide out of their pockets. One of the big advancements was to be able to easily check the condition of the teeth to see that the pockets were not loose. With older...
styles, teeth might get loose and fly out, with projectiles moving at up to 200 mph.”

A current issue with Gallagher is bystander safety. “Companies have made machines much safer with the contained approach (installing shrouds and limiting the debris field).

But much of the safety improvements go to the operator. After all, we want to go home in one piece!” he says.

He says there is still a lot of work to be done in the area of bystander safety. “I have seen debris fly forward 20 feet out of a very expensive grinder. We have solved part of the problem with debris flying back and to the side with curtains, but not forward. There are some aftermarket products, and some operators use plywood in front, but chips can fly (ricochet) off that,” in Gallagher’s opinion.

Putting his time and effort where his mouth is, Gallagher is right now working with a major manufacturer to develop a new containment system or baffle that would be made available from the manufacturer at cost. “There would be no profits taken from this safety system,” he says.

Regarding the growing popularity of remote controls, Gallagher says for him at least, “the jury is still out on these systems. As much as they are safer in many ways, there is still something about having my hands on the controls, especially when chasing roots.”

“Stump grinding equipment has evolved to be much safer and to be less tough on the operator. They work with me now, not against me, even though they are heavier and more powerful. This is a great job! I never get bored. I’m on four to six properties a day, and it’s always something different.”

So, what are some of the things going on with manufacturers to move stump grinding technology forward?

According to Jerry Morey, president of Bandit Industries, “What we have done is to focus on upgrading hydraulics. This gives the machines more torque, which makes them more efficient. They cut a lot smoother and use less fuel.” This eliminates the need to go to a larger chassis to get more work done, as he explains it.

“In fact, we have done side-by-side testing of the Bandit 2450 44-horsepower machines and find that they outperform 60 hp models and use a LOT less fuel,” Morey says.

Though not ready to supply details, he says Bandit will introduce a smaller stump grinder, in the 25-horsepower range, this summer. Further, he says, “Another thing we are doing is to test other changes in our hydraulics to bring new efficiencies to our 80 and 90-horsepower units. There are test units out in the field right now (late spring) and we expect to have the new lines out by the fall to show at the TCI EXPO. We will have major improvements to announce by then,” he says.

Morey notes that also doing well are the really large stump grinders, those used traditionally in land clearing. “We’ve expanded on our tracked grinders (3400, 3500, 4000 and 5000 models). These are big, high-production, land-clearing stumpers, and we are finding that tree care guys are getting into them for lot clearing.”

Morey agrees with Gallagher that the use of radio remotes is becoming increas-
ingly popular, and he says this is mostly coming from a safety standpoint because they allow the user to get away from the stump while grinding. Additionally, Bandit is finding the remotes add to visibility and ultimately to efficiency. “This is especially true in backyards and in tight spaces in cities in the eastern U.S. An operator, for example, can get right up to a fence and can be more efficient in grinding, cutting the job (time) by up to half.”

Bobcat doesn’t make dedicated stump grinders, but it does make attachments for some of its skid steer loaders. According to Josh Hegle, national accounts sales manager, “Bobcat makes different models such as the SG60, which runs on the S175 or larger loaders, plus a new SG60X high-flow version to match high-flow machines for faster results.”

“The nice thing about the SG60 is that it can run off fingertip cab control side-to-side and also adjust depth without getting out of the operator’s seat,” he says. It also has a blade to assist with filling in the grind hole after you’re done.

Bobcat also makes the smaller SG30, which can be used on the compact S70 line of loaders and some mini loaders, such as the MT52 or 55, according to Hegle. This attachment is well suited to tight spots. Available for it is an attachment control kit and safety-hold-down switch near the controller. Hegle explains that if the attachment in the hands of the operator gets too close to the operating machine, the cutting wheel cuts out.

Jason Showers, product manager at Morbark, says “We are essentially relaunching the stump cutter platform and introducing two new products. We will introduce the G42SP, a small gas-powered,
optional 27- or 38-horsepower entry level machine,” he says, noting this is not a “handle-bar machine, but rather a self-propelled unit intended for backyards and tight urban neighborhoods.”

Says Showers, “We also have a new flagship, the D76SPH 4x4. This is a retooling of a predecessor machine, and it leverages one of our strengths, which has been hydraulics. The new platform virtually doubles the drive power to the propulsion and cutter wheels.”

“We’ve revamped the cutting system and streamlined enclosures to make the overall unit smaller and more efficient. Users have a choice of engine platforms – a 66-, 84- or 99-horsepower Kubota diesel. This will allows customer to go low, mid or high-power,” he says.

“On the tracked side we have the D76 and D86 tracked stump cutters. The biggest changes with these are the switch to Kubota, Showers says. The 76 (66 or 84 hp) is a tracked version of the D 76 SPH 4x4 and the D86 (84 or 99hp) offers higher horsepower and a bigger boom.

J.R. Bowling, vice president of sales and marketing at Rayco, says, “Stump cutters are exciting for us, especially with recent introductions. The market has been such that we focus resources on smaller machines to make them do more. For one thing, people are not as (financially) liquid as in the past, but still want to get high-performance machines. So Rayco makes smaller ones with higher performance.”

“On the Super Junior series (Models 1625 and 1635) we came out with an operator control station that swings out to allow better visibility to the cutting action. We thought this would be good for rental agencies, but now the pros find they can see better and can get closer to a driveway, curbing or other obstacle like a sprinkler head.” The true benefit, as Bowling explains it, is the ability to get a step or two away from the machine, which delivers both safety and, because of visibility, better throughput. He adds, “This also solves other pro problems in higher density areas to be able to through gates with controls on the side of machines.”

“Another thing we have done is to introduce a tracked Super Junior, similar to the

Bobcat’s SG60 stump attachment can run off fingertip cab control side-to-side and also adjust depth from the operator’s seat.
35 horsepower Super Junior, but now on tracks. This does a number of things. It gets you where you could not get rubber tire machine, such as a muddy slope or across obstacles. And it is short enough so that, as you turn on a manicured lawn, because you do not have a long track it reduces damage to the lawn. Another thing is that we made the machine to cut wider than the rubber-tired Super Junior, to provide an additional 8 inches of sweep,” says Bowling. Additionally, after operators have used the track unit, they are finding that they can counter-rotate tracks to make slight repositioning movements and speed up the process further, says Bowling.

“On larger machines, we offer remotes, such as on the RG100 high performance stump grinders. On these machines we have … a proximity sensing remote. This safety enhancement allows the machine to sense when the hand-held remote gets too close and will shut the cutter wheel off,” he says.

At Vermeer, Todd Roorda, tree care sales manager, says, “We saw back a couple of years ago a desire to get more horsepower into the backyard. Because it can be difficult to get a trailer or towable unit in, we saw the trend more toward self-propelled and higher horsepower. That productivity increase is still going on.”

“One of the biggest challenges right now is re-powering stump grinders to be in compliance with the new Tier 4 diesel regulations by January 1, 2012. Our engine group is very busy, spending time exclusively to get compliant with anything with an engine on it, from 75 to 175 hp. There is a wide band of diesel-powered engines to select from in this horsepower class that affect stump and forestry cutters. There are different issues with different engine suppliers. Vermeer does not use just one. We pick and choose which engine has the best application in each class. One of the problems right now is getting prototypes for testing. We expect all engines will show up pretty much all at once and we will have a lot of units we can complete,” says Roorda.

“I can say that sales for 2011 have picked up for the stump cutter industry as a whole. The stump cutting business has come alive again,” Roorda says. “People chose not to remove the stump, but now that they are getting money they are calling tree companies to take them out. That’s reflected in an
uptick in sales this year, and we project that to continue into the next year.”

Earlier in this article we touched on tooth design, which is a critical element and perhaps worthy of an article of its own.

To give you a taste of what’s going on, we talked with Joe Leonardi of Leonardi Manufacturing, maker of teeth and blades for tree care products and who has a new tooth design for smaller machines. It is based on their M1 model cutting wheel.

Says Leonardi, “The original M1 was revolutionary in that it greatly simplified tooth changing and maintenance. For example, on the Model 752 from Vermeer, there was originally a mix of 42 left, right and straight teeth. With the M1 system, there are just 12, all the same tooth. This is part of a patent-pending wheel and tooth design,” according to Leonardi.

“It relies on an existing patent, the Phantom Wheel, which has a unique contour and cutouts so that as it spins the operator can see the work through it. This is great in tight situations, and you can see the cut to determine whether to take a 1- to 3-inch cut, for example.”

“On our Gold Series wheels, we offer a rock shock absorber, which reduces overall machine wear.” Leonardi also features a chip deflector to help keep material from being thrown around site.

The new Blueshark cutting system is based on the M1, but it is built for smaller machines. It includes all the M1 features, with the added benefit of indexable teeth (meaning they can be rotated or indexed to present three fresh cutting surfaces before replacing or resurfacing the tooth. They are available on stump cutting units such as those from Husqvarna and Dosko.

Speaking of Husqvarna, they have a new, small SG13 stump grinder that they are touting as a “well-balanced, maneuverable machine that provides commercial power and high productivity.” While this machine can be used by homeowners and in the rental market, it is a professional grade unit, the company says.

The unit’s cutting system provides sharp, fast cutting that Husqvarna attributes in part to reduced weight and a new tooth design. Cutting teeth are available for various soil conditions and feature three independent edges and can be rotated in a matter of seconds using a 9/16-inch wrench. The machine’s stability, balance and adjustable handle allow users to grind objects up to 12 inches below the ground while maintaining a comfortable and safe stance throughout the job.

From small to large, the desire is the same, to grind more efficiencies out of the new age stump cutters.
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By Don Staruk

The One Day One School program, which organizes tree care companies to volunteer their services for one day to make a local school property safer, held its biggest event yet May 14. At least 14 tree care companies, including seven TCIA members, and 300 students, teachers, administrators and other community volunteers took part in the cleanup of Hanover Park High School in East Hanover, New Jersey. By some estimates, the group performed more than $200,000 worth of work.

“We started out a lot smaller than it is today,” said Scott Eveland, mayor of Florham Park, N.J., and one of those who founded One Day One School. “We’ve grown to epic proportions here today.”

“We have over 30 (tree care and landscape professionals) donating their time and about a quarter million dollar project for our schools,” said Joe Pannullo, mayor of East Hanover Township. “It serves good purposes. It is a great beautification project, and it’s also for safety. It takes down a lot of limbs that were ready to come down. It helps improve our trees and make them healthy and makes them safer for our young students who walk around the campus.”

