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Thank You for the Privilege...

As I was reflecting on 10 years and 8 months of service to the arboriculture community, I came across all of the Outlook columns I have written as publisher of TCI Magazine during that time. The first was in April 1999. That’s 129 articles!

Over the years, many of you have shared your thoughts with me about the impact of my musings each month. Some have challenged me. Others have brought tears to my eyes with the kindness of your words. Many of your comments have made me feel that my work is meaningful. Thank you for your frankness, for your encouragement, and for your support.

Entering the world of arboriculture was a completely different sphere of business for me. Your profession includes people who, as I have told you many times, are the kind my parents would want me to hang out with. Your journey has enriched my life in many ways as you allowed me to walk beside you.

As I depart your work world, I do so with great pride in your accomplishments over the last decade. You have looked in the mirror and evaluated as an industry what you were – and were not – ready and willing to change. You have leapt off cliffs more than once and challenged yourselves to raise the bar of professionalism in the industry. You have wrestled with the demons of doing things the easier way and chosen to take the higher and more difficult road for the long-term benefit instead of the short-term gain.

You truly have exceeded your expectations of yourselves from when I met you almost 11 years ago. You found out that you are worth it and now claim your lives and your companies to be making very noble contributions to our communities. Your confidence has grown, and you are capitalizing on what you have to offer in more and creative ways.

You will prevail as the economy and the external forces reshape the world we live in yet again. Trees are a constant through all phases – good and bad – and through all changes, they still need to be cared for, and the power still needs to remain on. You are making strides with consumers learning the value of proper tree care and the enhancements that trees bring to property values and personal enjoyment.

As the conversations about sustainability, global warming and the environment continue, remember that you are the “original green!” You were cool before being sustainable was mainstream, and you have an opportunity to capitalize on that in the future.

Enjoy sharing your gifts with others – teach them your secrets. Not all students want to live in an office and sit at a computer. Find those charged with the same passion you have and bring them along. They will be grateful. You will be fortunate. The earth will be blessed by them in the generations to come.

And remember that while there is nothing wrong with making money, that if that’s all there is to it, you could sell cars. Stay true to your calling, love your work, honor the people that entrust their careers and, therefore, their families and futures to you, and know that you live a life that many envy.

You will always have a special place in my heart, and I am glad that I have lived long enough to know that while phases of life change, the friendships don’t have to. I look forward to having many of you in my life for years to come. Thank you for the privilege…

Cynthia Mills, CAE, CMC

Editor’s note: Cynthia Mills resigned her position as president and CEO of TCIA effective November 7, the last day of TCI EXPO 2009 in Baltimore.
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Ice storms are known for their paralyzing effects on urban and suburban areas. All forms of transportation are affected, sometimes shut down completely. The distribution of electricity is also disrupted, often producing widespread blackouts. For those in the tree care industry, ice storms produce some of the most widespread tree damage that will ever have to be dealt with. Being able to anticipate ice storms can help you prepare for them.

To understand the nature of ice storms, one must look at the basic meteorology involved.

Freezing rain is one type of winter precipitation. By definition, it is liquid rain that freezes on an exposed surface, producing a covering of clear or whitish ice on the surface. The apparent scientific contradiction, liquid rain falling while temperatures are below freezing, can be explained by the vertical temperature structure of the atmosphere in these events. Although temperatures near the surface are cold, the air is warmer aloft. The cold air, being denser, forms a shallow layer near the ground. Warmer, lighter air is aloft. This is called a temperature inversion. If the cold air supports below-freezing temperatures while the warm air is above freezing, we have a situation that favors either sleet (ice pellets) or freezing rain. If the cold air layer is very shallow or the air above very warm (temperatures of 50°F have been noted), then freezing rain is likely.

The rate of accumulation of ice will

Ice damage is assumed to start at accumulations of 1/4 inch with small branches and larger non-healthy limbs. Ice of 1/2 inch to 1 inch will result in much more damage, with even healthy, larger branches breaking. Major tree damage can be expected with 1 inch or greater accumulations.
depend on the rainfall rate and the surface temperature. As expected, higher rainfall rates and lower temperatures will lead to more ice accumulation and subsequent problems. How cold can it be and liquid rain still be falling? Colder air masses are very dense and can produce extremely shallow layers of below-freezing conditions. Freezing rain is not uncommon in some sections of the country with temperatures in the single digits.

The total accumulation of ice will also, obviously, be affected by the duration of the precipitation. Light accumulations of ice will do minimal amounts of damage. The threshold for ice damage is usually assumed to be ¼ inch. In the worst ice storms, accumulations of 1 or 2 inches have been recorded. In these cases, damage can be catastrophic.

Other factors that would affect damage potential include wind speed. Higher winds increase the chance for limb or trunk breakage. Another factor would be the temperatures after the precipitation has ended. If the air warms to above freezing, melting will ensue, lessening the weight of the ice. However, if the frigid air mass remains entrenched, then the ice loading will continue to produce problems.

There are some seeming contradictions in freezing rain situations. Sometimes trees may be coated with ice, but the roads are just wet. Except in the coldest locations, the ground below the surface is a source of heat. This heat will conduct upward and keep road surfaces from freezing even if the air temperature is near or just below 32 F. Plants have no heat source to draw from. They are at the mercy of the air temperature.

On other occasions, the air temperature was above freezing before the precipitation started. But, when the rain moved in, the temperature fell and freezing rain developed. Evaporative cooling is the cause. Unless the air is totally saturated, some of the water from the rain will evaporate into the air. Evaporation is a cooling process and, thus, the temperature drop. Technically, the wet bulb temperature, the lowest temperature this particular air can be cooled to due solely to evaporative cooling, will give you an idea of how cold the air will get after precipitation starts. More commonly given is the dew point, which is even lower, but will give you an idea on the potential cooling.

So, what do we look for that would indicate freezing rain is possible? The basic ingredients for icing are shallow, cold air near the ground and warmer, moist air above. If we look at a standard surface weather map, this situation usually occurs ahead of (north of) a warm front. Warm fronts are characterized by “overrunning,” i.e. warm air riding up and over cold air.

Utility cited for tree trimming failures after ice storm outages

Unitil, a Fitchburg, Massachusetts, utility company, must shoulder the cost of a comprehensive management audit for failing its customers during and after a December 2008 ice storm that caused widespread and prolonged power outages for its customers in northeastern Massachusetts. Among steps the company needs to address are faulty planning for storm situations and underfunding its vegetation management activities and failure to adhere to the company’s own tree trimming schedule.

The Massachusetts Department of Public Utilities launched an investigation in January following a major ice storm on December 12, 2008, that left more than 208,000 electric utility customers without power statewide. At the height of the storm, power was lost by all 28,500 customers in Unitil’s service territory (Fitchburg, Lunenburg, Townsend, and Ashby), and some remained without electricity until December 25.

In a November 2, 2010, order, the DPU concluded that the company’s response to power outages following the storm represented “a clear and unambiguous failure to satisfy its obligation to provide safe and reliable service to its customers.” The DPU cited numerous and systematic failures, called for remedies, and ordered the company to take immediate steps to address all identified problems.

The DPU’s findings regarding this and other unrelated Unitil practices raise serious questions about Unitil’s management and operating procedures, which now will be thoroughly explored at Unitil’s expense through a DPU-ordered management audit that could result in additional repercussions for the company.

The DPU concluded that the primary contributor to Unitil’s unacceptable performance was lack of planning and training for a significant storm event, which left it unprepared to respond to the magnitude of damage caused by the storm. The audit must address the company’s management and control and specific areas where its performance was found severely lacking.

The department ordered Unitil to immediately implement a suite of management and operational steps to address all shortcomings, and to document its progress monthly, quarterly and annually.

The DPU investigation concluded that Unitil fell short of its obligations in a number of critical areas, including:

- lack of adequate planning and training, which left the company unprepared to assess the adequacy of its Emergency Restoration Plan when confronted by a significant weather event;
- significantly deficient damage assessment efforts, which resulted in failure to acquire much-needed resources, provide accurate and useful information to the public regarding restoration times, and minimize the overall duration of the power outage;
- failure to take appropriate and reasonable actions regarding the acquisition of resources that would have allowed the company to restore service in a reasonable period of time;
- Underfunded vegetation management activities and failure to adhere to the company’s tree trimming schedule.
Warm fronts are commonly found to the east and northeast of low pressure areas. For freezing rain events, the cold air mass is usually quite cold, often of Arctic origin. Very cold air can spread out into a thin layer near the ground. The cold air is associated with a high pressure area that usually came from northern Canada or even Alaska. The air is exceptionally cold and the high pressure area unusually strong. These “super” Arctic high pressure areas can sometimes be forecast days in advance and are a good bet to produce freezing rain when they move down into the lower 48.

Very cold air is extremely dense. Often it has difficulty moving across mountainous terrain. Even the relatively low elevation Appalachian Mountains can block its progress. One of the more interesting results of this is the development of the so-called “cold air wedge.” For example, often when a strong, cold high moves into New England, the clockwise flow around the high wants to push the cold air back to the west on the south side of the high pressure center. Being blocked by the mountains, the cold air instead drops further to the south. Often times, this cold air makes its way down into the Carolinas, sometimes as far south as Georgia. This can set the stage for an ice storm. A similar process can happen in the Plains. The Rockies will block westward movement of Arctic air masses. Instead they can be funneled as far south as Texas.

Although freezing rain situations normally involve warm fronts, certain types of cold fronts are also prone to icing events. These so-called “anafronts” are structurally similar to warm fronts with a very shallow layer of cold air behind the front, but the forward progression of the colder air mass classifies them as cold fronts. However, like warm fronts, they are also prone to overrunning.

The effects of elevation vary with the situation. If the cold layer is thicker, the temperature may decrease with height for a while before starting to increase and get above freezing. In these situations, mountain valleys may be above freezing but the higher elevations in the mountains themselves may be at risk for icing. In other situations, very shallow cold air may get trapped in the valleys and this is where the freezing rain will occur.

If one looks at the climatology of freezing rain, i.e. where it occurs, it is basically a problem in the eastern half of the country, east of the Rocky Mountains. Only a relatively small area in the interior Northwest (primarily the Columbia River Basin) sees freezing rain on a regular basis. With a prevailing westerly, onshore flow, temperatures even in the winter are well above freezing at low elevations. With temperatures consistently decreasing with height, the higher elevation in the mountains will only get snow. The Rockies will effectively block the very cold but shallow air masses to their east. The High Plains are also relatively free from icing. Although easily cold enough, significant moisture seldom makes it this far north or west in the winter.

The effects of “cold air damming” by mountains are noticeable, with freezing rain an annual occurrence well down into Texas in the Plains and into northern Georgia on the East Coast. Areas from the upper Midwest and especially into the Northeast are very prone to freezing rain in winter. This is not as much a function of temperature as it is moisture availability. The southerly flow aloft associated with major dips in the jet stream can bring moisture from the Gulf of Mexico as far north as southern Canada. When this warm, moist air flows over shallow Arctic air masses, the stage is set for ice storms. Coastal locations have a lesser threat with relatively warmer air at low levels moving in off the water. This is even true of the Great Lakes region.

January, the coldest month for most inland locations, features the highest likelihood for freezing rain. December is a
The January 2009 ice storm that affected parts of the central Plains and Midwest is considered the worst ice storm ever in Kentucky. One published account reported that, in the four Kentucky counties along the Mississippi River, every tree was affected by the ice. It was estimated that in the 96,000 acres, 28 million trees were affected. The value of tree damage and loss was estimated at $8.6 billion.

close second. Freezing rain has been reported as early as October in the northern Great Plains and northern New England, and as late as May in some parts of the Plains and upper Midwest. Freezing rain is also slightly more common in the early morning hours, typically the coldest part of the day.

What can the tree care providers do with this information? Knowing where ice storms can occur will help the arborist decide if preventive measures need to be taken. If freezing rain poses a significant risk, there are a variety of options available. These include choosing more resistant tree species, strategic pruning to reduce possible ice loads, and even cabling of vulnerable branches and trunks.

Looking for situations that can produce ice storms will help in the allocation of resources. Early preparation would hopefully reduce some of the strain in what can easily become crisis situations.

Ed Brotak is a biometeorologist, a retired college professor, author of the children’s book “Wild About the Weather” and now a freelance writer and stay-at-home dad with two young daughters in Asheville, North Carolina.

Reference
“Climate Atlas: Freezing Rain and Ice Storms” by Stanley A. Changnon, 2004
Other than the days of the steam locomotive, what do railroading and firewood have in common? For one thing, Mercier’s Inc.

What started in 1978 as a firewood business has grown to a company with 175 employees specializing in right-of-way clearing and maintenance nearly nationwide, including along railroad lines. A nine-year TCIA member company, Mercier’s Inc. is headquartered in Harman’s, Maryland, just outside Baltimore, with a central division office in Ohio.

Owner Craig Mercier says business really got its post-firewood start when someone asked him to bring down a tree. “I bought spikes and a rope and soon realized that there was money to be made in taking down trees.” Next thing Mercier knew, he had a helper, then a crew doing residential work, then county, then state, federal and railroad work.

Today, the business, though largely from the Mississippi River eastward, takes on jobs as far away as Arizona and Texas, focusing on right-of-way clearing and improvement for power and other utilities and, of course, railroads.