The day started early, with tree care crews taking down dozens of trees at the front of the large California-style campus so stumps could be ground and the heavy equipment could be out of that area before the students and other volunteers arrived at 10 a.m. to clean up and plant new trees and gardens in that area. The tree crews then moved to other parts of the campus, pruning and cleaning deadwood from many of the large, stable trees and removing dozens of others, both large and small.

“One Day One School is the most citizen-active group that takes place between our communities – all volunteers. It’s just a fantastic situation whereby we get private and public partnership cooperation,” said John Sheridan, mayor of Hanover Township.

“And there are a lot of students taking part. That’s all part of the character building – these young people coming out and donating their time on a Saturday to protect their school, to beautify the area and just make it a great place for them to be educated.”

“I’ve been to a couple (ODOS events) in Hanover Township, our own town, and I tell you, they saved us easily tens of thousands of dollars in taxpayer money,” said Ken Schleifer, deputy mayor of Hanover Township, who was giving out T-shirts and Bandit Industries’ pens to volunteers.

Tom “Ace” Gallagher, owner of TCIA-member Ace Gallagher Stump Grinding Services in Whippany, N.J., founded the One Day One School program about four years ago along with Rick Close of Davey Tree in Morris Plains, N.J.; William “Bill” Ronzitti, superintendent of schools for neighboring Florham Park, N.J., and Scott Eveland. Ronzitti and Eveland were on hand May 14 helping Gallagher supervise and working. Close could not be there, but there was a Davey crew there in his stead.

“In the past three years we’ve had approximately two or three (larger events) a year, and we’ve had small events in addition to those major events. I would say nine or 10 of these events in the past three years or so,” said Ronzitti. “This is really our biggest event. We’ve been lucky enough to have about 14 or 15 tree care companies volunteer their time this Saturday morning, all coming together to help our regional high school district, Hanover Park Regional.”

Participating TCIA members included Ace Gallagher; the Davey Tree Expert Company crew from Morris Plains; All American Tree Service LLC, Whippany, N.J.; Bartlett Tree Experts, Denville, N.J; Woodland Tree Experts, Madison, N.J.; Arbor-Tech Tree Service LLC, Randolph, N.J., (joined TCIA following the event); and, Harry P. Banker, of East Hanover, N.J., a retired arborist for Bartlett. Also, TCIA member Greenwood Tree Experts of
Montville, N.J., was to follow up and grind stumps after the fact.

Also taking part were DK Tree Experts LLC, Madison, N.J.; Honor Tree Services Inc., Madison, N.J.; Chim Chim Tree Landscape Services, Inc., Fredon Township, N.J.; Barrett Tree Service, New Providence, N.J.; and, Mammoth Tree Services, Long Valley, N.J. Master Tree Services of Parsippany did two removals after the fact, and Celtic Tree Service, LLC of Livingston, N.J., was doing small removals, chipping and cleanup after the fact.

“I live in town, my kids one day will go do school in the school district here,” said Steven Muench, owner All American Tree Care, in explaining why he takes part in ODOS events whenever he can. “It’s your own town. Everyone should do their own school – One Day One School for their own town.”

“This is my third,” said Blake Havekes, part of the Bartlett crew and who also took part in events in Denville and Madison. “It’s awesome for the schools; I mean it beautifies the entire property. You’ve got all these good tree companies doing volunteer work on a Saturday. You can’t really go wrong with that.”

“This is our second event. Last year we did one also,” said Paul Barrett, owner of Barrett Tree Service. “We would like to get a program going down in New Providence as well. We’ve got a few trees there that need taking care of. I’d like to use the same organization.” Barrett says there is no budget for this type or volume of work in any school district today. “This is way too much work for a school district, they can’t afford it. That’s why the trees are in the state that they’re in. These trees haven’t been pruned in years.”

As Barrett knows, the ODOS group is in demand.

“I’ve done this before when Ace started it in Florham Park,” said Detective Glen Johnstone, Community Policing Division and Dare & School resource officer for the Florham Park Police, board member of Hanover Park High and chair of its Building and Grounds Committee. “I’ve been on the school board here for six years and I’ve been after Ace to get over to Hanover Park with One Day One School because we needed some help over here, and I finally got him here and it’s tremendous – more than I could have ever dreamed about. We had a lot of work we needed and we knew Ace could put it together for us.”

One of the groups to volunteer was the school’s football team, the Hornets. “We care for the school (and want) to make everything look good,” said Gregory, one of the football players taking part. Under the watchful and helpful eye of Alexander J. McCartney, agency forester with the New Jersey DEP, all 42 members of the team and their coaches took part, mostly cleaning out the swale, a prominent and somewhat swampy brook that runs through the campus. Because the campus is built on or amid wetlands, McCartney jumped on board early and helped organiz-
ers plan various aspects of the project and he showed up on work day not only to supervise but to get his hands dirty.

The volunteers planted five or six gardens with mulch beds, flowers, plants, weeping cherry trees, Japanese maples and more near swale, in front of school, behind the school and out along the street.

“We also planted 20 flowering pear trees around the circle and the entrance of the high school to give it a great look and a significant change,” said Ralph Politi Jr., a Hanover Park High Board of Ed member who was in charge of “Beautification” for the project. “We did 10 or 20 times more worth of tree work here today that nobody can see, even though it’s so much work than anybody can even imagine. But this is the immediate eye candy that people can see when they come in,” Politi said, pointing to the new gardens and shrubs. “By next spring everything should really look nice, the trees will flower and it will really give it a different impression when you drive in.”

“It’s not just about the companies, which we do appreciate, it’s also about the kids and them having an investment in their schools,” said Florham Park’s Scott Eveland, “so that way they put some time and effort into it and hopefully it will continue, because it’s not a one day thing. One Day One School is just us coming here one day, but it’s up to them to pick up the ball after that and continue the beautification process and caring for their school after this.”

Tying the ODOS event to schoolwork is a key element of the program, Ronzitti said. “What we try to do is embed what we are doing here in our curriculum, primarily through the science curriculum, but also we believe there is a component of character education. Because when the children see adults working together, volunteering their time and coming together for a common good to support their community, that’s a lesson they never forget.”

“And the ancillary benefit is that their parents and their families also come together and help us, so it becomes a family event,” said Ronzitti. “Follow-up is a big component of what we do. Because when we get done, the children know that it’s their sweat equity that’s been put into changing the environment for the better and so they take more ownership and it stays better, it looks better, it remains cleaner. And then the follow up conversation we have in our classes also focuses on community support.”

Everything for the event was donated by local businesses and organizations, from the equipment and labor to the plants and mulch for the new gardens, the pear trees planted around the circular drive, the T-shirts made up and given to volunteers and the pizza, sandwiches and drinks served at the midday lunch. TCIA Associate members sponsoring the event included Bandit Industries, which donated dozens of hats and pens for volunteers, and Green manufacturing, Inc., maker of Greenteeth stump grinder teeth, which donated teeth to be used for ODOS events.

Family members also took part. Ernie Eveland, Scott Eveland’s father, was one of the volunteers, and Ace Gallagher’s brother, Daniel, helps with publicity and tech support. “The kids are contributing; there’s going to be pride when they walk into school on Monday and they see the changes in their own school. It’s great,” said Jim Herbert, retired police officer, member of the Hanover Park Board of Ed and a member of the One Day One School Committee, and who was serving lunch to the other volunteers. “I’ve been involved (with...
ODOS) for three years. I was with the Hanover Soccer Club and we were one of the first organizations to bring our kids out as volunteers for Ace three years ago. In fact some of my high school kids from the soccer program are here today working, which is really nice. There’s a lot of pride, that’s really what it’s all about, and cooperation, everybody’s cooperating,” said Herbert. “It’s an amazing program. If you can’t feed off the energy that you see here, there’s something wrong.”

The event wrapped up by early afternoon.

“People have asked me, why just focus on the schools?” said Gallagher. “I know that good, safe schools in our communities are the most important thing in the world. Many people choose where they want to raise their children based on the local school system. With the economic situation we have been in, for a few years now the big phrases have been ‘shared services,’ ‘private and public sector partnerships’ and ‘giving back.’ That describes exactly what One Day One School is and we see this type of initiative as part of the solution moving forward.”

“I realize how fortunate I am, and I am grateful. If I can help someone, I will, and that is the attitude of our entire One Day One School team. And, at the end of the day I am very happy to be part of this.”

Two schools have already asked Ace Gallagher to bring the One Day One School program to their schools this fall. Another event may be in the works for Arbor Day next year.

“There are a lot of possibilities on the horizon for different places to go,” Gallagher says.

While the May 14 event at Hanover Park High was described as fabulous, “in the future we would probably think twice about taking on an event this size to be done in one day; maybe break it up over two events. It was big,” Gallagher admits. “An ideal size of a One Day One School event would probably be six tree companies, four landscape companies and 100 volunteers, not including professionals. That would be an ideal event – and typical.”

“There are a lot of possibilities for this initiative on the horizon. We put together a great group of experts, including TCIA, Bandit Industries, New Jersey Forestry, New Jersey Shade Tree Federation and Green Manufacturing, and we are currently discussing our next move.”

Don Staruk, TCI Magazine editor, and Deb Johnson, TCIA director of development, attended the May 14 One Day One School event in East Hanover, New Jersey.


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When this healthy looking oak crashed onto ball field bleachers in Whippany, N.J., last May, One Day One School crews responded to clean it up. With the help of Frank Esposito, Florham Park, N.J., DPW director, and his IML Resistograph, they found four more rotten oaks in the same area and took them down.
DuPont Professional Products is warning that its DuPont Imprelis™ (aminocyclopyrachlor) turfgrass herbicide may cause damage to Norway spruce and white pine. The company in mid June issued a statement saying some turf management professionals “are observing various unfavorable symptoms on certain species of trees. Our turf development team has been investigating these reports and we are trying to better understand the circumstances and whether the various symptoms are related to applications of DuPont Imprelis herbicide.”

Symptoms on damaged trees include curling and twisting of new growth, consistent with growth regulator type herbicides, according to Kevin Frank of Michigan State University Extension, Department of Crop and Soil Sciences.

DuPont said a majority of the reports involve Norway spruce or white pine, and that “in most cases, Imprelis was not applied alone, but in a mixture with other herbicides, either pre-emergent, post-emergent and/or with a liquid fertilizer.”

The company added that there may have been errors in use rates, mixing practices and/or applications to exposed roots, or the tree, and was quick to point out that “most lawn care professionals and golf course superintendents have used Imprelis to successfully control weeds and have not reported unfavorable tree symptoms.”

“As a precaution, until we can more fully understand the circumstances, and whether Imprelis may have contributed to the observed symptoms, do not apply Imprelis where Norway spruce or white pine are present on, or in close proximity to, the property to be treated.”