Work includes excavation, installation of drainage piping, and building roads for utility company infrastructure access as well as tree trimming and land clearing for new power lines. The company’s primary list of specialties also takes in road-crossing vegetation management, ROW clearance for trees and brush, railroad on- and-off-track weed spraying and brush cutting, emergency storm services, government disaster recovery and tunnel maintenance for the U.S., Canadian and Mexican railroads, utilities, airports, state and local governments, and mass transit.

Focusing on the railroad side of the business, Mercier shares the mission and challenges in maintaining the rights of way for the nation’s rail freight and passenger load.

First, there’s the need to maintain the area around the communications network, the wiring that runs alongside the tracks. These pole-to-pole lines carry signals to switches that control rail traffic. “They obviously need to be kept free of vegetation. We normally maintain an 8-foot box beneath, to the sides and on top of the lines,” he says. “We probably maintain all of CSX (CSX rail lines); that’s thousands of miles,” Mercier adds.

Next, he says, it’s critical for the railroads to maintain railroad crossing sight visibility so that there are no weeds or trees to obstruct the view of the automobile driver. Every crossing must conform to state regulations as to line-of-sight visibility in terms of angle and distance. “The average is an area 30 to 50 feet wide and a distance of as far as 500 feet,” explains Mercier. “Motorists must be able to see; many
crossings are not gated – just a cross-buck sign. And the train has the right of way.” Even so, he notes, there remains potential for a lawsuit, which is why railroads are fastidious about clearing the crossings. “About 10 years ago, a railroad lost a lawsuit to a motorist because of vegetation at a crossing. The railroads realized it’s cheaper to cut than to lose a lawsuit.”

Mercier’s approach is one of integrated vegetation management: “Ours is a cut-and-spray program. We use a mix of two techniques, first we spray, then we cut what gets out of hand,” he says.

For the rail work, the company employs about 20 tractors, each with a three-point hitch sprayer, along with 10 track-driven skid steers with rotary mowers. “We spray in the spring, and the mowers come back to take high weeds and small brush,” he says, adding that there is now very little tree clearing along the rails because “we’re getting ahead of them.” Additionally, Mercier’s has track trucks that spray the track ballast (rocks supporting the rail bed) to a distance of 12 feet off the centerline, using pre- and post-emergent materials. In the fall, spray is extended out from the 12 feet to about 28 feet and to a vegetation height of 25 feet, sweeping up down and around and across the tracks.

Although the company is getting ahead of the trees along the rail ways, in cases where there is wood waste, such as from clearing and new paths (largely along power distribution ROWs), it is left to act as a mulch. On land clearing projects, Mercier says crews use any of several Morbark 2400 chippers. “Right now, there is really no place to use our chips,” he says. “There was some talk about a wood burning plant in Baltimore where that would be used, but nothing has come of that yet.”

While many companies of various sizes do several types of ROW work, there are some practices that make Mercier’s a somewhat different operation if not truly unique. According to Mercier, “Our thing is safety. We have a workers’ compensation experience mod rating of .62. To achieve that, I think, makes us the safest in the nation! I’ve never heard of any company in the point-sixes!”

Much of that, he says, is “our forte – equipment – and respect for equipment and how we run our business. It’s a matter of paying attention to safety and training in everything we do.” He says he picks up a lot of direction from the railroads themselves. “They’re all about safety and so far ahead of the utilities.” In fact, he says, he commonly introduces newfound safety methods to the regional gas and electric service provider.

“I think that safety starts on the cab floor. Trash on the floor means to me that you don’t respect the company and won’t respect safety in the field. We expect our equipment to be spotless inside and out. Operators clean and wash their equipment and gain respect for it.”

Mercier says that when people see how neat and organized his yard is, they often remark, “Nobody is this organized!”

“If the yard is a mess, one loses respect for the company, and that leads to an unsafe workplace,” Mercier says.

Additionally, training plays a large role in safety and skills development.

“I have to say that the TCIA training programs have been a big savings for us. We can select the programs geared to us. Everything is in a book or a video or document. We pay one nice price and TCIA ships to us,” he says. “Rather than reinvent the wheel, TCIA has the wheel we need, and we spin it.”

Not just trivia...

The Baltimore and Ohio Railroad, or B&O, was one of the oldest railroads in the United States and the first common carrier railroad. The B&O Railroad is one of the four featured rail lines in the board game Monopoly, and is now part of the CSX Transportation network, the same network Mercier’s, with offices in both Baltimore and Ohio, helps maintain. Being so closely tied to the history and culture of the B&O and railroading in this country, it is fitting that Craig Mercier has built his business on safety, respect and training.
In the spirit of the season, here are six huge gifts you can give your business or organization this holiday season. These are truly gifts that keep on giving.

1. Get Z133

If you don’t have ready access to a copy of ANSI Z133.1-2006, go online or call TCIA or ISA and get one right now. It will cost you $25 or less and it will be just about the best safety investment you can make.

2. Make safety a value

If you accept that minor injuries just happen, they will, and that tolerance of loss becomes part of your culture. When you put on the hard hat and the glasses “…just because” and when you proactively manage any risk that can be mitigated, it makes a winning difference in the culture of your company. When we make it a practice to not follow the rules or “do it just this once” because our priorities have shifted, we lose.

Companies that adopt safety as a value rather than as a priority, letting safety surround everything that they do, tend to have fewer accidents. That is evidenced by the data from the last two accident surveys conducted through TCI Magazine and among TCIA members. In the past three years, proactive companies have suffered between three and 10 times less lost workday injuries than companies that accept the status quo. That is one very big gift you can give yourself!

3. Invest in your people

Ignorance can be cured through training and education. Changing the ingrained attitudes and habits is far more difficult, but it still starts with training. Think about this: Our crew is only as safe as its least trained worker!

Safety training can be fairly informal and OJT (on-the-job training), but it can’t be relegated to rainy days or when time permits. Training must develop the skills, knowledge and attitude needed to do the job safely before the hazard exposure, and it must be regularly reinforced. Finally, it should be documented. This is vital for employee accountability and also very handy when the OSHA compliance officer shows up.

Here’s a template for tree worker orientation and training, mirrored to some extent in various OSHA standards:

A. Prior to permitting an employee to engage in any arboricultural activity, you must ensure that each employee receives orientation and training on the requirements of the ANSI Z133 Standard and/or applicable OSHA standards.

B. You must provide refresher training on applicable safe work practices for any employee who has:

1. been observed to violate Z133 guidance;
2. been involved in an accident or near-miss accident; or
3. received an evaluation that reveals the employee is not working in a safe manner in accordance with Z133.

C. It is strongly recommended that you use competency checklists for the major operations and even the individual high-hazard tasks (such as running a brush chipper) in your business. You can either develop your own or make use of training materials.
that have them, such as TCIA’s Tree Care Academy series.

Our tendency has been to take the stars in our production work force and promote them into positions for which they don’t necessarily have any skills, and somehow expect them to magically confer these skills onto other people. One of the skills emphasized in CTSP (Certified Treecare Safety Professional) training is how to become a better teacher. Consider the need for the teaching skill set in your business and see the CTSP ad in this issue of TCI for more information.

4. Empower employees…but hold them accountable

Give employees some ownership of safety processes with the goal of creating a “want to” versus a “have to” environment. Get them involved in hazard assessment – or problem identification, and hazard control – or problem solving.

There is an often used saying, “What gets measured, gets done.” And that applies to accountability in accident prevention. The challenge is that the things we really want to measure in order to prevent accidents can be hard to quantify. Items you should measure include hazards reported, employees trained, and safety meetings held along with lagging indicators such as reductions in accidents or near misses.

5. Enforce the rules

Disciplinary action is an unfortunate but very necessary part of a safety culture. If your company doesn’t enforce its policy, your employees’ and OSHA’s perception will be that your policy doesn’t exist. With progressive discipline, the severity of the misconduct, the number of times it may have occurred and any previous counseling, will suggest what action should be taken. Usually, counseling or a verbal warning is sufficient for the first occurrence of a minor offense. However in the area of tree care safety, sometimes even first infractions can lead to more drastic disciplinary measures.

Generally, verbal warnings are a reliable first step when trying to get people back on the right track without making a huge issue out of the unacceptable behavior. They must be specific to be effective. For instance, a non-specific warning such as “Bob, you need to dial up your attention to safety!” accomplishes very little. Instead, try: “Bob, today is the third day in a row you failed to put your safety glasses on before you started working. You know that it’s OSHA’s, ANSI’s and our company’s policy, and you know that it makes sense for your own protection. I’m sorry, this time it has to be a formal verbal warning and it becomes part of your permanent employment record.”

Make a written note of the interaction – as precisely as possible – making sure to include exactly what the employee was told, the date and time of day. Also include the employee’s actions or response. The paperwork should be filed away, but since it is a written record of a verbal warning, it is not necessary to get the employee to sign off on the document at this point. You have the earlier notes to fall back on, should you need to recount the specifics of those earlier interactions with the worker.

6. Find the root cause

The best safety programs aim “below zero” by working to root out the underlying attitudes, behaviors and management weaknesses that allow accidents to happen. Engage in root cause analysis. Peel back the onion.

The simplest explanation of root cause analysis – after you understand what happened – is asking “Why?” enough times until you get to the underlying conditions and attitudes/behaviors that contributed to the accident. At the same time, you should recognize and acknowledge the management philosophy that allowed the conditions to exist. Too often management asks, “Why won’t they work safely?” or “Why do our workers take shortcuts?” Meanwhile, the workers are wondering why management doesn’t support safety! The truth is that everybody is accountable for his or her own actions as well as responsible for the safety of others, from the owner and managers to the greenest recruit. We’re not out to place blame, we want to figure out where the system failed.

Finally, as TCIA’s gift to you, please take one full month off from worrying about regulatory compliance! Take care of safety and regulatory compliance will take care of itself. Have a joyous and safe holiday season, and be thankful that you work in one of the most noble and fulfilling professions in the world, with a future full of promise.

Peter Gerstenberger is senior advisor for safety, compliance & standards for the Tree Care Industry Association.
Rootwell feeding system

Rootwell is an active direct-to-root feeding system for new or existing trees. Rootwell has proven to be an effective method to establish newly planted trees, creating a permanent healthy growing environment, and will revive trees stressed from compacted soil. The Rootwell Standard 15-inch system, measuring 2 inches in diameter and 15 inches in length, is designed for smaller diameter trees. The Rootwell PRO measures 3.2 inches in diameter and 18 inches in length and is engineered for maximum open surface area for use in both commercial and residential applications. An ongoing solution for root zone aeration and maintenance, Rootwell provides direct active oxygen exchange; watering and fertilization to the critical root zone, as well as evacuation of excess water. Contact Rootwell Inc. via www.rootwell.com.

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Fecon Bull Hog HDT rotor system

Fecon, Inc.’s new Bull Hogs are now available with the new HDT rotor system. The efficient shape of the new tool bodies, stronger tool holder design and a staggered tool pattern all add to excellent mulching performance. In some models, a patented step-tool pattern is also available. The improved efficiency of the rotor enables more production for the same horsepower while maintaining maximum durability to improve production levels. Fecon’s HDT rotor system can also be equipped with four different tool options, including three carbide options and a knife tool that allows contractors to quickly configure their mulcher to diverse conditions. Standard dual-carbide tools provide the greatest all-around reliability and performance for most contractors. Narrow single carbides deliver a faster cut with carbide durability and coarser finish. The stone tools provide the greatest durability and wear characteristics against rock and abrasion. The knife provides the greatest production capability for jobs with low risk of rock or highly abrasive conditions. Contact Fecon Inc. via 1-800-528-3113 or www.fecon.com.

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Leonardi M1 Silver cutting wheel

Leonardi’s new M1 Silver stump machine cutting wheel with patented M1 technology is an affordable, simple solution that allows for greater maneuverability, faster clean-up and the easiest tooth change in the business. The direct mount design has no rights, lefts, straights or pockets and only one tool required, allowing for the fastest changing time, simpler inventory, improved chip containment and less downtime. The M1 Silver’s perimeter design and cut-outs allow operators to “see-through,” ideal when a stump has grown around an object – SEE your cut, don’t guess at it. With fewer teeth needed, and the elimination of pockets, bolts and wrenches, the total cost of using and maintaining your equipment decreases. Contact Leonardi Manufacturing via 1-800-537-2552 or www.leonarditreecare.com.

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Buckingham BuckGrab 5004B LAD

Buckingham Manufacturing’s new BuckGrab, Model 5004B, is an LAD (length adjusting device; also known as a micro-grab) that incorporates a 90-degree twist in the eye of the CAM, eliminating the need for a locking twisted cleavis to connect to the D-ring. This feature allows the LAD to lay in the proper position when connected to a standard carabiner. The BuckGrab has a secure closure provided by a nyloc nut fitted with a split ring as an added precaution. The BuckGrab is ideal for work positioning applications on ½-inch rope. For a vertical lifeline application, an energy absorber must be used. Contact Buckingham Manufacturing Co., Inc. via (607) 773-2400 or www.buckinghammfg.com.