Dupont indicated that the damage could involve absorption through tree roots. “If that is the case, it would be critical to keep applications away from the root zones of non-target trees and ornamentals,” advised MSU’s Frank.

Dupont advised, “When applying Imprelis, be careful that no spray treatment, drift or runoff occurs that could make contact with trees, shrubs and other desirable plants, and stay well away from exposed roots and the root zone of trees and shrubs. Consult a certified arborist if you are uncertain about the root zone of specific tree species.”

The company said that in many geographies, environmental conditions over the past few years have stressed trees, particularly spruces, adding that “good growing conditions and appropriate care to minimize stress will enable many trees experiencing signs of stress to recover and return to good health.”

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Man injured cutting tree

A man was injured while cutting down a tree May 20, 2011, in Cumberland, Rhode Island. The man was in a harness up in the tree when the trunk of the tree split, striking him in the torso area. The man had minor injuries, and was taken to Rhode Island Hospital as a precaution, according to the WPRI report.

Manville woman killed by tree limb

A Manville, Rhode Island, woman died May 20, 2011, when a tree limb being cut by her husband struck her in the head, apparently killing her instantly. The man had asked his wife to hold a rope attached to a limb so that, once it was cut, she could lower it to the ground gently. The weight of the branch pulled her forward and into it.

Responding police performed CPR on the victim, who was in her mid-40s. Rescue workers then took her to Landmark Medical Center in Woonsocket, where she was pronounced dead. The death may have been caused by a broken neck, according to an unidentified emergency responder at the scene, according to The Times of Pawtucket.

Cut tree kills man

Police responded to a report of a tree falling on a man May 22, 2011, in Orchard Park, New York. Todd Mansfield, 43, of Buffalo, was found under a very large tree that he and friends had been cutting down. He was pronounced dead at the scene, according to WKBW News, Channel 7.

Trimmer electrocuted

A man working for a professional tree service was electrocuted May 23, 2011, in Bellevue, Tennessee, when he came into contact with a power line. Russell Culver, 45, was transported to St. Thomas Hospital where he died. Culver was tied to a tree when a metal clip from his gear came into contact with the power line, according to a newschannel5.com report.

See more May accident briefs on this page in our online version of TCI Magazine at www.tcia.org, under the Publications tab.

Send your local accident reports to editor@tcia.org.
Ever spend the day taking the crown out of a big tree? The remaining trunk has a slight back lean toward the house or green house – something you don’t want to hit – but you have a bull rope in it.

I don’t like to take chances. What if the rope breaks? What if something in the system doing the pulling fails – perhaps a miscommunication between crew members, or maybe the person in charge of pulling does not yet understand that rocking the tree on the hinge is a bad idea.

I address this problem by using two lines: a static line, tied off to hold the tree in the event anything fails; and a pull line. For me, using two lines means less stress and more confidence, not just for myself but for anyone on the job.

Whether you set your pull line from a lift, while climbing, with a throw line or with a slingshot, setting the second line adds little time to the task.

With two lines set in the tree, I first put some tension on the pull line, then I tie off the static line. I avoid too much tension, since that could cause a “barber chair” split. I then cut the notch and start the back cut. Often, with a long length of nylon rope set high in the tree, just the stretch in the rope will be enough to pull the trunk or whole tree over. If that is not the case, and the back cut closes, just take up on the pull line.

Recently I set two lines on an oak trunk leaning toward utility lines. When the back cut was finished, additional pull from a tractor-mounted winch was needed. Because the tractor PTO was not fully engaged, it slipped out and the pull line went slack. I don’t know if the hinge would have held as the back cut closed. Fortunately, I didn’t have to find out because the static line did its job.

Dexter Cheney is owner of Woodlands Tree Service in Collinsville, Connecticut.

TCIA 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.
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American Arborist Supplies provides the latest tools and supplies for today’s tree care professionals. Our updated website and new 100+ page catalog allow you to shop from the comfort of your office. Need a replacement part? Give us a call. We have the largest spare parts inventory in the industry. Whether you are ordering a product or a replacement part, orders received before 2 p.m. are shipped the same day. No more waiting two weeks for the tools you need today.

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Altec offers a complete line of tree care equipment. Altec aerials are available in track-mounts with working heights from 37’ to 57’, or truck-mounts with working heights from 57’ to 75’ and are available with chip dumps or rear-mounts with flatbeds. If your forestry needs call for truck-mounted cranes, we manufacture 18-38 ton cranes with variable operating stations. The AF Series forestry body is Altec’s latest product that is available in 12’, 14’ and 16’ lengths. All Altec products are supported by a direct, nation-wide sales and service network and a warranty policy unsurpassed in the industry.

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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.

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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 line disc and drum chippers are available from 6" to 18" feed diameters. AEP chippers are equipped with the exclusive “Panic Bar”, proactive financing options, a national service network, trade-in opportunities and rental programs.

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For more information on Altec Equipment Products, call: 1-800-958-2555 or visit us on the web: www.altecep.com

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INSURANCE

THE HARTFORD

The Hartford provides arborists with comprehensive insurance solutions to your unique needs. Coverage includes: General Liability, Commercial Auto, Property, and Umbrella. We also provide specialized coverage features including tools and equipment coverage, pesticide and herbicide application coverage, and workmanship error coverage. And to help you improve safety, you have access to our Loss Control services; and LossConnect, our 24-hour loss notification system available to you when you need to report a claim. We have been serving the Arborist industry for almost 20 years. Ask your agent for a quote. The Hartford has been delivering on our promises to our clients for 200 years.

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LOG SPLITTERS

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LIGHTNING PROTECTION

INDEPENDENT PROTECTION COMPANY

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Photo courtesy of Tom A. Warner, www.warnerimages.com

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How do you plan to grow your tree care business and rise above the competition? Become a TCIA member and let us help you succeed. As a member, you receive deep discounts on training materials for your crew, products from brand name suppliers, plus三industry publications to keep current on safety, training and management topics. You also 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. You also get free monthly giveaways, how-to guides, business templates and much more. Ask about our special, low first-time member rate!

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PRUNING TOOLS & ACCESSORIES

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Visit us at www.growtech.com
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PRUNING TOOLS & ACCESSORIES

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Contact Stokes Ladders in the U.S. at 1-800-842-7775, or (707) 279-4306 worldwide
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RIGHT OF WAY - LAND CLEARING

LOFTNESS/US ATTACHMENTS

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www.loftness.com

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Learn more about how you can benefit from CTSP, the only safety credentialing program in the industry, at www.tcia.org or by calling 1-800-733-2622.

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ArborSystems Wedgle Direct-Inject tree injection system now offers six specialized injection tips. New Portle Tips are designed for conifers and hard-to-treat hardwoods. Multiple “ports” along the tip enhance chemical delivery and check valve on hub keeps chemical in the tree. New Palm Tips penetrate thick husks. Original Wedgle Tips are still the best choice for most hardwoods. The Wedgle Direct-Inject application system is the only no-drill method available, protecting trees from drilling damage. Drilling for annual treatments can seriously impair tree health. Protect your trees from drilling damage. Choose the ArborSystems line of no-drill tree injection solutions including insecticides, fungicides, growth regulators and nutrients.
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 3/16-inch through 3/8-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. Patent Pending.

For more information, visit www.preformed.com
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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 percent) 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.

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Toll Free: 1-800-233-0628 Web: www.LebanonTurf.com

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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:

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Tree Tech Microinjection Systems

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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 3/8-inch through 3/4-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. Patent Pending.

For more information, visit www.preformed.com
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TREE CARE INDUSTRY ASSOCIATION

Broken down into handy segments that you can attend from your desk, TCIA’s webinars highlight important business, safety and arboriculture topics. Whether you attend one or all, you’re reducing travel expenses and maintaining consistent levels of productivity by eliminating time out of the office. If you’re serious about improving your tree care business, these webinars are for you. Plan now to fulfill CEUs and get ahead of the competition without leaving home.

Visit tcia.org/webinars for a detailed schedule.
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TCIA has always been your source for up-to-the-minute tree news. Now we're making it easier for you to stay informed wherever you are. Visit our website for industry news, TCIA's blog, RSS feed and podcasts. Become a fan of TCIA on Facebook for special deals and promotions, or follow @VoiceOfTreeCare on Twitter for engaging news about the world of trees. Check out our YouTube channel and watch short clips highlighting common tree care concerns. Connect with TCIA and join the conversation.

Visit www.tcia.org for links to TCIA and commercial tree care across the Web

Circle RS Number 145 in July TCI Magazine

WOOD PROCESSORS

BANDIT INDUSTRIES, INC.

High production chipping doesn't have to mean high fuel costs with the Bandit Model 1390XP. This 13/15 inch capacity, drum-style chipper uses an oversize 37-inch diameter drum with four knives to efficiently chip wood with the grain. This allows the 1390's drum to turn slower, requiring less horsepower to achieve more chip production while reducing machine vibration and fuel consumption. Using a high-torque, 97 hp engine, the 1390 can actually outperform other 15-inch chippers with larger engines, delivering superior fuel economy while providing the dependability and ease of operation synonymous with Bandit chippers.

Call 1-800-952-0178 or E-mail sales@banditchippers.com to learn more!
Connect us online: youtube.com/banditchippers; banditchippers.com; facebook.com/banditindustries

Circle RS Number 112 in July TCI Magazine

WOOD PROCESSORS

ROTOCHOPPER, INC.