Circle 91 on RS Card or visit www.tcia.org

Send your Cutting Edge Product information to: editor@tcia.org
Arborwear Flannel Lined Originals

Arborwear’s new Flannel Lined Originals, work pants that are tough on the outside, soft and warm on the inside. These pants are just like Arborwear’s gusseted 12-ounce Original Tree Climbers’ Pants, but with a gusseted 4-ounce flannel lining. The Flannel Lined Originals are currently available in moss in even waist sizes 30 through 40, with 30-, 32- and 34-inch inseams. Using cutting edge, free moving designs and only the highest quality fabrics, Arborwear has adapted to the needs of all seriously hard-working folk. Contact Arborwear, LLC via www.arborwear.com or 1-888-578-8733.
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Managing Insects and Mites on Woody Plants

The latest publication from the Tree Care Industry Association, Managing Insects and Mites on Woody Plants: An IPM Approach by John A. Davidson, Ph.D., and Michael J. Raupp, Ph.D., is the definitive source for managing insects and mites on woody plants. This book enables the user to quickly identify and research more than 145 different pests. This introduction to integrated pest management (IPM) will guide you through the process of developing and implementing an IPM program, including: principles and components of IPM; elements involved in developing a program for landscape IPM; creation of a landscape site evaluation guide; agents of biological control; lifecycles of predatory insects; guidelines for managing populations of naturally occurring predators and parasites; pest monitoring; a guide to insect and mite pests; pesticide use; identification, monitoring and control. Contact TCIA at 1-800-733-2622 or shop online at www.tcia.org.
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You still have time to enter the Yale Cordage Prize with a View Contest:

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Morbark partners with HTI on waste-to-power

Morbark, Inc., based in Winn, Michigan, is partnering with Heat Transfer International of Kentwood, Michigan, to manufacture turnkey waste-to-energy systems that create renewable energy through gasification of biomass. The agreement, which will create dozens of green jobs in Michigan, includes a manufacturing agreement for Morbark and an equity investment in HTI.

HTI is a technology company specializing in distributed renewable energy power plants using organic waste gasification to create energy (www.heatxfer.com). HTI’s energy systems are energy efficient, environmentally approved and economical for small to medium sized applications.

“Not only will we manufacture the finest wood reduction equipment, but we’ll be producing the systems that convert wood and other organics into usable electricity and steam,” said Lon Morey, Morbark president and CEO. “Our agreement with HTI will allow us to do what we do best – manufacture large custom equipment systems with world class quality, and allow HTI to focus on managing the rapid growth of its exciting sustainable energy technology.”

“We feel very fortunate to have found a manufacturing partner that understands our business and shares our visions,” stated David Prouty, HTI president. “Our two companies have synergies that will allow us both to move forward more quickly and directly.”

Mauget partners on bioinsecticide distribution

J.J. Mauget Co. of Arcadia, California, has partnered with Canada-based BioForest Technologies, Inc. to be the sole U.S. distributor of BioForest’s TreeAzin systemic bioinsecticide. BioForest is a Canada-based pest management development and consulting company.

TreeAzin is formulated with azadirachtin, a natural extract of the neem tree seed, and is the only tree-injected neem seed product with an Organic Materials Review Institute listing.

“We’re very impressed with the efficacy of BioForest’s TreeAzin,” said Nate Dodds, president of J.J. Mauget Co. “This is a great product that works against tough pests like gypsy moth and emerald ash borer, and we’re proud to distribute TreeAzin throughout the U.S.”

TreeAzin is an anti-feedant and growth disruptor labeled for use against defoliating insects, budworms and pests like the gypsy moth. Research has also shown that very low doses of TreeAzin inhibit larval development and prevent adult emergence of emerald ash borer, working best when used in advance of infestation.

Though Mauget distributes TreeAzin, the product will retain its BioForest Technologies label.

Swingle and Nuggets to help plant million trees in Denver

Swingle Lawn, Tree & Landscape Care, in partnership with the Denver Nuggets, the mayor’s office and the Denver Parks & Recreation Department, are planning to help plant 1 million trees in the Mile High City by 2025.

With the new “Trees for Threes” program, every time the Denver Nuggets score a 3-pointer during their home games, Swingle will help plant one tree for the city’s Mile High Million Tree Initiative.

“Trees for Threes is a perfect fit for Swingle and the cause-marketing programs that we develop to embrace an environmental and corporate responsibility. At the same time it brings a unique experience to our community’s sports fans,” said Larry Baird, Swingle marketing and communication manager, adding that he hopes Threes for Trees will become a Nugget’s tradition that will also help the Mayor’s office reach their goals to plant one million trees in the Metro area.

“By connecting people with trees, the Mile High Million Tree Initiative encourages citizens, businesses and community groups to invest in the future of our urban environment so Denver can be a more inviting place for future generations to live, work and play,” said Denver Mayor, John Hickenlooper. “We are grateful to Swingle and the Denver Nuggets for helping us promote the City’s Million Trees Initiative.”

Every time the Nuggets make a 3-pointer, fans will have the chance to get a Threes for Trees T-shirt from one of the Nuggets’ dancers.

The Nuggets traditionally make eight to 10 3-pointers per game, and at 42 home games per season, this could translate into 336 to 420 trees for The Mile High Tree Initiative and for the citizens of the Metro Mile High City each year.

Rayco adds Ditch Witch of Houston as dealer

Rayco Manufacturing Inc. of Wooster, Ohio, has added Ditch Witch of Houston, Texas, to their dealer network. DWH has more than 40 years of experience in the Houston construction market.

“We are excited to work with a dealer of such high caliber representing our full line of environmental equipment,” says John Klutarich, territory sales manager for Rayco.
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Upcoming TCIA webinars

Dec. 2  Jennifer Mohlman, CTSP
Proper Cleanup of Pesticide Spills

Dec. 8  John Iurka
Setting Up and Conducting Effective Performance

Dec. 16  Nick Bomber, CTSP
Setting-up and conducting safety committee meetings

Jan. 13  Tom Tolkacz
What You Should Know About Buying Another Tree Care Company

Jan. 19  Jennifer Mohlman
Preventing Repetitive Motion Injuries

Jan. 21  Dave Hineline
Walk Away Tree Felling

Jan. 26  Laurie Mann
Tree Growth Regulators - Steps to Proper Applications

For more up-to-date information on webinars, visit www.tcia.org/webinars.

December 2, 2009
ASCA Annual Conference
Hyatt Regency Monterey Resort & Spa
Monterey, CA
Contact: (301) 947-0483; www.asca-consultants.org

December 7-11, 2009
NY State Turfgrass Cornell University Short Course
Cornell University Campus
Ithaca, NY
Contact: Maxine (607) 255-5439; www.nysta.org

December 10, 2009
Comprehensive CORE Pesticide Training Seminar
Bingham Farms, MI
Contact: MGIA (248) 646-4992; landscape.org

December 14, 2009
Hazardous Tree Identification
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 ext. 648, www.cpe.rutgers.edu

December 17-18, 2009
Large Tree Climbing & Rigging
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 ext. 648, www.cpe.rutgers.edu

January 3-4, 2010
2010 Western Annual Meeting and Trade Show
Western Nursery and Landscape
Overland Park, KS
Contact: info@wnla.org; www.wnla.org

January 4-8, 2010
Advanced Landscape Plant IPM PHC Short Course
Dept. of Entomology, University of Maryland
College Park, MD
Contact: (301) 405-3913; akoeiman@umd.edu

January 6-8, 2010
Northern Tree Climbing & Rigging
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 ext. 648, www.cpe.rutgers.edu

January 24-29, 2010
Mid-Atlantic Horticulture Short Course
The Virginia Horticulural Foundation
Founder’s Inn and Spa, Virginia Beach, VA
Contact: (757) 523-4734; info@mahsc.org; www.mahsc.org

February 3-5, 2010
New England Grows*
Boston Convention & Exhibition Center
Boston, MA
Contact: (508) 653-3009; www.NewEnglandGrows.org

February 7-11, 2010*
Winter Management Conference 2010
Big Island of Hawaii, HI
Contact: 1-800-733-2622; cyr@tcia.org; www.tcia.org

February 13, 2010
Long Island Arboricultural Assoc. Annual Tree Conf.
Farmingdale State College, Farmingdale, NY
Contact: Jean Brown (516) 454-6550; www.longislandarborists.org

February 16, 2010
Plant Health Care and Prescription Fertilization
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 ext. 648, www.cpe.rutgers.edu

February 17, 2010
Tree Planting and Installation
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 ext. 648, www.cpe.rutgers.edu

(Continued on page 24)
I’ve been in the tree care business for 33 years and thought that I had heard every request and question that could ever be asked regarding trees – that was until a telephone call I received this past October 15 from a client. My client requested an estimate to physically pull all the leaves infected with Tubakia leaf spot disease off of two red oak trees. He wanted the leaves bagged and disposed offsite. He also requested that all fallen leaves within a 100-foot radius of each tree be raked, bagged and disposed of.

My curiosity was piqued in both his ability to identify Tubakia leaf spot disease (formerly called Actinopelte leaf spot) and his request to physically pull the leaves off of the trees. I told him that I had never received such a request before. He then proceeded to explain.

He said that he had noticed over the last couple of seasons the leaves turning brown in late summer with what appeared to be small lesions on them. So, he collected some leaf samples and took them to Purdue University where a consumer horticulture specialist examined them. They submitted their findings and identified the leaves as being infected with Tubakia leaf spot. Due to this year’s unusual wet, cool summer in central Indiana, the disease was more pronounced.

The Purdue report stated that our client would probably notice the disease from year to year in varying degrees. They suggested that the trees be fertilized to aid in the recovery of any stress caused by the disease; they also recommended removing and destroying fallen leaves this fall and next spring, if some of the leaves do not drop until then. They stated that this would remove much of the infection source for next season; also included in their report were fact sheets from Purdue and the University of Wisconsin regarding Tubakia leaf spot. Both fliers mentioned that, while the disease may cause some stress, it is more of a cosmetic problem and generally will not be detrimental to the trees.

Once again my curiosity was piqued in that, given all of the information listed, why he would want to go to the expense of pulling off the infected leaves?

My client explained that the two red oaks had sentimental meaning for him. He had planted the two oaks in memory of his late wife and his late partner. His partner, who was a great friend and mentor, taught him and his wife how to sail years ago. Sailing became a passion for the couple and they spent all of their free time pursuing their new passion. When his wife and the partner both passed away, my client planted the two red oaks in their memory at the Indianapolis Sailing Club at Geist Lake and placed a plaque underneath each tree. He stated that he would do everything
within his power to keep the trees as healthy as possible. He didn’t want the leaves falling and being mowed over before he was able to pick them up, knowing that this would leave infectious spores embedded in the lawn.

I met with my client at the job-site to examine the trees. Although they were young and not much taller than 30-feet, I was at a loss as to how much time it would take to pull all of those leaves off of the trees, bag, and dispose of them! After a brief discussion with the client, we decided to do the job based on an hourly rate.

It took eight hours for the two-man crew to pull and bag all of the leaves and rake all surrounding areas. We also deep-root fertilized the trees for my client. And, we will be sure to monitor the trees progress closely this coming spring.

Stephen A. Courchaine and his wife, Sheila, own TCIA-member Angel Oak Tree Care, Inc. in Indianapolis, Indiana.

Almanac

(Continued from page 22)

February 18, 2010
Hazardous Tree Identification
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 X648; www.cpe.rutgers.edu

February 19, 2010
Municipal Shade Tree Management
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 X648; www.cpe.rutgers.edu

February 23-24, 2010
NYSTA Southeast Regional Conference
Holiday Inn Suffern; Suffern, NY
Contact: NYSTA (518) 783-1229

February 25, 2010
Tree Pruning
Rutgers University Cont. Prof. Education
New Brunswick, NJ
Contact: (732) 932-9271 X648; www.cpe.rutgers.edu

February 23-26, 2010
ASCA 2010 Consulting Academy
Rohnert Park, CA
Contact: (301) 947-0483; www.asca-consultants.org

March 2, 2010
Professional Turf, Plant & Tree Conference
Nassau Suffolk Landscape Gardeners Association
Nassau Veterans Memorial Coliseum, Uniondale, NY
Contact: Patricia Voges (631) 665-2250; nslga2@optonline.net

March 2-3, 2010
MGIA Annual Trade Show & Convention
Rock Financial Showplace
Novi, MI
Contact: (248) 348-5600; www.landscape.org

March 27-30, 2010
ISA Southern Chapter Conference
Embassy Suites & Concord Convention Center
Concord, NC.
Contact: (888) 339-8733; dcarter@isasouthern.org; isasouthern.org

April 28-May 1, 2010*
ISA Western Conf. & Trade Show
Doubletree Hotel Reid Park
Tucson, AZ
Contact: wcisa.net

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The possible need for a rescue is in back of the mind of every climber and aerial lift operator. It is not something we like to dwell on, but who has not thought “How is anyone going to get me down from here if this goes wrong?” while hanging precariously high in the canopy. Being aloft is a lonely place for a tree worker. While you might only be 40 or 60 feet from your ground workers, if something goes wrong up there, it may take hours for them or others to safely return you to the ground.

This is why aerial rescue skills are important to our industry. Rescues are a common enough occurrence; aerial rescues are performed every week for injured, trapped or stranded climbers and aerial lift operators. However, they are not so common that everyone has seen or been on the receiving end of one. You might go your entire working career as an arborist and never need to be rescued or participate in rescuing a coworker. This makes aerial rescue a difficult skill to learn and refine, but one in which proficiency is absolutely demanded. You do not regularly perform them, so it is hard to master the skills. Yet the one time you might need them, you have to get it right. Aerial rescue is a skill we practice that we hope we never need to use.

Aerial rescue practice in the 1970s and 1980s was actually fairly straightforward. The scenario practiced was ascending to a dummy set in an open canopy at 35 feet then bringing it to the ground within four minutes. The event at the core of this scenario was electrical shock. The assumption for the exercise was that the tree worker was shocked through contact with a distribution line, hence the height set at 35 feet, and the worker was not breathing, and he or she needed to be on the ground within four minutes so cardiopulmonary resuscitation (CPR) could begin.

The problem with this scenario was that, while it was easy to set up and evaluate — hang the dummy at 35 feet, start the stop watch — it was unrealistic. While electrical accidents are common in our industry, the typical outcome of the contact is death, not non-fatal injuries. And in the relatively rare instances where non-fatal injuries do occur from the contact, they may be spinal injuries or broken bones due to the violent spasms a body experiences from the current and not necessarily involve CPR. There may be little need to quickly bring a victim to the ground and doing so may increase the risk to the victim and the rescuer. Double fatalities in our industry are sometimes the result of a rescuer being...
electrocuted while reaching a worker already killed by contact. If the rescuer is not injured due to the speedy ascent, the victim may be further injured by a rapid descent. Lowering a victim of electrical contact without the victim first being pack-aged properly – immobilization – may increase back or neck injuries. Speed has little bearing on many rescues – even accidents as a result of electrical contact – so put the stop watch away.

Our aerial rescues are not commonly the result of a worker contacting an electrical conductor, but being trapped and pinned in the canopy. A climber makes a bad cut and the limb slides or swings down and pins them against the tree trunk. These are often complicated rescues, involving multiple rescue agencies, high angle rescue teams, fire fighters and police among others, and may take hours to complete. This is a difficult scenario to practice as the set-up is complicated, and the time to complete it could limit a practice to one worker a day. In addition, the involvement of tree workers on these rescues in the real world may be little more than calling 911 and staying out of the way of the first responders, emergency medical technicians (EMTs), paramedics and other rescue personnel. Unless they are already up in the tree with the victim, most likely any tree workers on the site will have their role relegated to being the audience once the rescue personnel arrive on the site.

There are many other types of rescues that tree workers may need to conduct, either alone or assisting professional rescue teams. These accidents may occur to any tree crew, including those working on line clearance. Not all line clearance tree worker accidents, and rescues, involve touching the conductor. However working in the vicinity of conductors sometimes complicates operations due to the need to avoid contact and may increase some other accident events. Workers have been impaled on branch stubs, suffered fractures from being struck by a falling or swinging limb, cut by chain saws or hand saws, knocked unconscious by swinging into a tree, or suffer heat exhaustion, and these are only some of the injuries. We need to practice for all these possibilities, not just one.

Unfortunately, the majority of tree care companies do not practice any possibili-
ties. A recent survey I completed of the industry found that less than 40 percent of commercial tree care companies do any aerial rescue training. And those that did focus exclusively on the scenario previously mentioned; getting someone down from the height of 35 feet as quickly as possible. Companies should do training at least annually, and they should work on a variety of possible scenarios.

The skills required to perform aerial rescues are not exclusive to this need, many are used every day as we work through a tree by climbing or operating an aerial lift. Actually, practicing aerial rescue is an everyday event; since you are engaging many of the skills needed for aerial rescue in your routine tree work. What you need to practice is how those skills are incorporated in aiding an injured worker. Your practice should consider the medical side of the situation, not just how to reach then lower the victim. This means working with first responders or EMTs so you know how to interact with the medical help that will arrive on the scene.

S&S Tree and Horticultural Specialists Inc. in South St. Paul, Minnesota, conducted an aerial rescue training session for their crews last spring that could serve as a template for other companies that are formulating their training. The day began with a discussion of aerial rescue, the most common accidents in which there is a need to help a victim, the techniques to conduct a rescue and the medical considerations. The afternoon was devoted to practicing what was discussed in the morning. The crew met at a grove of trees near the shop. Each climber brought his or her climbing equipment, what they used every day in the field, not anything they might bring just to practice a rescue. An aerial lift was also on site for the aerial lift operators, and their first aid/CPR instructor was there to discuss the medical considerations and serve in the role of first responder to arrive on the site.

The S&S afternoon practice session began with each tree worker, in turn, receiving a different scenario. The scenario was not provided to the tree worker until their turn came. The scenario was described to the worker and the group discussed the procedures to follow:

► calling 911 and what information to provide,
► evaluating the scene for hazards before attempting to reach the victim, perhaps even reaching the conclusion that the rescue should not proceed,
► how to access the victim given the particular accident scenario,
► how to perform the initial assessment of the victim, and
► depending on the injuries and scene hazards, either lowering the victim or stabilizing and remaining in the tree with the victim until the first responders or EMTs arrive.
The initial assessment is a critical part of aerial rescue and this allows you to make decisions as to treatments, preparation for packaging and whether the need exists for rapid evacuation from the tree. Was the victim experiencing external bleeding, a situation that may require a rapid descent without regard to other considerations if the bleeding cannot be controlled in the canopy? Or perhaps the scenario involved closed fractures that did not call for a rapid descend and instead the rescue becomes comfortably securing the victim and awaiting the professionals. Once each of the S&S tree workers completed their scenario, the process was critiqued by the other workers and the instructors.

The scenarios used for the training included the following:

- The victim swung into a branch stub and his leg is impaled on the branch that has now broken free of the tree.
- The victim suffered a deep chain saw cut to the left arm.
- The victim fell in the tree and is unresponsive but breathing. There is the concern of spinal injury due to the length of the fall and the impact against the tree.
- The victim, 40 feet up in the tree, is stung by a bee and having an anaphylactic reaction. The victim’s EpiPen is in the truck.
- The victim suffered heat exhaustion while climbing and is becoming disoriented.
- The victim suffered fractures of the forearm when he fell in the tree.
- The victim had the saw kick back and now has a sprained wrist.

Notice that each of these scenarios required a different reaction on the part of the rescuer. Some of the scenarios require prompt evacuation from a tree due to a medical condition that needs immediate treatment, for example, uncontrolled bleeding or difficulty breathing. Some scenarios involved either careful movement, i.e. being impaled on a branch, where instead of removing the branch the rescuer must stabilize the leg, control the bleeding and protect the impaled object from being bumped or moved. Other scenarios, i.e. the fractures, may require the rescuer to stabilize the fractures with a splint and a sling for support. The role of the rescuer in these scenarios is securing and making the victim comfortable while awaiting the professional rescuers. Also notice in the above scenarios that sometimes the victim may be unresponsive while in others the victim may only need to be assisted in descending from the tree.

The crew thought the day was interesting and challenging. Everyone was placed in different situations, where accidents and appropriate responses varied. This is an excellent means of keeping potential rescuers aware of an array of accidents, rather than having them focusing exclusively on only one scenario. After all, the one time you may be called upon to perform a rescue it should not be the first time you even considered that particular possibility.

John Ball, Ph.D., CTSP, is a professor of forestry at South Dakota State University where he instructs courses in arboriculture and urban forestry. He previously managed tree care companies in the Midwest.
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Woman trimming tree hurt in struck-by
A woman trimming a tree in Jackson Township, Dearborn County, Indiana, October 4, 2009, was injured when a 15-foot limb fell and struck her in the chest. The woman was having trouble breathing when rescuers arrived, according to a report on wltv.com. She was airlifted to a local hospital for treatment.

Man killed after pulley system fails
A man was killed October 5, 2009, in Rosedale, Maryland, after being struck by a tree he and others were felling. Witnesses told police that a number of people were using a pulley system attached to a vehicle to take down a tree, according to a report on wbaltv.com. The pulley system snapped, and the tree fell on the man. He was pronounced dead at the scene.

Man killed by tree while felling
Firefighters on October 5, 2009, found a man trapped under a tree he’d apparently been felling at a residence in Charlemont, Massachusetts. Lawrence Parker, 60, of Charlemont, was logging on private property when a tree fell and struck him. Parker was taken by ambulance to Baystate Franklin Medical Center where he was pronounced dead, according to a report on cbs3springfield.com. State police say the owners of the property live out of state and were not home.

Trimmers injured in contact with power lines
Two men on a tree-trimming crew were injured in southwest Alachua County, Florida, October 6, 2009, when a rope attached to a branch came in contact with electrical lines. One man reportedly was unconscious and required CPR, while the other was conscious, according to The Gainesville Sun. Both were taken to an area hospital.

The tree-trimming company was taking down an old, dead oak tree behind a residence. One man in a bucket had cut a limb while two men held a rope attached to it. The rope brushed against power lines carrying 13,400 volts.

Feller injured in struck-by
A Fremont, Michigan, man was hospitalized in serious condition after a tree he was cutting fell on him October 8, 2009. Robert Allen Pierce, 39, was working for a tree care company trimming and cutting around power lines in Tallmadge Township in northeast Ottawa County. He was pulling on a line to control the direction of a falling tree, according to The Holland Sentinel. As the tree fell, Pierce ran but slipped and the tree landed on him. He extricated himself as his co-worker called 911.

Trimmer rescued from palm fronds
A tree trimmer trapped under 15 feet of palm fronds in Los Angeles October 8, 2009, was rescued with no life-threatening injuries. Firefighters had worked frantically to free him, according to the Los Angeles Times.

The man was conscious but covered by the fronds, which can cause suffocation. Adding to the drama and the challenge for firefighters was that the man was 25 feet up in the tree.

Assistant fire chief injured in fall
Al Stolp, assistant fire chief in Twin Lakes, Wisconsin, and who operates a tree service as a side business, was critically injured October 10, 2009, when he fell between 30 and 40 feet from a tree he was taking down, according to the Kenosha News. Stolp is also an employee of the village of Twin Lakes Public Works Department.

Tree trimmer killed at job
A 63-year-old man was killed when he fell from a bucket truck while trimming pines October 18, 2009, in Cloudcroft, New Mexico. Joseph L. Mancillas, who operated his own tree cutting service, was using his bucket truck to trim trees at a local business. He fell out of the bucket and hit the ground, according to the Alamogordo Daily News. He fell from about 20 to 25 feet. Paramedics worked on Mancillas for 20 minutes before pronouncing him dead.

Man injured in fall from eucalyptus
A 22-year-old Kilauea, Hawaii, man was critically injured October 19, 2009, after falling from the top of a 40-foot tree in...
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NEW - TCIA member companies with CTSPs on staff are eligible to be considered for workers’ comp coverage under the new ArborMAX insurance program.

The results are in.
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Call 1-800-733-2622 to begin building your company’s safety culture today!
You might think, in these bad economic
times, that recruiting
good employees is easy. To quote songwriter George
Gershwin: “It ain’t necessarily so.”

The issue of becoming a des-
tination company was raised at a
two-day intensive Leader’s
Edge peer group retreat. Entrepreneurs (landscape,
pool, hardscape contractors)
from the southern U.S. up to
Ontario, Canada, got together to help each
other improve their operations and orga-
ize themselves for greater success.

In this meeting the question was raised:
“How do I attract a good right-hand
man/woman, or a good department manag-
er, or a good field manager, (or good
people in general), so that I can worry less
about the work, and spend more time with
my clients and/or in the community grow-
ing the company?”

The answers to this question ranged
from the obvious to the very surprising.

On the obvious side, the answers were
based on the following straightforward
questions:
► Does your company “look” like a des-
tination company?
► Does it dress professional?
► Does it have up-to-date equipment?
► Does it work on job sites that reflect a
high standard?
► Do you have job descriptions and
processes that explain the job clearly
and how to do the work?

On the less obvious side, as we explored
the question, we dug deep and found more
profound questions that we had to answer,
such as:
► Are you a “destination-company
leader”?
► Do you think of yourself as a profes-
sional?
► Do you have an up-to-date vision and
direction for your company’s growth?
► Do you reflect and demand high stan-
dards – of yourself, your people and in
your work?
► Do you see yourself succeeding and
creating room for others in that suc-
cess?
► Do you have the self-image of a “des-
tination-company leader?”

On the surprising side, as we dug even
deeper, an even more profound question
was raised:
► Do you have a “destination-company-
leader psyche?”

Destination-company-leader psyches are
created in part by what you do outside of
your work.
► Who do you hang out with outside of
work?
► Who are your friends?
► Who do you rub shoulder with?
► Do you get mentoring or coaching or
advice from other “destination” lead-
ers? Are you hanging out with
people that are pulling you down – or that are urging you to
stretch and grow?

To summarize: to attract the
best talent, you must become a
destination company.

And to create a destination
company, you must have a clear
and compelling vision, high
standards and you must con-
tantly raise your standards.

You raise your standards by
rubbing elbows with others
who have high standards and
the desire to achieve high stan-
dards.

As the famous quote says (I paraphrase):
Your success in 10 years will become the
product of what you read today and who
you count as your friends and mentors
today.

And at the Leader’s Edge peer group
retreat, we added to this: Your success will
be the result of your vision – for your com-
pany and yourself.

A quick test
Walk your hallways and your job sites
and look at your firm as a prospective
employee might – does it attract the high-
achiever within you?