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
Email: info@rotochopper.com;    Web: www.rotochopper.com

Circle RS Number 112 in July TCI Magazine

WOOD PROCESSORS

LOFTNESS/U.S. ATTACHMENTS

The Loftness Kwik Trim compact trimming saw is mounted on a Takeuchi mini excavator with a 53-foot reach with a 24 inch-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 360° pivoting turntable, hydraulic 6-foot 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 128 in July TCI Magazine
## Subject Listing

Associate Members of the Tree Care Industry Association

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<td>Cleaves Company, Inc. (D)(M)</td>
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<td>ECHO Incorporated (M)</td>
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<td>Eliet USA, Inc. (D)(M)</td>
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<td>FEVA/Forestry Equipment of VA (S)</td>
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<td>Hawk Equipment Corp. (S)</td>
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<td>The Rowley Agency, Inc. (S)</td>
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<td><strong>Business Opportunity</strong></td>
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<td>Christmas Decor (S)</td>
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<tr>
<td>Market Hardware, Inc. (S)</td>
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<tr>
<td>The Nature Zone (S)</td>
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<tr>
<td>Renegade Marketing Systems (S)</td>
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SUBJECT LISTING

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

Forestry Suppliers, Inc. (D)
Karl Kuemmerling, Inc. (D)(M)
Kramer Equipment Co., Inc. (D)
New England Ropes Corp. (M)
Northeastern Arborist Supply (D)
Petzl America (M)
RopeArmour (D)(M)
Shelter Tree, Inc./Tree Care Products (D)
SherrinTree (D)(M)
Spyder Manufacturing U.S.A. (D)(M)
Sterling Rope Company Inc. (M)
U.S. Rigging Supply/Pelican Rope Works (M)
Ver Sales, Inc. (D)
Vermeer Sales & Service (D)
Weaver Leather, LLC (D)(M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)

Clothing
Arbor Tech Supply, Inc. (D)
Arborwear, LLC (D)(M)(S)
Bailey’s (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Boomer’s Backyard (D)
Forestry Suppliers, Inc. (D)
Fred Marvin Associates (D)
Husqvarna (M)
Karl Kuemmerling, Inc. (D)(M)
OK-1 Safety & Ergonomics (D)
SherrinTree (D)
Stein USA LLC (D)(M)
Viberg Boot Mfg. Ltd. (D)(M)
WesSpur Tree Equipment, Inc. (D)

Communication Systems
1-800-Cut-Tree (S)
American Arborist Supplies (D)
Real Green Systems (S)
True Wireless (S)

Composting Equipment
Alexander Equipment Co. Inc. (S)
Bandit Industries, Inc. (D)
Cleaves Company, Inc. (D)
Hawk Equipment Corp. (S)
Rotochopper, Inc. (M)
Vermeer Corporation (M)

Computer Hardware/Software
ArborGold/Tree Management Systems (D)(M)(S)
ArborSoftWorx (D)(M)(S)
HMI (S)
J. J. Keller & Associates (D)
Market Hardware, Inc. (S)
Real Green Systems (D)(M)(S)

Consulting • Utility Vegetation Management
CN Utility Consulting, Inc. (S)
KS Services (S)

Consulting-Business
1-800-Cut-Tree (S)
ArborGold/Tree Management Systems (S)

ArborSoftWorx (S)
Arthur J. Gallagher Risk Management Services, Inc. (S)
Colonial Supplemental Benefits (S)
Focus on Training USA (S)
General Agency Company (S)
Green Industry Consulting (S)
HMI (S)
Holiday, Bomhoff, Karatinos Law Firm (S)
J. J. Keller & Associates (S)
KS Services (S)
Market Hardware, Inc. (S)
The Nature Zone (S)
North American Training Solutions (S)

Consulting-Urban Forestry
ArborMaster, Inc. (S)
KS Services (S)
Margaret M. Schofield, Consulting Arborist (S)
North American Training Solutions (S)
Phillips and Jordan, Inc. (S)

Cranes
Altec Industries, Inc. (D)(M)(S)
American Truck & Trailer Body Co. (D)(M)
Arbortech (M)
Cargotec USA Inc. (D)
CUES, Inc. (D)
Giffrey Brothers Cranes (D)(M)
Global Equipment Exporters, LLC (D)
Hawk Equipment Corp. (D)(M)
J. J. Kane Auctioneers (D)
Knapeheide Manufacturing Company (M)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)
RBG, Inc. (D)
Shawmut Equipment Company, Inc. (D)

Diagnostic Tools
American Arborist Supplies (D)
Bishop Company (D)
BugBarrier Tree Band (M)
IML-Instrument Mechanic Labor, Inc. (D)
Mauget Company (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)

E-Commerce for Businesses
1-800-Cut-Tree (S)
ArborSoftWorx (S)

Education/Workshops/Training/Reference
ACRT, Inc. (D)(M)
Alexander Equipment Co. Inc. (S)
Altec Industries, Inc. (S)
Arbor Tech Supply, Inc. (D)
arboriculture Canada Training & Education, Ltd. (S)
ArborMaster, Inc. (S)
Bartlett Arborist Supply & Manufacturing Company (D)
Branch Manager Attachments/Top Notch Equipment (S)
Capel Manor College (S)
Cleaves Company, Inc. (S)
COR Ergonomic Solutions, LLC (S)
ESSCO Distributors Inc. (S)
Focus on Training USA (S)
FEVA/Forestry Equipment of VA (S)
Global Equipment Exporters, LLC (S)
Hawk Equipment Corp. (S)
Holistic-Safety, Inc. (S)
InfI Brotherhood of Electrical Workers, Local Union 1919 (S)
Iron Technics Enterprises (S)
J. J. Kane Auctioneers (S)
J. J. Keller & Associates (D)
Jim Goodall Equipment Sales (S)
Karl Kuemmerling, Inc. (S)
KS Services (S)
Mauget Company (D)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Morbark, Inc. (S)
The Nature Zone (S)
North American Training Solutions (S)
Ouachita Job Corps (S)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)
RBG, Inc. (S)
Reliant Safety Products, LLC (D)
Royal Truck & Equipment, Inc. (S)
Shelter Tree, Inc./Tree Care Products (S)
SherrinTree (D)
Sterling Consultants, LLC (S)
Terra Utilities (S)
Trophy Trucks/Trucksandbodies.com (S)
Trucks & Parts of Tampa (S)
Utility Auctions, Inc. (S)
Ver Sales, Inc. (S)
Vermeer Sales & Service (D)

Electronic Equipment Controls
North American Equipment Uplifters, Inc. (M)

Engines & Engine Parts
Alexander Equipment Co. Inc. (D)(M)
Arbor Tech Supply, Inc. (D)
Bailey’s (D)
Cleaves Company, Inc. (D)(M)
Cummins Bridgeway, LLC (D)
Cutter’s Choice (D)
Engima (D)(M)
Engine Power Source (D)(M)
Engine Power, Inc. (D)
ESSCO Distributors Inc. (D)(M)

Advertise used equipment in the September issue of TCI Equipment Locator
1-800-733-2622
sue@tcia.org
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Type</th>
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<tbody>
<tr>
<td>Global Equipment Exporters, LLC</td>
<td>(D) Distributor</td>
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<tr>
<td>Hawk Equipment Corp.</td>
<td>(D) Manufacturer</td>
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<tr>
<td>Karl Kuehmerling, Inc.</td>
<td>(S) Industry Support and Service Provider</td>
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<td>Power Great Lakes, Inc.</td>
<td>(D) Manufacturer</td>
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<td>Spyder Manufacturing U.S.A.</td>
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<td><strong>Equipment Delivery</strong></td>
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<td><strong>Erosion Control</strong></td>
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<td>Certified Erosion Control Hawaii LLC</td>
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<td><strong>Excavators</strong></td>
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<td>Air Spade a Div. of Guardair Corporation</td>
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<td>J. J. Kane Auctioneers</td>
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<td>Terex Utilities</td>
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<td>ArborSoftWorx</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td><strong>Grapples</strong></td>
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</tr>
<tr>
<td>Alexander Equipment Co. Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Bailey's</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Bobcat Company</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Branch Manager Attachments/Top Notch Equipment</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Cleaves Company, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Fecon</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>FEVA/Forestry Equipment of VA</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Global Equipment Exporters, LLC</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>J. J. Kane Auctioneers</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Jim Goodall Equipment Sales</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>MIRK, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Pace Distributors</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Payeur Distributions</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>QUADCO Equipment Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Rayco Manufacturing</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>RBG, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Royal Truck &amp; Equipment, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Ryan’s Equipment</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Southco Industries, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>The Toro Company</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td><strong>Grinders, Horizontal</strong></td>
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<tr>
<td>Alexander Equipment Co. Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Bandit Industries, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Cleaves Company, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Cutter’s Choice</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>DuraTech Industries, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Global Equipment Exporters, LLC</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Hawk Equipment Corp.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>J. J. Kane Auctioneers</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Morbark</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Norco-Dynamic Chippers/Grinders</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>QUADCO Equipment Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Rayco Manufacturing</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Rotochopper, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Vermeer Corporation</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td><strong>Ground Cover/Mats</strong></td>
<td></td>
</tr>
<tr>
<td>Alexander Equipment Co. Inc.</td>
<td>(D) Distributor</td>
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<tr>
<td>AtturnaMATs, Inc.</td>
<td>(D) Distributor</td>
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<tr>
<td>Arbor Tech Supply, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Bailey’s</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Bishop Company</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Blue Ridge Arborist Supply, LLC</td>
<td>(D) Distributor</td>
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<tr>
<td>DICA</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>ESSCO Distributors Inc.</td>
<td>(D) Distributor</td>
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<tr>
<td>Forestry Suppliers, Inc.</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Northeast Arborian Tree Supply</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>Northeast Arborian Tree Supply</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td>TreeTech</td>
<td>(D) Distributor</td>
</tr>
<tr>
<td><strong>Hand Held Marketing</strong></td>
<td></td>
</tr>
<tr>
<td>Real Green Systems</td>
<td>(D) Distributor</td>
</tr>
</tbody>
</table>
Herbicides
ArborSystems, Inc. (M)
Ben Meadows Company (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Plant Food Company, Inc. (D)
Tree Tech Micronjection Systems (M)

High-Visibility Work Wear
Arbor Tech Supply, Inc. (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Cleaves Company, Inc. (D)
Karl Kuemmerling, Inc. (D)
Midwest Arborist Supplies (D)
OK-1 Safety & Ergonomics (D)
Reliant Safety Products, LLC (D)
Soteria Safety Products, LLC (D)
Stein USA LLC (D)
Youngstown Glove Co. (M)

Hydraulic Tools & Equipment
AOI Tools by TDL Incorporated (M)
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)
Branch Manager Attachments/Top Notch Equipment (D)(M)(S)
Cleaves Company, Inc. (D)(M)
CUES, Inc. (D)
Guiffre Brothers Cranes (S)
Hawk Equipment Corp. (S)
Karl Kuemmerling, Inc. (D)
Midwest Arborist Supplies (D)
North American Equipment Uplifters, Inc. (D)
RBG, Inc. (D)(M)
Ryan’s Equipment (D)(M)
Shelter Tree, Inc./Free Care Products (D)(M)

Insecticides/Pesticides & Accessories
American Arborist Supplies (D)
Arborjet, Inc. (M)
ArborSystems, Inc. (M)
Creative Sales, Inc. (M)
ESSCO Distributors Inc. (D)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Plant Food Company, Inc. (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Shelter Tree, Inc./Free Care Products (D)
Tree Tech Micronjection Systems (M)