Review your standards – do they raise
the bar for what is acceptable in your
industry niche?

Consider who you surround yourself
with – are these people demanding the
most out of you?

Jeffrey Scott is a consultant, speaker and
author who facilitates peer groups for
green-industry professionals who want to
grow their business, and is author of the
book “The Referral Advantage – How to
increase your sales and grow your busi-
ness by referral.” He will present on how
to “Grow Your Business In Any Economy”
at Winter Management Conference this
February in Hawaii.

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Eastern woodlands in the United States are under siege, according to experts, from the hemlock woolly adelgid, which has already laid waste to hemlocks in the Southern Appalachians and is now threatening hemlock stands farther north, in Pennsylvania, New York and New England.

But like a modern-day Johnny Appleseed, a postdoctoral entomology researcher at the University of Massachusetts Amherst, David Mausel, has been quietly seeding hemlock study plots with thousands of predatory beetles, *Laricobius nigrinus*, which scientists hope can stem the invasion by attacking and devouring the adelgids. Mausel and fellow UMass entomologist, Joe Elkinton, are leading the effort in the Northeast to stop the invading threat.

The HWA is a non-native pest introduced accidentally from Japan to Virginia in 1953. In the intervening decades it has become the single greatest threat to the health of eastern hemlocks in eastern North America, especially in the South where winters are not cold enough to stop it from defoliating whole forests. Mausel says the “small, black nondescript insect” is about the size of a letter “o” but is rarely seen without its characteristic coating of white fuzz, or wool.

Adelgids use their piercing/sucking mouthparts to drill into a tree’s circulatory system and suck away its natural sugars and energy. An attack may start small, says Mausel, but once the insect numbers explode, a tree can soon be overwhelmed and may never recover. “We don’t fully understand why the eastern hemlock is so vulnerable,” he adds, “but unlike hemlock species in the western United States, our eastern trees are unable to tolerate these attacks.”

That geographical difference between eastern and western species offers a clue, however, to where a defensive weapon might come from. After decades of study among these slow-growing trees, scientists have narrowed the search for a natural adelgid predator to the *L. nigrinus* beetle. So far, *L. nigrinus* has passed a hurdle called “host range testing,” which confirmed in the laboratory that they specialize in hunting the hemlock woolly adelgid and no other prey, so they won’t wreak havoc in a fragile ecosystem.

Most recently, Mausel discovered a cold-hardy variety or biotype in the northern Rocky Mountains and in 2007 he began to release 500 to 1,000 individuals at a time in each of 13 hemlock study plots in Pennsylvania, New York, Maine, Massachusetts and New Hampshire.

This month, he’ll make his first return trip to these sites to see if the beetles are still there and having any success at slowing adelgid damage and population growth. He measures this using a three-tiered approach: monitoring population density of the predator beetle, the adelgid and vegetation health. For the latter, one method uses a special camera with a 360-degree lens for taking hemispherical photographs. Mausel places the camera on a tripod under trees within a research plot.
and with its lens looking up at the sky. The resulting circular image is analyzed by a computer to compare the percent of open sky against the percent in a baseline photo taken the previous year.

“If the tree has lost a lot of foliage from adelgid infestation since we visited last, more light hits the camera lens and the software can measure the differences,” the researcher explains.

It will take 10, 20 or more years to know for sure whether the Laricobius beetles are going to help the eastern forest, but Mausel and Elkinton say that the time to act is now. Because it’s warmer in the South, infested trees can die in as few as four years there. In the North, winter slows adelgid population growth and it might take 15 years for a tree to die. “In the South it’s already too late,” Elkinton notes. “But here (in the north), if we can get the beetles established and it turns out they’re helpful, we might be able to bring the adelgid population down to where it’s innocuous.”

Although loss of the eastern hemlock is not seen as a serious economic problem, when the classic dark-canopy trees are gone the ecology is drastically altered, says Elkinton. “Hemlocks have a unique ecology. They’re one of the few evergreens whose loss affects stream temperatures, for example, so trout and other fish species are lost. When the hardwoods move in, many characteristic birds of the hemlock forest are gone, too. Losing the hemlock has an ecosystem-level impact.”

Mausel right now has “by far the most promising” approach to saving the eastern hemlock, according to Elkinton. “The sad thing is,” he adds, “there is no alternative right now. There are other potential predators that can be tried in the future – some from Japan, where the woolly adelgid came from. But no one else is anywhere near being able to test a natural weapon against the adelgid,” he adds. “And the problem is acute for our forests right now.”

To measure vegetation health in hemlock stands in the Northeast, entomologist David Mausel in October used a special camera with a 360-degree lens for taking hemispherical photographs. Images can be analyzed by a computer to compare the percent of open sky now to the percent of open sky in a baseline photo taken last year. “If the tree has lost a lot of foliage from adelgid infestation since we visited last, more light hits the camera lens and the software can measure the differences,” he explains.

**Hemlock Death – Grey hemlock death near Newfound Gap in Great Smoky Mountains National Park in 2008. All of the hemlocks in this picture are dead. The green conifers are red spruce. Photo courtesy of David Huff.**
Strategies for openness

Employees invest a lot in a business. They can plan their lives. They can discuss and talk about it with accuracy. Communication about a problem allows uncertainty and fear. Direct and informed communicating, and the message is usually news, but not saying anything is still compromising. No news is not necessarily good for rumors and the result is employees who are less productive. Remove the breeding ground for rumors and the result is employees who are more focused.

If news is bad, everyone is better off knowing it rather than having to guess and speculate. No news is not necessarily good news. Of course no one likes giving bad news, but not saying anything is still communicating, and the message is usually uncertainty and fear. Direct and informed communication about a problem allows employees to address the problem. They can discuss and talk about it with accuracy. They can plan their lives.

An element of fairness enters in. Employees invest a lot in a business.

By Mary McVicker

T hese days “transparency” sounds corporate, elaborate and financial. It can be. But it can also be small business, simple and minor decisions. “Openness,” which we used to talk about, is much the same as transparency. “Open-book management” is an application of transparency. These concepts involve management style and communications, and they offer benefits for both employees and employers.

These concepts are not rarities in the world of small business. Many have discovered the benefits of open-book management. And for many managers, openness is simply part of their management skills or style. Nor are they new. Some small businesses have had open management for years.

Key element

The underlying principle in transparency is that employees know where they stand. They know how the business is doing – how sales are, what supplies and equipment cost. They know the financial health of the business, for better or worse.

Stress about jobs is paramount for many employees. A slow day or a large invoice can raise speculations. Rumors abound, almost inevitably for the worst, producing a climate that’s damaging to morale and productivity. Remove the breeding ground for rumors and the result is employees who are more focused.

First, the financial information. The

Educate employees so they can take responsibility.

“Secret Stuff.” Money is the stumbling block for many managers, and some never make it past the hurdle. Yet, open-book management is where the real transparency and openness come in, and it begins with informing employees about the business’ financials.

Do employees need to know everyone’s salary? No. That’s still private. The amount of total salaries is sufficient.

However, there’s often a widely held belief or a least a suspicion among employees that some profit makes its way to the boss’s pocket, independent of salary. Seeing the financial statements, with the cash flow and cash profit and knowing where that profit goes, can be enormously significant for building trust. It lessens the gulf between employees and employers, with the employees convinced they’re toiling in the salt mines to finance their employers’ posh lifestyles.

Financial statements, particularly balance sheets and income statements, have their own conventions and language. They’re not as intuitive as anyone would assume. But they’re also not structureless. Even a cursory glance reveals that the balance sheet is divided into assets, liabilities, and equity. The income statement is divided into revenue and expenses, with the former including sales and the latter including cost of goods sold, operating expenses, and so on. These statements tell the story of the business, and a company’s financial health.

Management style

Communication is at the heart of transparency and open-book management. The element most likely to defeat any attempts at open-book management is a dictatorial management style. The two just don’t mix. Furthermore, in such a culture employees aren’t going to respond to the openness or the opportunities.

Closely related is a hierarchical style, where authority and position determine everything, and communication (such as it is) reflects the boss/worker divide. When policy making, instructions, and even conversation reflect the “I’m the boss” statement, there is no communication.

Making the change

Open book management or transparency takes time and consistency, to implement and to practice. Some businesses have open meetings every week. Some incorporate brief financial information in a meeting to start the day, during which plans for the day, short term goals and changes are discussed. In-depth financial reports are shared at quarterly meetings, where the emphasis is on asking questions and discussion.

While there are common characteristics to successful open-book management and transparency, there is no rigid formula for doing it successfully. There is likely to be some trial and error – perhaps a lot of error.
at the beginning. Success is a matter of everyone figuring out how to make it work – and it all goes back to a culture of open communication.

Not every manager can make the change. For some, the conflict with their ingrained perceptions of employees or the sense that financial information is the “secret stuff” and not to be shared with employees is paramount, and they cannot make a shift or adjustment.

Sometimes, though, the need for changes becomes imperative. For managers who persevere and adapt, the payoff can be immense.

The “other” transparency

Not all transparency is financially oriented. In good management there’s an appropriate transparency in decision-making. Decisions are based on reason and data. They’re consistent. This doesn’t mean it’s necessary to divulge every detail; there are still elements of privacy and confidentiality. Nor do employees need to know every step in arriving at a decision.

It’s worth repeating that when decisions are based on transparency, they also tend to be more consistent. Employees are more likely to trust the decision – and the management – when they know that whim or temperament have no place in decision-making in the business.

A special case of transparency: Succession Planning

Transparency – and the lack of it – is a critical factor in the failure or success of planning for change in top management. This holds true for both family owned and non-family owned businesses.

We’ve all seen the disastrous scenario. The older generation is unwilling, sometimes unable, to share information and responsibility with the younger generation, leaving the successor(s) with a considerable handicap when they take over.

Many experts recommend turning over responsibility to successors in increments. This can help counteract a deeply embedded reluctance to let go of business responsibility.

Furthermore, the more experienced the successor is, obviously, the better able he or she will be to assume full control of the business. Compare that with the plight of the successor who has never had any meaningful responsibility in the management and the workings of the business. The older generation that worked so hard to build the business has created a recipe for disaster, and many businesses don’t survive, through no fault of the successor.

Probably the most drastic lack of transparency is when there is no succession plan. Succession plans not only provide a vehicle for the change in management, they bring a certain element of openness to the situation. Heirs know where they stand. They know how the plan will be implemented, and they have a time frame to work with. If the plan includes the strategy for implementing succession, the heirs also know what is expected of them.

Open book management and transparency are not fads. They may ebb and surge in the limelight, but they have been business elements for many years. We’ve seen significant changes in the past 20 years, but change started long before.

You can’t give your employees any guarantees in the future. But you can give them the knowledge that they are fully informed and involved in the outcome of the business they invest so much in.

Mary McVicker is a freelance writer living in Illinois.

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Mills steps down, Garvin takes reins of TCIA operations

Mark Garvin has been named interim president and chief executive officer of the Tree Care Industry Association, effective November 7, 2009. Garvin succeeds Cynthia Mills, CAE, CMC, who notified the Board of Directors Sept. 8 that she would be leaving to take a new position and manage family responsibilities.

Garvin, chief program officer for TCIA prior to his new appointment, has served in progressively responsible positions at TCIA since joining the organization in 1996. He was promoted to chief program officer in 2008 from vice president of public policy & communications. As CPO, he led the marketing for all TCIA programs, including membership, Accreditation, Certified Treecare Safety Professional (CTSP), Partners Advancing Commercial Treecare (PACT), Winter Management Conference and TCI EXPO.

“I know that Mark will provide stable transition to new leadership during his tenure as interim president,” said Terrill Collier, TCIA Chair. “He has the institutional knowledge from the more than 13 years he’s spent at the association. He has managed most of the programs and services of TCIA during his time here.”

Mills noted that Garvin has been heavily involved the past few years in moving the Transformation of the Industry forward. “He is well prepared for this role. I am delighted to see him recognized by the board for his contributions to TCIA’s success,” she said.

In a message to the TCIA community, Collier recognized the contribution Mills has made to TCIA during her 10-year tenure. “Our organization achieved growth in membership, financial stability, a strategic plan to transform the industry, increased safety of workers, and established Accreditation for tree care companies under her leadership. We wish Cynthia well in her new calling and understand her family-first focus.”

Garvin officially took over as head the organization after the close of TCI EXPO in Baltimore on Saturday, November 7.

“I look forward to working with my colleagues and the membership of TCIA to continue the association’s strategic plan,” said Garvin. “The association and the industry have weathered the current economic storm well so far, and I anticipate helping guide both back to growth and profitability.”

Got Safety?
Upcoming CTSP workshops:

March 17-18, 2010
New Brunswick, NJ
In conjunction w/ NJASA Garden State Tree Conf.

March 30-31, 2010
Boyston, MA
Tower Hill Botanic Garden

July 21-22, 2010
Chicago, IL
In conjunction with ISA Annual Conf.

August 18-19, 2010
Arcadia (Los Angeles), CA
At Mauget offices

November 9-10, 2010
Pittsburgh, PA
In conjunction with TCI EXPO

Other dates and locations are in the works, so please check www.tcia.org and click on the CTSP tab for a more current schedule. Get CTSP certified in 2010!
The approach of winter often goes hand in hand with a slower production schedule. As things ease off a bit, winter can be a good time to overhaul equipment, examine expenses and profit margins, or catch up on employee education and training.