Insurance
A. B. Gile, Inc. (S)
Acadia Insurance (S)
Affiliated Insurance Managers (S)
Agency Services, LLC (S)
Allen Williams & Associates Insurance Agency Inc. (S)
American Specialty Insurance Group (S)
Amerisafe/American Interstate (S)
AnCap Insurance, Inc. (S)
ArborMAX Insurance Program (S)
Arthur J. Gallagher Risk Management Services, Inc. (S)
Barry Paul Rose Insurance Agency Inc. (S)
Berkshire Ins Group - Minkler Insurance Agency (S)
BWT Risk Advisors (S)
California Association of Tree Trimmers (S)
Carbone & Molloy, Inc. (S)
CBIZ Insurance Services, Inc. (S)
CQR Insurance Group Inc. (S)
Colonial Supplemental Benefits (S)
Connell Insurance Inc. (S)
Consortio Group, LLC (S)
Corcoran & Havlin Insurance Group (S)
Corporate Risk Solutions (S)
Daigle & Travers Insurance Agency LLC (S)
David Chapman Agency, Inc. (S)
Douglas Insurance Group (S)
East Mountain Insurors (S)
ESS Insurance Group (S)
Esten & Richard Agency, Inc. (S)
Eydent International Insurance Brokers, LLC (S)
Foy Insurance Group, Inc. (S)
General Agency Company (S)
Georgetown Insurance Service, Inc (S)
Grayhawk Insurance & Risk Management (S)
Grindstone Financial Group (S)
The Hartford (S)
Herbert L. Jamison & Co., LLC (S)
HMI (S)
HMS Insurance Associates, Inc. (S)
Howe Insurance Group (S)
Hub International Insurance (S)
Hub International Insurance Agency, Mountain States Ltd. (S)
Huguenot-National, Inc. (S)
J. P. Perry Insurance (S)
J.A. Price Agency, Inc. (S)
John M. Glover Agency (S)
Jones Insurance Advisors, Inc. (S)
Kelly King Insurance Services (S)
Larson’s Insurance Solution Agency Inc (S)
Mastors & Servant Risk Services Ltd (S)
McSweeney & Ricci Insurance Agency, Inc. (S)
NFP Property & Casualty, Inc. (S)
NIP Programs (S)
NRC Insurance Agency (S)
Ollis & Company (S)
People’s United Insurance Agency (S)
Peterson, McGregor and Associates (S)
The Piedmont Group Insurance Solutions (S)
The Richards Group (S)
Robert J. Hanafin, Inc. (S)
Rodman Insurance (S)
Rose & Kieman, Inc. (S)
The Rowley Agency, Inc. (S)
S. L. Nusbbaum Insurance Agency (S)
Sherman Insurance Agency (S)
Teed Insurance Services, LLC (S)
Thomas J. Hornung & Associates, Inc. (S)
Toother Ferraris Insurance Group (S)
Troy, Pires & Allen LLC (S)
USI Insurance Services LLC (S)
Valenti Trobec Chandler Insurance Group Inc. (S)
The Warren Group Insurance Agency (S)
Warwick Resource Group LLC (S)
Wheeler & Taylor (S)
Wood River Insurance, Inc. (S)

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

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

Knives, Chipper Repair
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arbor Tech Supply, Inc. (D)
Arborlink (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)(M)
CUES, Inc. (D)
ESSCO Distributors Inc. (D)(M)
Fecon, Inc. (D)(M)
Global Equipment Exporters, LLC (D)
Hawk Equipment Corp. (D)(M)
Karl Kuemmerling, Inc. (D)(M)
The Knife Source, LLC (D)(M)
Midwest Arborist Supplies (D)
MRK, Inc./Toombs Truck & Equip. Co. (D)(M)
Morbank, Inc. (D)(M)(S)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Free Care Products (D)
SherrillTree (D)
Vermeer Corporation (M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

Knives, Chipper
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)
ESSCO Distributors Inc. (D)
Global Equipment Exporters, LLC (D)
The Knife Source, LLC (D)(M)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Free Care Products (D)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

Ladders
Arbor Tech Supply, Inc. (D)
Bailey’s (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)(M)
Forestry Suppliers, Inc. (D)
Karl Kuemmerling, Inc. (D)
Kramer Equipment Co., Inc. (D)
Shelter Tree, Inc./Free Care Products (D)
SherrillTree (D)
Stokes Ladders, Inc. (D)(M)

Landclearing Equipment
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (D)
Cleaves Company, Inc. (D)(M)
Fecon, Inc. (D)(M)
J. J. Kane Auctioneers (D)
Jarratt Industries Inc. (M)
John Deere Company (M)
Loftness/US Attachments (M)(S)
Morbark, Inc. (D)
Payeur Distributions (D)(M)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
Rotochopper, Inc. (D)(M)
Veermere Corporation (M)

Lawn Maintenance Equipment
Arbor Tech Supply, Inc. (D)
Bailey’s (D)
Ben Meadows Company (D)
Bishop Company (D)
Bobcat Company (M)
Boomer’s Backyard (D)
Cleaves Company, Inc. (D)(M)
Corona Clipper, Inc. (M)
Cutter’s Choice (D)
ECHI Incorporated (M)
Fred Marvin Associates (D)
Husqvarna (M)
Karl Kuefmerling, Inc. (D)
Loftness/US Attachments (D)
Reddick Equipment Company (D)
Spyder Manufacturing U.S.A. (M)
STIHL Inc. (M)

Leaf Collectors
Norco-Dynamic Chippers/Grinders (M)

Lease/Rental
Alexander Equipment Co. Inc. (S)
Altec Industries, Inc. (S)
Giuffre Brothers Cranes (S)
Jim Goodall Equipment Sales (S)
MIPK, Inc./Toombs Truck & Equip. Co. (S)
RBG, Inc. (S)
Wespur Tree Equipment, Inc. (S)

Lifting Harness
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Cleaves Company, Inc. (D)
Easy-Lift Products International, Inc. (D)

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

Loaders
Payeur Distributions (D)(M)

Log & Brush Transporters
J. J. Kane Auctioneers (D)
Jonsered (D)(M)
Portable Winch Co. (D)

Log Splitters
Blue Ridge Arborist Supply, LLC (D)

Branch Manager Attachments/Top Notch Equipment (D)(M)
ECHI Incorporated (M)
Karl Kuefmerling, Inc. (D)
Multitek North America LLC (M)
Rayco Manufacturing, Inc. (M)
Timberwolf Manufacturing Corporation (M)
The Toro Company (M)

Long Reach Saws
Alexander Equipment Co. Inc. (D)
Arbor Tech Supply, Inc. (D)
Arrowhead Aerial Products, Inc. (D)
Cleaves Company, Inc. (D)
Karl Kuefmerling, Inc. (D)
Loftness/US Attachments (D)
Midwest Arborist Supplies (D)

Lubricants
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
ESSCO Distributors Inc. (D)
Husqvarna (M)
North American Equipment Uplifters, Inc. (D)(M)
Viberg Boot Mfg. Ltd. (D)(M)

Macro/Micro Infusion Supplies
ArborSystems, Inc. (M)
ESSCO Distributors Inc. (D)(M)
Mauget Company (D)(M)
Northeastern Arborist Supply (D)(S)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)

Material Handling (wood)
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Branch Manager Attachments/Top Notch Equipment (D)
Cleaves Company, Inc. (D)
Hawk Equipment Corp. (D)
Payeur Distributions (D)(M)
Portable Winch Co. (D)(M)
Rayco Manufacturing, Inc. (M)

Micro Injections
Arborjet, Inc. (M)
ArborSystems, Inc. (M)
Mauget Company (M)
Rainbow Treecare Scientific Advancements (SciVance) (M)
Tree Tech Microinjection Systems (M)

Miticides
ArborSystems, Inc. (M)
ESSCO Distributors Inc. (D)(M)
McLaughlin Gormley King Co. (M)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Plant Food Company, Inc. (D)
Tree Tech Microinjection Systems (M)

Mobile Baggers
Rotochopper, Inc. (D)(M)

Mulch Coloring Equipment
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (D)(M)
Global Equipment Exporters, LLC (D)
MIPK, Inc./Toombs Truck & Equip. Co. (D)
Morbark, Inc. (D)(M)(S)

Mulchers
Fecon, Inc. (M)
Morbark, Inc. (D)(M)
QUADCO Equipment Inc. (M)
Rotochopper, Inc. (D)(M)
Ryan’s Equipment (M)

Natural Homeopathic Remedies
BugBarrie Band (M)
Duett Corporation (M)
Northeast Shade Tree (D)

On-site Audiometric Testing (hearing test)
Reliant Safety Products, LLC (S)

Organics
ESSCO Distributors Inc. (D)
Growth Products, Ltd. (M)
Northeast Shade Tree (D)
Plant Food Company, Inc. (D)(M)

Outrigger Pads
Alexander Equipment Co. Inc. (D)(M)
AlturnaMATS, Inc. (S)
Arrowhead Aerial Products, Inc. (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Blue Ridge Arborist Supply, LLC (D)
DICA (D)(M)

Personal Protective Equipment
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arbor Tech Supply, Inc. (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)(M)
Cutter’s Choice (D)
ECHI Incorporated (M)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Husqvarna (M)
J. J. Keller & Associates (D)
Jonsered (D)(M)
Karl Kuefmerling, Inc. (M)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
OK-1 Safety & Ergonomics (D)
Petzl America (M)
Plastic Composites Co. (M)
Shelter Tree, Inc./Tree Care Products (D)
SherrillTree (D)
Spyder Manufacturing U.S.A. (D)(M)
Stein USA LLC (D)
STIHL Inc. (M)
Wespur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Youngstown Glove Co. (M)
Pneumatic Tools
WesSpur Tree Equipment, Inc. (D)

Poison Ivy Protection
American Arborist Supplies (D)
Arbor Tech Supply, Inc. (D)
Bailey’s (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)(M)
Forestry Suppliers, Inc. (D)
Midwest Arborist Supplies (D)
Northern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
Zenith Cutter Company (M)

PortaBle Winches
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Forestry Suppliers, Inc. (D)
Northern Arborist Supply (D)
Portable Winch Co. (D)(M)
SherrillTree (D)
Stein USA LLC (D)

Pruning Equipment-Manual
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arbor Tech Supply, Inc. (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)
Boomer’s Backyard (D)
Cleaves Company, Inc. (D)(M)
Corona Clipper, Inc. (M)
Cutters’ Choice (D)
ECHO Incorporated (M)
ESSCO Distributors Inc. (D)
Fanna Saw Works (M)(S)
Forestry Suppliers, Inc. (D)
Fred Marvin Associates (D)(M)
Growtech, Inc. (D)(M)
Husqvarna (M)
Jameson, LLC (M)
Karl Kuemmerling, Inc. (D)(M)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
Northern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
SherrellTree (D)
Spyder Manufacturing U.S.A. (M)
STIHL Inc. (M)
Stokes Ladders, Inc. (D)(M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