OSHA requires employers to document that they provide safety training, and TCIA’s training programs are designed to make training and compliance easy for the employer. Through December 31, save on the safety training programs you need to keep your company OSHA compliant and your employees safe in the field, as well as most of TCIA’s other products and education materials. Go to tcia.org to see sale details and to order.

To learn more about how your company can benefit from this and other TCIA Affinity Programs, please call 1-800-733-2622.

Save on safety, education and training – Year end sale!

www.sherrilltree.com

Products: SherrillTree has a full line of equipment and supplies for arborists.

Member Benefits: SherrillTree will contribute an amount equal to 5 percent of total products/services sold to TCIA members. Of that, 2.5 percent will be applied toward the next year’s TCIA renewal dues of those members using the services, and 2.5 percent will be applied toward development of safety and educational programs for the tree care industry.

Example: If your company purchases $2,000 in product online, SherrillTree will send TCIA a credit of $50 to be deposited into your membership account. Credits accumulate throughout the 12 months of membership and when you receive your annual renewal statement, the total credits will be subtracted from your membership dues. One member earned almost $700 – paying his entire annual membership fee – using a similar TCIA affinity program. Thanks to the support of SherrillTree, your company can at least reduce its annual dues and help offset the costs involved with keeping the industry safe.

Requirements: In order to receive a dues credit, your company must order supplies online at SherrillTree’s Web site and click the “I’m a Member” box in the online order form.

To learn more about how your company can benefit from this and other TCIA Affinity Programs, please call 1-800-733-2622.

Buy arborist supplies – reduce TCIA dues
Transform your business and transcend the daily chores of life at the conference venue people will be talking about for years to come! Winter Management Conference 2010 is this February 7-11 in Hawaii.

Top business topics

There has never been a marketing tool as powerful as social media. Low cost, wide reach and fast results make it especially valuable in this economy. Join Jeff Korhan for his Strategic Social Media Marketing session at WMC for an in-depth examination of this expanding marketing tool.

TCIA has already recorded an introductory webinar on the topic by Jeff that you should listen to before you attend his session in Hawaii. This preview, available only to WMC registered attendees, will start you on the path to learn how to use Twitter, LinkedIn, Facebook and blogs to build your reputation strategically, conduct valuable research and generate more referrals.

Top recreational venues

Tee it up at Waikoloa Beach Resort, which was just ranked among the Top 50 Resort Courses in the world! Golf World Magazine’s Second Annual Readers’ Choice Awards named Waikoloa No. 26 overall. The resort features two fabulous golf courses – Kings’ Course, a links style course created by Tom Weiskopf, and the Beach Course, designed by Robert Trent Jones, Jr., that leads players to the Pacific Ocean along a breathtaking coastline to enjoy stunning views of humpback whales offshore.

Register for WMC today and expand your Internet marketing immediately through social media strategies.

Early-bird deadline early in new year

Make your plans over the holidays, because to save on registration you need to register by Jan. 8, 2010 … the early-bird deadline. Take $100 off each registration … and use it to expand your social media marketing or play a round of golf at one of the most spectacular venues in the world.

Register for WMC 2010 today.

WMC attendees get Jeff Korhan webinar for free

In addition to Jeff Korhan, who will present at Winter Management Conference on “Strategic Social Media Marketing,” other WMC speakers include:

- Jeffrey Scott, who will address how to “Grow Your Business in Any Economy: A nine step process to guaranteed growth.”
- Steve McClatchy, speaking on “Leading You, Your Relationships & Your Business”
- Dr. Cliff Robbins, “Surviving and Thriving in Tough Times”
- Dr. Mark Green, “Five Keys to Family Business Success”
- Danny Raines, “Who is your Safety Leader?”

Weiskopf, and the Beach Course, designed by Robert Trent Jones, Jr., that leads players to the Pacific Ocean along a breathtaking coastline to enjoy stunning views of humpback whales offshore.

Register for WMC online at tcia.org

Meeting price held 4th straight year!

Hotel rates start at $209 for Resort view, $235 for Ocean view

TCIA Member News

Ace Gallagher honored for One Day, One School work

Thomas “Ace” Gallagher, owner of TCIA-member Ace Gallagher Stump Grinding Services in Whippany, New Jersey, was honored in October with a 2009 New Jersey Green Community Achievement Award, Individual Category, for his work in setting up the highly successful “One Day, One School” initiative.

The Green Community Achievement Awardsrecognize individuals, or groups whose outstanding efforts have greatly contributed to the field of urban and community forestry. Co-sponsored by the New Jersey Forest Service, New Jersey Community Forestry Council and the New Jersey Tree Foundation, the award was presented at the New Jersey Shade Tree Federation meeting October 24 in Cherry Hill, N.J.

The One Day, One School program (see the November 2008 TCI profile) organizes local volunteers in the tree care, landscaping and other industries in volunteering services to upgrade school grounds during a one-day effort. Gallagher and others, started the program and it has since spread to other parts of the country, including as far away as Montana.

“One November 14, we are doing three schools in Denville, New Jersey, in one shot,” Gallagher said in October. “On September 19, we did six schools in one day between Hanover and Florham Park (New Jersey), so the total schools our crew did … this year will be 12.”

In addition to TCIA member tree care companies, such as Davey and Bartlett, associate members, including Leonardi and Bandit, have become involved with the One Day, One School program.
2009

2009

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www.tcia.org

Helping to build a stronger marketplace can have significant benefits for your company. To learn more, contact Deborah Johnson, Director of Development at johnson@tcia.org or call 1.800.733.2622
Summit focuses on invasive weeds

A coalition of public and private scientists, educators and policy officials will gather in Washington, D.C., January 10-14, 2010, for National Invasive Species Awareness Week (NISAW). The four-day summit will focus on how invasive species are related to climate change, biofuels and an emerging “green” economy.

When left unmanaged, harmful nonnative species can destroy wildlife and fish habitats, reduce diversity of natural resources and cause major losses in agriculture, forestry and other segments of the U.S. economy. Researchers at Cornell University estimated the annual toll at $120 billion.

Even homeowners feel the impact of invasive species as ornamentals introduced to the U.S. from other countries become invasive in their new habitat. Examples include Scotch broom (Cytisus scoparius), English ivy (Hedera helix) and Eurasian watermilfoil (Myriophyllum spicatum).

“Invasive species are one of our most significant problems in a global economy,” says Lee Van Wychen, Ph.D., science policy director of the Weed Science Society of America. “But despite the threat, we have yet to see adequate resources applied to the problem. We hope to build a grassroots network to highlight the issues involved and to generate action on a cohesive national management plan and funding.”

For more information or to register for the summit, visit www.nisaw.org.

Sustainable landscapes rating system released

The Sustainable Sites Initiative in November released the first full national rating system for sustainable landscapes as part of the Guidelines and Performance Benchmarks 2009 report. This latest report takes into account feedback from hundreds of individuals and organizations across the country and around the world.

To create the rating system, Sustainable Sites’ technical committee members completed a series of weighting exercises to establish a point-based ranking system for 51 credits. The Guidelines and Performance Benchmarks 2009 also includes 15 prerequisites that range from selecting the appropriate site for development, conducting a pre-design site assessment to requiring

Smell has some cities taking out ginkgo trees

The ginkgo tree is renowned for its hardiness, surviving everything from road salt to an atomic bomb, but it may be undone by another trait – it stinks. And some cities are taking them down.

Iowa City, Iowa, was one of many communities that planted ginkgoes in the 1970s only to discover that after years without problems, some of the trees can begin dropping large seed shells, that create a sticky, smelly mess. Some cities have started cutting down ginkgoes, while others are standing by their trees and even planting more of them. In Iowa City, it was decided to cut down one of its few remaining ginkgoes. Officials reached a similar conclusion in Easton, Pa., where ginkgo trees were removed last year after complaints about seed shells raining on cars and pedestrians.

Unlike most tree species common in the U.S., the ginkgo is dioecious, meaning trees are male or female. Female ginkgoes produce the troublesome seeds, which are covered in a fleshy coating that contains butyric acid, also found in rancid butter. That has prompted cities such as Bloomington, Minn., and Lexington, Ky., to ban female ginkgoes. And Easton left the male trees while removing the females.

This excerpt was taken from a link in the October 9, 2009, Wisconsin Urban Forestry Insider, from the Wisconsin Department of Natural Resources.

Where is the articles list?

In past years, TCI has printed in the back pages of the December issue a complete list of articles from throughout that year. We now post this info online, not only for the current year, but going back to 1998. To view the listing, go to www.tcia.org and click on Publications, then TCI Magazine and go to the link at the bottom left and click for the listing.
Accident Briefs

(Continued from page 30)

Princeville, Kauai. The man had been trimming a eucalyptus tree at a Princeville residence when he fell. Firefighters, medics and a patrol officer responded to the call, according to the Honolulu Advertiser. The man was treated at the scene, and then transported to Wilcox Hospital for further treatment.

Car strikes tree truck, killing passenger

Jonathan Adam Snider, 19, of Denton, North Carolina, died October 20, 2009, when the 15-passenger van he was riding in struck a tree-trimming utility vehicle parked on the shoulder of N.C. Highway 47. Snider was transported to a medical center where he later died.

David Lawrence Askew, 67, of Denton, was driving east with Snider in the passenger seat when they struck the back right side of the utility truck, according to The Dispatch. Askew was not injured in the crash. Troopers estimated Askew’s speed at 55 miles per hour at impact. He will not face charges.

The truck was parked on the side of the road while workers were putting out signs in preparation for work. The driver of the utility truck will not face charges as a result of the accident.

Tree trimmer injured by falling branch

An Ocean Pines, Maryland, public works employee was injured October 21, 2009, after being hit by a tree limb.

The employee was trimming trees as part of the community’s maintenance program, when a branch fell and struck him. When paramedics arrived at the scene, they determined that the injuries were severe and had the employee medically evacuated to Salisbury, according to The Daily Times.

Tree service owner dies in accident

The owner of a tree service was killed October 29, 2009, while trimming a tree in Moncks Corner, South Carolina, near Charleston. Donald Twiggs, 46, was trimming one tree when a nearby tree fell over and pinned him, according to The Post and Courier. The cause of death was trauma to the head.

Tree company owner dies in struckby truck

A day’s work turned deadly when part of a tree fell on the man cutting it October 29, 2009, in Laurel Hill, South Carolina, killing him, according to a report on snow.com. Robert Walters, 45, who operated his own tree service company, was trimming a tree when the tree fell on him. He died at the scene.

Trimmer hurt in fall into pool

A tree trimmer was in critical condition at a local hospital after falling from a tree into a backyard pool October 31, 2009, in Chandler, Arizona. The 50-year-old man fell 20 to 25 feet, according to ABC15 (KNXV-TV). The homeowner reportedly saw the trimmer fall off the ladder and she and the victim’s co-worker pulled him out of the pool.

Send accident reports to editor@tcia.org.
“Sure, no problem,” I said as I eyed the locust tree a customer wanted to remove. Actually, I was not totally sure how it would be done. This was a seemingly insurmountable task when all factors were weighed in.

It was a single spar; 60 feet tall, 10 inches in diameter at the base, and far too dead to climb with spikes. There was no way to fell it, as it was flanked by high tensile fence on the north, south and west as well as an ash tree to the east. This would be a no-brainer for anyone with an aerial lift. Unfortunately, such luxuries are unknown to the year-old business belonging to my cousin, Byron, and I.

We wanted the work more than we wanted to worry about how it would be done, so we blindly accepted the job. The only way, I reasoned, would be to climb the adjacent ash tree, which was 10 feet to the east, and try to swing over. Preposterous at best. Being young, we did not really worry about how it would be done until the job faced us a couple of weeks later.

It was Byron’s turn to climb, so he footlocked up into the neighboring ash, hoping to traverse over. I busied around and then went over to examine the patient. Giving it a firm shake, I watched the spire in fascination. “Hey, check this out,” I hollered to Byron. I gave it another shake and we both watched as the top 20 feet arched back and forth like a fly rod. Progress slowed to a halt as we both realized a traverse was out of question. It would never hold him or the strain of shock loading even if he could get over.

“Maybe we could break the top off if we got a rope around it,” I offered hopefully. He pulled the bull rope up with his climbing line, tied a closed monkey, and flipped it over an ash limb. Then he tossed it over the one accommodation the locust provided: a dead limb about 2 inches thick and 4 feet long. It formed a “Y” about 12 feet from the top and offered the only solution for securing a rope around the tree. He lowered the knot to the ground where I tied a running bowline and stood back as he pulled it snug. No use. I could send a standing wave up the trunk from the ground by shaking it but he lacked the proper leverage to break it from his position. Suddenly the answer hit me. Another clumsy idea but it was all we had.

“We could cut it at the bottom,” I hollered, “and lower it to the ground piece by piece.”

“Just be sure to keep an eye on it as you cut,” he replied.

I tied the running end of the bull rope to a nearby hackberry and proceeded to cut through the base, my eyes glued to the top, searching for signs of breakage. As it started to fall, I darted behind the ash just in case, but the tree remained intact. It leaned about 15 degrees from vertical, but the rope held it from falling. I went over to finish the cut and it all unfolded beautifully. After cutting off a few firewood sized pieces, I untied the rope and Byron lowered it every time I cut a piece off. By the time the top of the tree reached the ground it was all neatly cut up in firewood.

“There is more than one way to remove a tree,” I said as we grinned at each other.

Daniel Hess and his cousin, Byron Louis Hess, own and operate Hess Tree Service in Greencastle, Pennsylvania.
Altec Environmental Products (AEP) offers an extensive line-up of high-quality wood chippers from 6” to 18” capacity that are rugged, innovative and designed to help crews work “Safer & Smarter”. Each control-feed chipper comes standard with the exclusive and patented “Panic Bar”. It’s this type of innovation and years of experience that make AEP a leader in tree care equipment.

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**Key:**
- P = TCIA PACT Partner
- A = TCIA Affinity Partner
- = Accreditation Auditor

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WOOD PROCESSORS

LOFTNESS/U.S. ATTACHMENTS

Loftness offers a complete line of mulching heads in two different styles, Carbide Cutter and Timber Ax. The Timber Ax uses sharpened blades turning up in front, delivering a finer mulch in a one pass operation. The Carbide Cutter uses carbide teeth turning down, allowing for 1 to 2 inches of ground engagement. Both machines are available in horsepower ranges from 50 hp to 300 hp. Loftness also offers an auxiliary hydraulic oil cooler with auto reversing fans that will perform in the harshest environments.

For more information contact Loftness at 1-800-828-7624 or www.loftness.com

Please Circle Reader Service Number 122 or go to www.tcia.org

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.

217 West Street, St. Martin, MN 56376
Phone: (320) 548-3586; Fax: (320) 548-3372
E-mail: info@rotochopper.com; Web: www.rotochopper.com

Please Circle Reader Service Number 128 or go to www.tcia.org

Please Circle Reader Service Number 140 or go to www.tcia.org

USED EQUIPMENT

TREE CARE INDUSTRY ASSOCIATION

TCI Equipment Locator: Make the used equipment SOLD list for less than three cents a lead. TCI Equipment Locator is a separate, used equipment, color magazine mailed with Tree Care Industry Magazine twice a year – spring and fall. It arrives on the desks of owners and managers strategically timed with seasonal purchase decisions.

- FREE advertising on our Web site!
- Reader service numbers for ads
- Your Sales Lead Activity Report

Sell your equipment in the Classifieds! Monthly advertising in TCI Magazine and on our Web site.

Phone: 1-800-733-2622; Fax: (603) 314-5386 Web: www.tcia.org

Please Circle Reader Service Number 140 or go to www.tcia.org
Subject Listing
Associate Members of the Tree Care Industry Association

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

Adjuvants/Miscellaneous Chemicals
Ben Meadows Company (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Midwest Arborist Supplies (D)
Plant Health Care, Inc. (M)
Shelter Tree, Inc./Tree Care Products (D)

Aerial Lift Parts & Equipment
Aerial Equipment, LLC (D)(M)
Aerial Lift, Inc. (D)(M)
Alliance Equipment Company, Inc. (D)(M)
Altec Industries, Inc. (M)(S)
American Truck & Trailer Body Co. (S)
Arrowhead Aerial Products, Inc. (D)
Bailey’s (D)
Bryant Air & Hydraulic, Inc. (D)(M)(S)
Buckingham Manufacturing Co., Inc. (M)
CUES, Inc. (D)
DICA (D)(M)
J. J. Kane Auctioneers (D)
Kelly Equipment Co. (D)
Man & Material Lift Engineering (D)(M)(S)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)(S)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)
NESCO Sales & Rentals (D)
North American Equipment Uplifters, Inc. (D)(M)
Plastic Composites Co. (M)
ReachMaster, Inc./Tree Care Products (D)
Terex Utilities (D)(M)(S)
VERSALIFT, TIME Manufacturing Co. (D)(M)

Aerial Lifts
Aerial Equipment, LLC (D)
Aerial Lift, Inc. (D)(M)
Alexander Equipment Co. Inc. (D)
Alliance Equipment Company, Inc. (D)(M)
Altec Industries, Inc. (M)(S)
American Truck & Trailer Body Co. (S)
Arrowhead Aerial Products, Inc. (D)
Bailey’s (D)
Big Beaver ReTREEver (M)
Bryant Air & Hydraulic, Inc. (D)(M)(S)
Buckingham Manufacturing Co., Inc. (M)
CUES, Inc. (D)
DICA (D)(M)
Extreme Access Solutions (D)
Hawk Equipment Corp. (S)
Iron Technics Enterprises (D)
J. J. Kane Auctioneers (D)
Jameson, LLC (M)
Man & Material Lift Engineering (D)(M)(S)
MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)(S)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)
NESCO Sales & Rentals (D)
NiftyLift, Inc. (D)(M)
North American Equipment Uplifters, Inc. (D)(M)
Plastic Composites Co. (M)
RBG, Inc. (D)(M)(S)
ReachMaster, Inc. (D)(M)(S)
Shelter Tree, Inc./Tree Care Products (D)

BioMass Fuel
Woodman LLC (M)

Biopesticides
ESSCO Distributors Inc. (D)
Green Pro Solutions, LLC (D)
Monterey Lawn & Garden Products (M)

Blowers, Debris
Air-Spade® a Div. of Guardair Corporation (M)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bailley’s (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Karl Kuebling, Inc. (D)
Northeast Arborist Supply (D)
RedMax Zenoah America, Inc. (M)
STIHL Inc. (M)
Top Saw Tool LLC (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(S)

Bonding
The Rowley Agency, Inc. (S)

Brush Cutters
ECHO Incorporated (M)
FAE USA, Inc. (M)
Fecen, Inc. (D)(M)
Husqvarna (M)
Jarratt Industries Inc. (M)
Paladin Light Construction (M)
Rayco Manufacturing, Inc. (M)
Ryan’s Equipment (M)
Vermeer Corporation (M)

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

Cabling & Bracing
American Arborist Supplies (D)
American Arborist Supplies (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply & Manufacturing Company (D)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Karl Kuebling, Inc. (D)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
Northeast Arborist Supply (D)
Preformed Line Products (M)
Rigby, Inc., (D)(M)(S)
Shelter Tree, Inc./Tree Care Products (D)
Subject Listing

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

SherrillTree (D)
Ver Sales, Inc. (M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Yale Cordage, Inc. (M)

Chain Saws & Accessories
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arrowhead Aerial Products, Inc. (D)
Bailey’s (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)(M)
Bryant Air & Hydraulics, Inc. (D)(M)
Buckingham Manufacturing Co., Inc. (M)
Cannon Bar Works, Ltd. (M)
Cleaves Company, Inc. (D)
Cutters’ Choice (D)
ECHD Incorporated (M)
ESSCO Distributors Inc. (D)(M)
Forestry Suppliers, Inc. (D)
Hawk Equipment Corp. (S)
Husqvarna (M)
Jameson, LLC (M)
John Deere/Sunbelt Outdoor Products (D)
Jonsered Imported By Tilton Equipment Co. (D)(M)
Karl Kuehmerling, Inc. (D)
Liminator Saws, LLC (M)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)
NESCO Sales & Rentals (D)
Northeastern Arborist Supply (D)(M)
Plastic Composites Co. (M)
Rapco Industries, Inc. (D)(M)
RedMax Zeroah America, Inc. (M)
Reliable Equipment & Service Co Inc. (D)(M)
Save Edge (D)(M)
SherrillTree (D)
STIHL Inc. (M)
Top Saw Tool LLC (D)
U.S. Pride Products LLC (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(M)

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

Chemical Absorbers
ESSCO Distributors Inc. (D)
North American Equipment Uplifters, Inc. (D)
Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)

Chipper/Shredder/Vac
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
ECHD Incorporated (M)
FAE USA, Inc. (D)(M)(S)
Hawk Equipment Corp. (S)
The Knifessource, LLC (D)
Morbark, Inc. (D)(M)(S)
Rotochopper, Inc. (D)(M)
Salsco, Inc. (M)
U.S. Pride Products LLC (D)

Chippers
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)(M)
Altec Industries, Inc. (M)
Arborlink (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
Dynamic Manufacturing Corp. (M)
ECHD Incorporated (M)
ESSCO Distributors Inc. (D)(M)
FAE USA, Inc. (D)(M)(S)
Hawk Equipment Corp. (D)(M)
Iron Technics Enterprises (D)
J. J. Kane Auctioneers (D)
J. P. Carlton Company, Div. DAF Inc. (M)
Karl Kuehmerling, Inc. (D)(M)
Loftness/US Attachments (D)(M)
MRK, Inc./Tombs Truck & Equip. Co. (D)(M)
Morbark, Inc. (D)(M)(S)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)
NESCO Sales & Rentals (D)
Northeastern Arborist Supply (D)
Rayco Manufacturing, Inc. (M)
RBG, Inc. (D)(M)
Salsco, Inc. (M)
SherrillTree, Inc./Tree Care Products (D)
Skyco Equipment (D)
Southco Industries, Inc. (M)
U.S. Pride Products LLC (D)
US Praxis, Inc. (M)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
Western Tree Equipment & Repairs (D)
Woodman LLC (M)

Climbing Gear
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arborlink (D)
Arrowhead Aerial Products, Inc. (D)
Bailey’s (D)
Bandit Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cannon Bar Works, Ltd. (M)
Cleaves Company, Inc. (D)
Cutters’ Choice (D)
ECHD Incorporated (M)
FAE USA, Inc. (D)(M)(S)

Communication Systems
American Arborist Supplies (D)
Arbor Computer Systems (D)(M)
Real Green Systems (S)
Tattletale Portable Alarm Systems, Inc. (S)

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

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

Consulting ∙ Utility Vegetation Mgmt
CN Utility Consulting, Inc. (S)
### Consulting-Business
- Arbor Computer Systems (S)
- ArborSoftWox (S)
- Atlantic Capital Solutions (S)
- Charles Hodge Customized Consulting (S)
- Focus on Training USA (S)
- Green Industry Consulting (S)
- Horticultural Asset Management, Inc. (S)
- J. J. Keller & Associates (S)
- Market Hardware, Inc. (S)
- The Nature Zone (S)
- North American Training Solutions (S)
- Tree Management Systems, Inc./ ArborGold Software (S)

### Consulting-Urban Forestry
- ArborMaster®, Inc. (S)
- Margaret M. Schofield, Consulting Arborist (S)
- North American Training Solutions (S)
- Safetrees, LLC (S)

### Crane Parts
- American Truck & Trailer Body Co. (D)
- Arrowhead Aerial Products, Inc. (D)
- Cargotec USA Inc., Hiab (D)
- DICA (D)
- Hawk Equipment Corp. (D)
- MIRK, Inc./Toombs Truck & Equip. Co. (D)
- RBG, Inc. (D)

### Crane Services
- Altec Industries, Inc. (M)(S)
- American Truck & Trailer Body Co. (D)(M)
- Arbortech (M)
- Big Beaver ReTREEver (M)
- Cargotec USA Inc., Hiab (D)(M)
- CUES, Inc. (D)
- Hawk Equipment Corp. (D)(M)
- J. J. Kane Auctioneers (D)
- Man & Material Lift Engineering (M)
- MIRK, Inc./Toombs Truck & Equip. Co. (D)(M)
- NESCO Sales & Rentals (D)
- North American Equipment Uplifters, Inc. (D)
- QUADCO Equipment Inc. (M)
- RBG, Inc. (D)(M)
- Reading Truck Body, LLC (S)
- Royal Truck & Equipment, Inc. (D)
- Scaffidi/KESLA No. American Dist. (D)(M)
- Skycos Equipment (D)
- Southco Industries, Inc. (D)
- Terex Utilities (S)

### Diagnostic Disease
- Rainbow Treecare Scientific Advancements (SciVance) (S)

### Diagnostic Tools
- American Arborist Supplies (D)
- Bishop Company (D)
- BugBarrier Tree Band (M)
- IML-Instrument Mechanic Labor, Inc. (D)
- Mauget Company (D)

### E-Commerce for Businesses
- ArborSoftWox (S)

### Education/Workshops/Training/Reference
- ACRT, Inc. (D)(M)
- Aerial Equipment, LLC (S)
- Aerial Lift, Inc. (S)
- Alexander Equipment Co. Inc. (S)
- Altec Industries, Inc. (S)
- Arboriculture Canada Training & Education, Ltd. (S)
- ArborMaster®, Inc. (S)
- C.O.R. Ergonomic Solutions, LLC (S)
- CAG Truck Capital (S)
- Capel Manor College (S)
- Cleaves Company, Inc. (S)
- Dynamic Manufacturing Corp. (S)
- ESSCO Distributors Inc. (S)
- First Financial LLC (S)
- Focus on Training USA (D)(M)
- Hawk Equipment Corp. (S)
- Heavy Machinery and Tractor Company (S)
- Holistic-Safety, Inc. (S)
- Iron Technologies Enterprises (S)
- J. J. Kane Auctioneers (S)
- J. J. Keller & Associates (D)
- John Bean Sprayers (S)
- Karl Kuehmerling, Inc. (S)
- Maugel Company (D)
- MIRK, Inc./Toombs Truck & Equip. Co. (S)
- Morbark, Inc. (S)
- MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S)
- The National Arbor Day Foundation (S)
- The Nature Zone (S)
- NESCO Sales & Rentals (S)
- North American Training Solutions (S)
- Rainbow Treecare Scientific Advancements (SciVance) (D)(M)
- RBG, Inc. (S)
- Royal Truck & Equipment, Inc. (S)
- Safetrees, LLC (S)
- Shelter Tree, Inc./Tree Care Products (S)
- SherrillTree (D)
- Terex Utilities (S)
- Branch Manager Attachments/Top Notch Equipment (S)
- Top Saw Tool LLC (D)
- Trucks & Parts of Tampa (S)
- Utility Auctions, Inc. (S)
- V & H, Inc.Trucks (S)
- Vermeer Sales & Service (S)
- Woodman LLC (S)