Pruning Equipment-Power
ADI Tools by TOL Incorporated (M)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arbor Tech Supply, Inc. (D)
Bailey’s (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)(M)
Cleaves Company, Inc. (D)(M)
ECHO Incorporated (M)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Husqvarna (M)
Karl Kuemmerling, Inc. (D)
Loftness/US Attachments (D)(M)
Midwest Arborist Supplies (D)
Northern Arborist Supply (D)
STIHL Inc. (M)
WesSpur Tree Equipment, Inc. (D)

Pumps
Bailey’s (D)
Cleaves Company, Inc. (D)
CURS, Inc. (D)
ECHO Incorporated (M)
ESSCO Distributors Inc. (D)
J. J. Kane Auctioneers (D)
Minnesota Wanner Company (D)(M)
North American Equipment Uplifters, Inc. (D)
Northern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Reddick Equipment Company (D)

Ramps
Bailey’s (D)
Branch Manager Attachments/Top Notch Equipment (D)(M)
Cleaves Company, Inc. (D)(M)

Recycling Equipment
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (D)(M)
Cleaves Company, Inc. (D)
DuraTech Industries, Inc. (M)
Eliet USA, Inc. (D)(M)
Fecan, Inc. (M)
Global Equipment Exporters, LLC (D)
Hawk Equipment Corp. (D)
Karl Kuemmerling, Inc. (D)
The Knife Source, LLC (D)(M)
Morbark, Inc. (D)(M)(S)
Multitek North America LLC (M)
Northeastern Arborist Supply (D)
Rotochopper, Inc. (D)(M)
SafteyFirst Systems, LLC (S)
SherrellTree (D)
Shred Tech, Inc./Tree Care Products (D)

Regulatory Affairs
J. J. Keller & Associates (S)
The Nature Zone (S)

Support your TCIA Associate Members
Contact them for your equipment and service needs.
Keep the Buyers’ Guide handy.
The Tree Care Industry’s
Resource for Products and Services.
<p>| Subject Listing |
|-----------------|-----------------|
| <strong>Distributor</strong> | <strong>Manufacturer</strong> | <strong>Industry Support and Service Provider</strong> |
| Morbark, Inc. (D)(M)(S) | | |
| Northeastern Arborist Supply (D)(M) | | |
| Rayco Manufacturing, Inc. (M) | | |
| Ryan’s Equipment (M) | | |
| SANDVIK (M) | | |
| SDM Tools (D) | | |
| Shelter Tree, Inc./Tree Care Products (D)(M) | | |
| SherriITree (D) | | |
| Spyder Manufacturing U.S.A. (M) | | |
| The Toro Company (M) | | |
| Vermeer Corporation (M) | | |
| Vermeer Sales &amp; Service (D) | | |
| WesSpur Tree Equipment, Inc. (D) | | |
| Western Tree Equipment &amp; Repairs (D) | | |
| <strong>Stump Cutters PTO</strong> | | |
| Alexander Equipment Co. Inc. (D)(M) | | |
| Cleaves Company, Inc. (D)(M) | | |
| Dskos - Great Northern Equipment (D) | | |
| FEVA/Forestry Equipment of VA (S) | | |
| Northeastern Arborist Supply (S) | | |
| Vermeer Sales &amp; Service (D) | | |
| <strong>Stump Grinders</strong> | | |
| Allied Equipment (D) | | |
| Blue Ridge Arborist Supply, LLC (D) | | |
| <strong>Sweepers</strong> | | |
| Bailey’s (D) | | |
| Bobcat Company (M) | | |
| Branch Manager Attachments/Top Notch Equipment (D)(M)(S) | | |
| Cleaves Cass Company, Inc. (D)(M) | | |
| Corona Clipper, Inc. (M) | | |
| Forestry Suppliers, Inc. (D) | | |
| Husqvarna (M) | | |
| STIHL Inc. (M) | | |
| <strong>Systemic Injection/Infusion</strong> | | |
| ArborSystems, Inc. (M) | | |
| ESSCO Distributors Inc. (D) | | |
| Maugel Company (D)(M) | | |
| Midwest Arborist Supplies (D) | | |
| Northeastern Arborist Supply (D) | | |
| <strong>TCIA Accreditation Auditor/Consultant</strong> | | |
| Green Industry Consulting (S) | | |
| The Nature Zone (S) | | |
| <strong>Traffic Safety</strong> | | |
| Alexander Equipment Co. Inc. (D) | | |
| American Arborist Supplies (D) | | |
| Arbor Tech Supply, Inc. (D) | | |
| Bailey’s (D) | | |
| Bartlett Arborist Supply &amp; Manufacturing Company (D) | | |
| Ben Meadows Company (D) | | |
| Bishop Company (D) | | |
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<td>Norco-Dynamic Chippers/Grinders (M)</td>
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### Alphabetical Listing

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<th>(D) Distributor</th>
<th>(M) Manufacturer</th>
<th>(S) Industry Support and Service Provider</th>
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<tr>
<td><strong>(S) Amerisafe/American Interstate</strong>&lt;br&gt;2301 Hwy 190 West&lt;br&gt;Deridder, LA 70634&lt;br&gt;Toll Free: (866) 719-0265&lt;br&gt;Fax: (800) 450-1091&lt;br&gt;Email: <a href="mailto:treed@amerisafe.com">treed@amerisafe.com</a>&lt;br&gt;Web: <a href="http://www.amerisafe.com">www.amerisafe.com</a>&lt;br&gt;Mr. Tyson Reed</td>
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<td><strong>(S) AnCap Insurance, Inc.</strong>&lt;br&gt;8802 N 4th Street&lt;br&gt;Phoenix, AZ 85020&lt;br&gt;Phone: (602) 943-2586&lt;br&gt;Fax: (602) 943-7221&lt;br&gt;Email: <a href="mailto:frankj@ancapinsurance.com">frankj@ancapinsurance.com</a>&lt;br&gt;Web: <a href="http://www.ancapinsurance.com">www.ancapinsurance.com</a>&lt;br&gt;Mr. Frank Capparele, Jr.</td>
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<td><strong>(D)(M)(S) ArborGold Software</strong>&lt;br&gt;4257 W Delap Rd&lt;br&gt;Ellettsville, IN 47429&lt;br&gt;Toll Free: (800) 933-1955&lt;br&gt;Phone: (812) 876-7664&lt;br&gt;Email: <a href="mailto:sales@arborgold.com">sales@arborgold.com</a>&lt;br&gt;Web: <a href="http://www.arborgold.com">www.arborgold.com</a>&lt;br&gt;Mr. Jon Garner</td>
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<td><strong>(S) Arboriculture Canada Training &amp; Education, Ltd.</strong>&lt;br&gt;5137 – 51 Street&lt;br&gt;Olds, AB T4H 1H1, Canada&lt;br&gt;Phone: (403) 556-1701&lt;br&gt;Toll Free: (877) 298-8733&lt;br&gt;Fax: (866) 514-8236&lt;br&gt;Email: <a href="mailto:info@arbortech.cc">info@arbortech.cc</a>&lt;br&gt;Web: <a href="http://www.arbortech.ca">www.arbortech.ca</a>&lt;br&gt;Mr. Dwayne Newstaeter</td>
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<td><strong>(M) Arborjet, Inc.</strong>&lt;br&gt;99 Blueberry Hill Road&lt;br&gt;Woburn, MA 01801&lt;br&gt;Phone: (781) 935-9070&lt;br&gt;Fax: (781) 935-9080&lt;br&gt;Email: <a href="mailto:peterwild@arborjet.com">peterwild@arborjet.com</a>&lt;br&gt;Web: <a href="http://www.arborjet.com">www.arborjet.com</a>&lt;br&gt;Mr. Peter M. Wild</td>
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<td><strong>(D) Arborlink</strong>&lt;br&gt;24/388 Newman Road&lt;br&gt;Geebung, 4034 Australia&lt;br&gt;Phone: (617) 386-5725&lt;br&gt;Fax: (617) 386-5734&lt;br&gt;Email: <a href="mailto:alan@arborlink.com.au">alan@arborlink.com.au</a>&lt;br&gt;Mr. Alan Drinnen</td>
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<td><strong>(S) ArborMaster Inc.</strong>&lt;br&gt;PO Box 62&lt;br&gt;Willington, CT 06279&lt;br&gt;Phone: (860) 429-5028&lt;br&gt;Fax: (860) 429-5058&lt;br&gt;Email: <a href="mailto:Info@ArborMaster.com">Info@ArborMaster.com</a>&lt;br&gt;Web: <a href="http://www.ArborMaster.com">www.ArborMaster.com</a>&lt;br&gt;Mr. Ken Palmer</td>
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<td><strong>(S) ArborMAX Insurance Program</strong>&lt;br&gt;65 Memorial Rd, Suite 340&lt;br&gt;West Hartford, CT 06110&lt;br&gt;Toll Free: (877) 602-7267&lt;br&gt;Phone: (860) 760-8450&lt;br&gt;Fax: (860) 763-8401&lt;br&gt;Email: <a href="mailto:mrook@gasinsurance.net">mrook@gasinsurance.net</a>&lt;br&gt;Web: <a href="http://www.arbormax.net">www.arbormax.net</a>&lt;br&gt;Mr. Michael J. Roop</td>
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<td><strong>(D)(M)(S) ArborSoftWorx</strong>&lt;br&gt;10500 Old Court Rd&lt;br&gt;Woodstock, MD 21163-1112&lt;br&gt;Toll Free: (800) 492-7267&lt;br&gt;Phone: (410) 465-3593&lt;br&gt;Email: <a href="mailto:Sales@ArborSoftWorx.com">Sales@ArborSoftWorx.com</a>&lt;br&gt;Web: <a href="http://www.ArborSoftWorx.com">www.ArborSoftWorx.com</a>&lt;br&gt;Ms. Diana Cardillo</td>
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<td><strong>(M) ArborSystems, Inc.</strong>&lt;br&gt;PO Box 34645&lt;br&gt;Omaha, NE 68134&lt;br&gt;Toll Free: (800) 698-4641&lt;br&gt;Phone: (402) 339-4459&lt;br&gt;Fax: (402) 339-5011&lt;br&gt;Email: <a href="mailto:chip@arborystems.com">chip@arborystems.com</a>&lt;br&gt;Web: <a href="http://www.arborystems.com">www.arborystems.com</a>&lt;br&gt;Mr. Chip Doellitte</td>
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<td><strong>(D) Arbor Tech Supply, Inc.</strong>&lt;br&gt;11494 James Madison Street&lt;br&gt;Remington, VA 22734&lt;br&gt;Phone: (540) 277-8245&lt;br&gt;Phone: (330) 264-4266&lt;br&gt;Fax: (330) 264-7428&lt;br&gt;Email: <a href="mailto:gmiller@arbortech.cc">gmiller@arbortech.cc</a>&lt;br&gt;Web: <a href="http://www.arbortech.cc">www.arbortech.cc</a>&lt;br&gt;Mr. Galen Miller</td>
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<td><strong>(D) ArborTech</strong>&lt;br&gt;3203 West Old Lincoln Way&lt;br&gt;Wester, OH 44691&lt;br&gt;Toll Free: (800) 277-8245&lt;br&gt;Phone: (540) 439-9038&lt;br&gt;Fax: (540) 439-2564&lt;br&gt;Email: <a href="mailto:tammyr@arbortechnline.com">tammyr@arbortechnline.com</a>&lt;br&gt;Web: <a href="http://www.arbortechnline.com">www.arbortechnline.com</a>&lt;br&gt;Ms. Tammy Riley</td>
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<td><strong>(D)(M)(S) Arborwear, LLC</strong>&lt;br&gt;PO Box 629&lt;br&gt;Newbury, OH 44065&lt;br&gt;Toll Free: (888) 578-8733&lt;br&gt;Phone: (440) 564-9264&lt;br&gt;Fax: (404) 564-7977&lt;br&gt;Email: <a href="mailto:info@arborwear.com">info@arborwear.com</a>&lt;br&gt;Web: <a href="http://www.arborwear.com">www.arborwear.com</a>&lt;br&gt;Mr. Bill Weber</td>
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<td><strong>(D) Arrowhead Aerial Products, Inc.</strong>&lt;br&gt;4940 Lightning Drive, Ste 6&lt;br&gt;Hermantown, MN 55811&lt;br&gt;Toll Free: (877) 525-5164&lt;br&gt;Phone: (218) 525-5164&lt;br&gt;Fax: (218) 525-5162&lt;br&gt;Email: <a href="mailto:smccarty@arrowheadaerial.com">smccarty@arrowheadaerial.com</a>&lt;br&gt;Web: <a href="http://www.arrowheadaerial.com">www.arrowheadaerial.com</a>&lt;br&gt;Ms. Sharon McCarty</td>
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<td><strong>(S) Arthur J. Gallagher Risk Management Services, Inc.</strong>&lt;br&gt;12444 Powerscourt Dr&lt;br&gt;Saint Louis, MO 63131-3660&lt;br&gt;Toll Free: (314) 800-2172&lt;br&gt;Fax: (866) 914-8343&lt;br&gt;Email: <a href="mailto:ryan_yech@ajg.com">ryan_yech@ajg.com</a>&lt;br&gt;Web: <a href="http://www.ajg.com">www.ajg.com</a>&lt;br&gt;Mr. Ryan Yoch</td>
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<td><strong>(D) Bailey’s</strong>&lt;br&gt;1222 Commerce Ave., Unit D&lt;br&gt;Woodland, CA 95776&lt;br&gt;Toll Free: (800) 322-4539&lt;br&gt;Phone: (707) 984-6133&lt;br&gt;Fax: (707) 984-8115&lt;br&gt;Email: <a href="mailto:baileys@baileysonline.com">baileys@baileysonline.com</a>&lt;br&gt;Web: <a href="http://www.baileysonline.com">www.baileysonline.com</a>&lt;br&gt;Mr. John Conroy</td>
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<td><strong>(D)(M) Bandit Industries, Inc.</strong>&lt;br&gt;6750 Millbrook Road&lt;br&gt;Remus, MI 49340&lt;br&gt;Toll Free: (800) 952-0178&lt;br&gt;Phone: (989) 561-2270&lt;br&gt;Fax: (989) 561-2375&lt;br&gt;Email: <a href="mailto:sales@banditchippers.com">sales@banditchippers.com</a>&lt;br&gt;Web: <a href="http://www.banditchippers.com">www.banditchippers.com</a>&lt;br&gt;Regional Sales Rep.</td>
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<td><strong>(S) Barry Paul Rose Insurance Agency Inc.</strong>&lt;br&gt;24 Robin Hood Lane&lt;br&gt;Chatham, NJ 07928&lt;br&gt;Toll Free: (800) 331-7101&lt;br&gt;Phone: (973) 701-0066&lt;br&gt;Fax: (973) 701-1180&lt;br&gt;Email: <a href="mailto:mark@halroseagency.com">mark@halroseagency.com</a>&lt;br&gt;Web: <a href="http://www.bprins.com">www.bprins.com</a>&lt;br&gt;Mr. Mark McCormack</td>
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<td><strong>(D)(M) Bartlett Arborist Supply &amp; Manufacturing Company</strong>&lt;br&gt;7876 S. Van Dyke Road&lt;br&gt;Marlette, MI 48453&lt;br&gt;Toll Free: (800) 331-7101&lt;br&gt;Phone: (989) 635-8900&lt;br&gt;Fax: (989) 635-8902&lt;br&gt;Email: <a href="mailto:margie@bartlettman.com">margie@bartlettman.com</a>&lt;br&gt;Web: <a href="http://www.bartlettman.com">www.bartlettman.com</a>&lt;br&gt;Ms. Sheree Kappen</td>
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<td><strong>(D)(M) Ben Meadows Company</strong>&lt;br&gt;401 S Wright Rd&lt;br&gt;Janesville, WI 53546&lt;br&gt;Toll Free: (800) 241-6401&lt;br&gt;Phone: (608) 628-2068&lt;br&gt;Email: <a href="mailto:g.clark@benmeadows.com">g.clark@benmeadows.com</a>&lt;br&gt;Web: <a href="http://www.benmeadows.com">www.benmeadows.com</a>&lt;br&gt;Mr. Gary Clark</td>
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(D) Distributor       (M) Manufacturer       (S) Industry Support and Service Provider

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Akron, OH 44312
Toll Free: (800) 540-6680
Phone: (330) 784-9211
Fax: (330) 784-1390
Email: fma@pruner.com
Web: www.FreightlinerTrucks.com
Mr. Jeff Mussay
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Fort Mills, SC 29715
Phone: (803) 578-3200
Fax: (803) 578-3737
Email: mike.finney@daimler.com
Web: www.FreightlinerTrucks.com
Mike Finney

(S) General Agency Company
525 E Broadway
Mount Pleasant, MI 48858
Toll Free: (800) 589-6982
Phone: (877) 458-1550
Email: mrnatzel@ga-ins.com
Web: www.FreightlinerTrucks.com
Mr. Michael Natzel

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Milwaukee, WI 53221-5248
Phone: (414) 764-9200
Fax: (414) 764-8180
Email: dgiuffre@giuffre.com
Web: www.giuffre.com
Mr. Todd Proctor

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Fax: (708) 656-9558
Email: webmaster@giuffre.com
Mr. Todd Proctor

(D)(M) Global Equipment Exporters, LLC
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Fax: (770) 966-9035
Email: dave@globalequipmentexporters.com
Web: www.globalequipmentexporters.com
Mr. Dave Wild

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Richardson, TX 75080
Phone: (972) 671-9105
Fax: (972) 671-9804
Email: rjd@grayhawkins.com
Web: www.grayhawkins.com
Mr. Bob Drelling

(S) Green Industry Consulting
16 Garden Road
Sound Beach, NY 11789-1623
Phone: (631) 219-5537
Fax: (631) 744-0634
Email: kevin@greenteeth.com
Web: www.greenteeth.com
Mr. Kevin J. Green

(M) Green Manufacturing & Treeman Supply
9650 Packard Rd.
Morenci, MI 49256
Toll Free: (888) 814-7336
Phone: (800) 473-3683
Fax: (517) 458-1550
Email: kevin@greenteeth.com
Web: www.greenteeth.com
Mr. Kevin J. Green

(D)(M) Green Pro Solutions LLC
PO Box 708
Dillsburg, PA 17019-0708
Toll Free: (800) 645-6464
Phone: (866) 609-4172 ext 6
Fax: (877) 262-8737
Email: Gary@GreenProSolutions.com
Web: www.greenprosolutions.com
Mr. Gary Maurer

(S) Grindstone Financial Group
6 State St
Ellsworth, ME 04605
Phone: (207) 667-8100
Fax: (207) 667-4452
Email: bholmes@holmesagency.com
Web: www.grindstonefinancialgroup.com
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Phone: (440) 564-0634
Email: abavaro@jamsiongroup.com
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Fax: (919) 460-5460
Email: dcowles@hmiadvantage.com
Web: www.hmiadvantage.com
Mr. Doug Cowles

(S) HMS Insurance Associates, Inc.
PO Box 1750
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Fax: (410) 337-0551
Email: mconnolly@hmsia.com
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(M) Georgetown Insurance Service, Inc
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Mr. Michael Park
See our 4-color Reader Service Listing
<table>
<thead>
<tr>
<th>(D)(M)(S) Midwest Arborist Supplies</th>
<th>(S) NFP Property &amp; Casualty Services, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Treecaresupplies.com</td>
<td>707 Westchester Ave Suite 201</td>
</tr>
<tr>
<td>1730 Olson Street NE, Ste A</td>
<td>West Harrison, NY 10604-3154</td>
</tr>
<tr>
<td>Grand Rapids, MI 49503-2034</td>
<td>Phone: (914) 406-7950</td>
</tr>
<tr>
<td>Toll Free: (800) 423-3789</td>
<td>Fax: (914) 948-9560</td>
</tr>
<tr>
<td>Phone: (616) 456-8040</td>
<td>Email: <a href="mailto:ctucker@nfpcc.com">ctucker@nfpcc.com</a></td>
</tr>
<tr>
<td>Fax: (616) 456-7780</td>
<td>Web: <a href="http://www.nfpcc.com">www.nfpcc.com</a></td>
</tr>
<tr>
<td>Email: <a href="mailto:grdarbor@treecaresupplies.com">grdarbor@treecaresupplies.com</a></td>
<td>Mr. Christopher Tucker</td>
</tr>
<tr>
<td>Web: <a href="http://www.treecaresupplies.com">www.treecaresupplies.com</a></td>
<td></td>
</tr>
<tr>
<td>Mr. Brian Barnard</td>
<td>See our 4-color Reader Service Listing</td>
</tr>
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<thead>
<tr>
<th>(D)(M)(S) Minnesota Wanner Company</th>
<th>(D)(M) NiftyLift, Inc</th>
</tr>
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<tbody>
<tr>
<td>7125 Chms Lane</td>
<td>32 Concourse Way</td>
</tr>
<tr>
<td>Minneapolis, MN 55439</td>
<td>Greer, SC 29650-4704</td>
</tr>
<tr>
<td>Toll Free: (800) 247-4998</td>
<td>Phone: (864) 968-8836</td>
</tr>
<tr>
<td>Phone: (952) 929-1070</td>
<td>Email: <a href="mailto:sales@niftylift.com">sales@niftylift.com</a></td>
</tr>
<tr>
<td>Fax: (952) 929-5933</td>
<td>Web: <a href="http://www.niftylift.com">www.niftylift.com</a></td>
</tr>
<tr>
<td>Email: <a href="mailto:sales@minnesotawanner.com">sales@minnesotawanner.com</a></td>
<td>Mr. Jon Hedlund</td>
</tr>
<tr>
<td>Web: <a href="http://www.mnwanner.com">www.mnwanner.com</a></td>
<td></td>
</tr>
<tr>
<td>Mr. Tom Wanner</td>
<td>See our 4-color Reader Service Listing</td>
</tr>
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<tbody>
<tr>
<td>7629 Chipewa Rd</td>
<td>900 Route 9 N Suite 503</td>
</tr>
<tr>
<td>Otroville, OH 44667</td>
<td>Woodbridge, NJ 07095-1003</td>
</tr>
<tr>
<td>Phone: (330) 669-2000</td>
<td>Toll Free: (800) 446-7647</td>
</tr>
<tr>
<td>Fax: (330) 669-3732</td>
<td>Fax: (732) 634-2904</td>
</tr>
<tr>
<td>Email: <a href="mailto:fredyack@mirkinc.us">fredyack@mirkinc.us</a></td>
<td>Email: <a href="mailto:dspringer@nipgroup.com">dspringer@nipgroup.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.mirkinc.us">www.mirkinc.us</a></td>
<td>Web: <a href="http://www.nipgroup.com">www.nipgroup.com</a></td>
</tr>
<tr>
<td>Mr. Chris Friday</td>
<td>Mr. David Springer</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>(D)(M)(S) Morbark, Inc.</th>
<th>(M) Norco-Dynamic Chippers/Grinders</th>
</tr>
</thead>
<tbody>
<tr>
<td>PO Box 1000</td>
<td>205 E Highland Dr</td>
</tr>
<tr>
<td>Winn, MI 48896-1000</td>
<td>Oconto Falls, WI 54154-0986</td>
</tr>
<tr>
<td>Toll Free: (800) 831-0042</td>
<td>Phone: (920) 848-6990</td>
</tr>
<tr>
<td>Phone: (989) 866-2381</td>
<td>Fax: (920) 848-6995</td>
</tr>
<tr>
<td>Fax: (989) 866-2280</td>
<td>Email: <a href="mailto:nburton@norcoequipment.com">nburton@norcoequipment.com</a></td>
</tr>
<tr>
<td>Email: <a href="mailto:inquire@morbark.com">inquire@morbark.com</a></td>
<td>Web: <a href="http://www.norcoequipment.com">www.norcoequipment.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.morbarc.com">www.morbarc.com</a></td>
<td>Mr. Nate Burton</td>
</tr>
<tr>
<td>Mr. Jason Showers</td>
<td></td>
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<tr>
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<tbody>
<tr>
<td>700 Main Street</td>
<td>PO Box 1017</td>
</tr>
<tr>
<td>Prentice, WI 54556-0170</td>
<td>Londonderry, NH 03053-1017</td>
</tr>
<tr>
<td>Phone: (715) 428-2000</td>
<td>Phone: (603) 624-6286</td>
</tr>
<tr>
<td>Fax: (715) 428-2700</td>
<td>Fax: (603) 624-6289</td>
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<tr>
<td>Email: <a href="mailto:sales@multitekinc.com">sales@multitekinc.com</a></td>
<td>Email: <a href="mailto:mduncan@naeunc.com">mduncan@naeunc.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.multitekinc.com">www.multitekinc.com</a></td>
<td>Mr. Michael Duncan</td>
</tr>
<tr>
<td>Mr. Howard Heikkinen</td>
<td></td>
</tr>
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<tr>
<th>(S) The Nature Zone</th>
<th>(S) North American Training Solutions</th>
</tr>
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<tbody>
<tr>
<td>PO Box 514</td>
<td>910 Athens Highway, Suite K219</td>
</tr>
<tr>
<td>Saxonburg, PA 15056</td>
<td>Loganville, GA 30052-4952</td>
</tr>
<tr>
<td>Phone: (724) 355-8528</td>
<td>Toll Free: (888) 652-9116</td>
</tr>
<tr>
<td>Email: <a href="mailto:rjm@tciaauditor.com">rjm@tciaauditor.com</a></td>
<td>Fax: (678) 344-6865</td>
</tr>
<tr>
<td>Web: <a href="http://www.tciaauditor.com">www.tciaauditor.com</a></td>
<td><a href="mailto:scott@northernamericantrainingsolutions.com">scott@northernamericantrainingsolutions.com</a></td>
</tr>
<tr>
<td>Mr. Randall J. McDonald, CTSP</td>
<td>Mr. Scott Prophett</td>
</tr>
</tbody>
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<table>
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<tr>
<th>(M) New England Ropes, Corp.</th>
<th>(D)(M) Northeast Shade Tree</th>
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<tbody>
<tr>
<td>848 Airport Road</td>
<td>PO Box 4434</td>
</tr>
<tr>
<td>Fall River, MA 02720-4735</td>
<td>Portsmouth, NH 03802-4434</td>
</tr>
<tr>
<td>Toll Free: (800) 333-6679</td>
<td>Toll Free: (800) 841-2498</td>
</tr>
<tr>
<td>Phone: (508) 678-8200</td>
<td>Phone: (603) 436-4804</td>
</tr>
<tr>
<td>Fax: (508) 679-2363</td>
<td>Fax: (603) 436-1493</td>
</tr>
<tr>
<td>Email: <a href="mailto:nesadetree@aol.com">nesadetree@aol.com</a></td>
<td>Email: <a href="mailto:nesadetree@aol.com">nesadetree@aol.com</a></td>
</tr>
<tr>
<td>Mr. Bill Shakespeare</td>
<td>Mr. Jeffrey W. Ott</td>
</tr>
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<tr>
<th>(D)(M) Northeastern Arborist Supply</th>
<th>(D)(M) Payeur Distributions</th>
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<tbody>
<tr>
<td>50 Notch Road</td>
<td>5370 King E</td>
</tr>
<tr>
<td>West Paterson, NJ 07424</td>
<td>Ascot Corner, DC JOB 140, Canada</td>
</tr>
<tr>
<td>Toll Free: (800) 261-7772</td>
<td>Phone: (819) 821-2015</td>
</tr>
<tr>
<td>Phone: (973) 837-1390</td>
<td>Fax: (819) 820-0490</td>
</tr>
<tr>
<td>Fax: (973) 837-1391</td>
<td>Email: <a href="mailto:payeur@aol.com">payeur@aol.com</a></td>
</tr>
<tr>
<td>Email: <a href="mailto:neasupply@aol.com">neasupply@aol.com</a></td>
<td>Web: <a href="http://www.payeur.com">www.payeur.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.northeasternarborist.com">www.northeasternarborist.com</a></td>
<td>Mr. Ron Van Wechel</td>
</tr>
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<tr>
<th>(S) Northern Atlantic Financial, LLC</th>
<th>(D) OK-1 Safety &amp; Ergonomics</th>
</tr>
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<tbody>
<tr>
<td>410 Turnberry Way</td>
<td>790 S Veterans Drive</td>
</tr>
<tr>
<td>Souderton, PA 18964</td>
<td>Altus, OK 73522</td>
</tr>
<tr>
<td>Toll Free: (800) 710-4361</td>
<td>Phone: (580) 482-0891</td>
</tr>
<tr>
<td>Phone: (800) 710-4361</td>
<td>Fax: (800) 710-4361</td>
</tr>
<tr>
<td>Email: <a href="mailto:joanncucciare@comcast.net">joanncucciare@comcast.net</a></td>
<td>Email: <a href="mailto:tdulaney@altusok1.com">tdulaney@altusok1.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.northernatlanticfinancial.com">www.northernatlanticfinancial.com</a></td>
<td>Web: <a href="http://www.ok1safety.com">www.ok1safety.com</a></td>
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<tr>
<td>Ms. Joanna Cucciare</td>
<td>Mr. Tom Dunaley</td>
</tr>
</tbody>
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<tr>
<th>(D) NRC Insurance Agency</th>
<th>(S) Ollis &amp; Company</th>
</tr>
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<tbody>
<tr>
<td>2937 Veneman Ave, #A105</td>
<td>PO Box 10346</td>
</tr>
<tr>
<td>Modesto, CA 95356</td>
<td>Springfield, MO 65808</td>
</tr>
<tr>
<td>Toll Free: (800) 436-2541</td>
<td>Phone: (417) 981-8333</td>
</tr>
<tr>
<td>Phone: (209) 577-5132</td>
<td>Fax: (417) 823-7444</td>
</tr>
<tr>
<td>Fax: (209) 577-6043</td>
<td>Email: <a href="mailto:jeff.eiserman@ollisco.com">jeff.eiserman@ollisco.com</a></td>
</tr>
<tr>
<td>Email: <a href="mailto:gcordle@nrcinsurance.com">gcordle@nrcinsurance.com</a></td>
<td>Web: <a href="http://www.ollisco.com">www.ollisco.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.nrcinsurance.com">www.nrcinsurance.com</a></td>
<td>Mr. Jeff Eiserman</td>
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<tr>
<th>(S) Ouachita Job Corps</th>
<th>(D)(M) Payeur Distributions</th>
</tr>
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<tbody>
<tr>
<td>570 Job Corps Road</td>
<td>5370 King E</td>
</tr>
<tr>
<td>Royal, AR 71968</td>
<td>Ascot Corner, DC JOB 140, Canada</td>
</tr>
<tr>
<td>Phone: (501) 767-2707</td>
<td>Phone: (819) 821-2015</td>
</tr>
<tr>
<td>Fax: (501) 321-3794</td>
<td>Fax: (819) 820-0490</td>
</tr>
<tr>
<td>Email: <a href="mailto:ronvanwechel@aol.com">ronvanwechel@aol.com</a></td>
<td>Email: <a href="mailto:payeur@aol.com">payeur@aol.com</a></td>
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<tr>
<td>Web: <a href="http://www.ouachitatrabecorps.gov">www.ouachitatrabecorps.gov</a></td>
<td>Web: <a href="http://www.payeur.com">www.payeur.com</a></td>
</tr>
<tr>
<td>Mr. Ron Van Wechel</td>
<td>Mr. Mike Miller</td>
</tr>
</tbody>
</table>
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Fax: (330) 264-3697
Email: rayco@rayconfg.com
Web: www.rayconfg.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.

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317 Rte 27
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Web: www.reliantsafetyproducts.com
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### 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?

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### 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.
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