### Electronic Equipment Controls
- GS North America LLC (M)
- North American Equipment Uplifters, Inc. (M)
- Tettletale Portable Alarm Systems, Inc. (D)(M)

### Engines & Engine Parts
- Aerial Equipment, LLC (D)
- Alexander Equipment Co. Inc. (D)(M)
- Bailey’s (D)
- Cleaves Company, Inc. (D)
- Cummins Bridgeway, LLC (D)
- Cutter's Choice (D)
- DEUTZ Corporation (M)
- Enginaire (D)(M)
- Engine Power Source (D)(M)
- ESSCO Distributors Inc. (D)(M)
- Hawk Equipment Corp. (D)(M)
- Heavy Machinery and Tractor Company (D)
- John Deere/Sunbelt Outdoor Products (D)
- Karl Kuehmerling, Inc. (D)
- McDonald Equipment Company (MECO) (D)
- Power Great Lakes, Inc. (D)(M)
- Wilson Hardware Co. Inc. (D)

### Equipment Delivery
- Heavy Machinery and Tractor Company (S)

### Erosion Control
- Certified Erosion Control Hawaii LLC (D)

### Excavators
- Air-Spade® a Div. of Guardair Corporation (M)
- Hawk Equipment Corp. (S)
- Heavy Machinery and Tractor Company (D)(M)
- J. J. Kane Auctioneers (D)
- Skye Equipment (D)
- Terex Utilities (D)(M)

### Fertilization Supplies
- Alexander Equipment Co. Inc. (D)
- American Arborist Supplies (D)
- ArborSystems, Inc. (M)
- Bartlett Arborist Supply & Manufacturing Company (D)
- Ben Meadows Company (D)
- Creative Sales, Inc. (M)
- Duggett Corporation (M)
- ESSCO Distributors Inc. (D)(M)
- Forestry Suppliers, Inc. (D)
- Green Pro Solutions, LLC (D)
- Maugel Company (D)(M)
- Midwest Arborist Supplies (D)
- Monterey Lawn & Garden Products (M)
- Northeast Shade Tree (D)
- Northeastern Arborist Supply (D)
- Plant Food Company, Inc. (D)(M)
- Plant Health Care, Inc. (M)
- Rainbow Treecare Scientific Advancements (SciVance) (D)
- Shelter Tree, Inc./Tree Care Products (D)
- Tree Tech Microinjection Systems (M)

### Fertilization Supplies Application
- ESSCO Distributors Inc. (S)
- Rainbow Treecare Scientific Advancements (SciVance) (S)

### Fertilization/Aeration Equipment
- American Arborist Supplies (D)
- Ben Meadows Company (D)
- Duggett Corporation (M)
- ESSCO Distributors Inc. (D)
- Maugel Company (M)
- Midwest Arborist Supplies (D)
- Minnesota Wanner Company (D)(S)
- Northeast Shade Tree (D)
SUBJECT LISTING

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

Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Reddick Equipment Company (D)(M)

Financial Analysis
AmCorp Management (S)

Financing
Altec Industries, Inc. (S)
American Bank Leasing (S)
Atlantic Capital Solutions (S)
CAG Truck Capital (S)
Capital Partners, LLC (S)
First Financial LLC (S)
Liberty Financial Group, Inc. (S)
Northern Atlantic Financial, LLC (S)

Firewood Kilns
Kiln-Direct (S)

Firewood Processing
Alexander Equipment Co. Inc. (S)

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

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

Footwear
Bailey’s (D)
Blue Ridge Arborist Supply, LLC (D)
Fletcher Stewart Ltd (D)(M)
Forestry Suppliers, Inc. (D)
Jonsered Imported By Tilton Equipment Co. (D)(M)
Karl Kueemmerling, Inc. (D)
Northeastern Arborist Supply (D)
WesSpur Tree Equipment, Inc. (D)
West Coast Shoe Company (WESCO®) (M)

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

General Arborist Supplies
Aerial Equipment, LLC (D)
Alihorn Equipment, Inc. (D)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arborlink (D)
Bailey’s (D)

Bandit Industries, Inc. (D)
Barnel International, Inc. (M)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Buckingham Manufacturing Co., Inc. (M)
Cleaves Company, Inc. (D)
Corona Clipper, Inc. (M)
Cutter’s Choice (D)
ESSCO Distributors Inc. (D)
FAE USA, Inc. (D)(M)
Fanno Saw Works (M)
Fletcher Stewart Ltd (D)(M)
Forestry Suppliers, Inc. (D)
Jameson, LLC (M)
John Deere/Sunbelt Outdoor Products (D)
Karl Kueemmerling, Inc. (D)(M)
The Knifesource, LLC (D)(M)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Portable Winch Co. (D)(M)
Shelter Tree, Inc./Tree Care Products (D)
SherriITree (D)
Sierra Moreno Mercantile (D)
Silky America Corporation (D)
Snyder Manufacturing U.S.A. (M)
Top Saw Tool LLC (D)
Treepeo (D)(M)
U.S. Rigging Supply/Pelican Rope Works (D)
Ver Sales, Inc. (D)
Weaver Leather, LLC (D)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(M)
Yale Cordage, Inc. (M)

Generators
Barnel International, Inc. (M)
Buckingham Manufacturing Co., Inc. (M)
Corona Clipper, Inc. (M)
Engine Power Source (M)(S)
FAE USA, Inc. (M)
Fanno Saw Works (M)
Fletcher Stewart Ltd (M)
Hawk Equipment Corp. (S)
Husqvarna (M)
Jameson, LLC (M)
Karl Kueemmerling, Inc. (M)
The Knifesource, LLC (M)
Portable Winch Co. (M)
Snyder Manufacturing U.S.A. (M)
Treepeo (M)
Wilson Hardware Co. Inc. (S)
Yale Cordage, Inc. (M)

GPS Mapping
Arbor Computer Systems (S)
ArborSoftWorx (S)

Grapples/Loaders
Alexander Equipment Co. Inc. (D)(M)
Bailey’s (D)
Beaver Squeezer Grapple, LLC (M)

Big Beaver RetREEver (M)
Bobcat Company (M)
Bryant Air & Hydraulic, Inc. (S)
Carl Neutzel Services (S)
Cleaves Company, Inc. (D)
FAE USA, Inc. (D)(M)
Fecor, Inc. (D)(M)
Hawk Equipment Corp. (D)(M)
Heavy Machinery and Tractor Company (D)(M)
J. J. Kane Auctioneers (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)(S)
Multitek North America LLC (M)
Paladin Light Construction (M)
Payeur Distributions (D)(M)
QUACCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
RBC, Inc. (D)(M)
Reading Truck Body, LLC (D)
Royal Truck & Equipment, Inc. (D)
Ryan’s Equipment (M)
Scaffold/KESLA No. American Dist. (D)(M)
Skyco Equipment (D)
Southco Industries, Inc. (D)
Branch Manager Attachments/Top Notch Equipment (D)(M)(S)
U.S. Pride Products LLC (D)
V & H, Inc. Trucks (D)

Grinders, Horizontal
Alexander Equipment Co. Inc. (D)(M)
Bandit Industries, Inc. (D)(M)
Cleaves Company, Inc. (D)
Concept Products Corp. (D)(M)
Cutter’s Choice (D)
Dynamic Manufacturing Corp. (M)
FAE USA, Inc. (D)(M)(S)
Hawk Equipment Corp. (S)
J. J. Kane Auctioneers (D)
Morbark, Inc. (D)(M)(S)
Rayco Manufacturing, Inc. (M)
Rotchopper, Inc. (D)(M)
Simonds International Corp. (M)
Skyco Equipment (D)
Vermeer Corporation (M)

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

Growth Retardants/Regulators
American Arborist Supplies (D)
ArborSystems, Inc. (M)
ESSCO Distributors Inc. (D)
Midwest Arborist Supplies (D)
SUBJECT LISTING

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

Monterey Lawn & Garden Products (M)
Plant Food Company, Inc. (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Tree Tech Microinjection Systems (M)

Hand Held Marketing
Real Green Systems (D)

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

High-Visibility Clothing
Fletcher Stewart Ltd (M)

High-Visibility Work Wear
Youngstown Glove Co. (M)

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

Hydraulic Tools & Equipment
ADT Tools by TOL Incorporated (M)
Aerial Lift, Inc. (D)
Alexander Equipment Co. Inc. (D/M)
American Arborist Supplies (D)
Arrowhead Aerial Products, Inc. (D)
Bishop Company, Inc. (D)
Bobcat Company (D)
Ceaves Company, Inc. (D)
CUES, Inc. (D)
FAE USA, Inc. (D)
GS North America LLC (M)
Hawke Equipment Corp. (S)
Karl Kuemmerling, Inc. (D)
Limbinator Saws, LLC (D/M)
Midwest Arborist Supplies (D)
NESCO Sales & Rentals (D)
REECO Sales & Rentals (D)
North American Equipment Uplifaters, Inc. (D)
RBG, Inc. (D/M)
Reliable Equipment & Service Co Inc. (D/M)
Shelter Tree, Inc./Tree Care Products (D)
Branch Manager Attachments/Top Notch Equipment (D/M/S)
Top Saw Tool LLC (D)
WesSpur Tree Equipment, Inc. (D)

Insecticides
American Arborist Supplies (D)
Arborjet, Inc. (M)
ArborSystems, Inc. (M)
Bayer Environmental Science (M)
Creative Sales, Inc. (M)

ESSCO Distributors Inc. (D)
Mauget Company (D/M)
Midwest Arborist Supplies (D)
Monterey Lawn & Garden Products (M)
Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)
Shelter Tree, Inc./Tree Care Products (D)
Tree Tech Microinjection Systems (M)

Insurance
A.B. Gile, Inc. (S)
Acadia Insurance (S)
Alan Williams & Associates Insurance Agency Inc. (S)
American lbls/American Interstate (S)
ArborMAX Insurance Program (S)
BWT Risk Advisors (S)
CAG Truck Capital (S)
California Association of Tree Trimmers (S)
CBIZ Insurance Services, Inc. (S)
Corcoran & Havlin Insurance Group (S)
Emery & Karrigan, Inc. (S)
Eydent International Insurance Brokers, LLC (S)
Five County Insurance Agency, Inc. (S)
Georgetown Insurance Service, Inc. (S)
Hal Rose Agency Inc. (S)
The Hartford (S)
Horticultural Asset Management, Inc. (S)
Howe Insurance Group (S)
Huguenol-National, Inc. (S)
Jones & Savell Insurance Services, Inc. (S)
Kelly King Insurance Services (S)
Larson’s Insurance Solution Agency Inc (S)
Logger’s Insurance Agency, Inc. (S)
National Insurance Programs (S)
NRC Insurance Agency (S)
Ogilvy Hill Insurance (S)
Ollis & Company (S)
The Piedmont Group Insurance Solutions (S)
Robert J. Hanafin, Inc. (S)
The Rowley Agency, Inc. (S)
Sherman Insurance Agency (S)
Sturdevant-Beach & Associates LLC (S)
Toohers Ferraris Insurance Group (S)
Trinity Consulting Inc. (S)

Integrated Pest Management
Arbor Computer Systems (D)
BugBarrier Tree Band (D/M)
Mauget Company (D/M)
Midwest Arborist Supplies (D)
Northeast Shade Tree (D)
Plant Health Alternatives (S)

Irrigation/Aeration Products
Bailey's (S)
Ben Meadows Company (D)
Ceaves Company, Inc. (D)
Midwest Arborist Supplies (D)

Knives, Chipper
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bandit Industries, Inc. (M)
Blue Ridge Arborist Supply, LLC (D)
Ceaves Company, Inc. (D)
CUES, Inc. (D)
ESSCO Distributors Inc. (D/M)
FAE USA, Inc. (D/M)
Fecen, Inc. (D/M)
Hawk Equipment Corp. (D/M)
Karl Kuemmerling, Inc. (D/M)
The Knifesource, LLC (D/M)
Loftness/US Attachments (D/M)
Midwest Arborist Supplies (D)
MIRK, Inc./Rommel Truck & Equip. Co. (S)
Morbark, Inc. (D/M)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
Simonds International Corp. (M)
U.S. Pride Products LLC (D)
Vermeer Corporation (M)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

Knives, Chipper Repair
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bandit Industries, Inc. (M)
Blue Ridge Arborist Supply, LLC (D)
Ceaves Company, Inc. (D)
CUES, Inc. (D)
ESSCO Distributors Inc. (D)
Karl Kuemmerling, Inc. (D/M)
The Knifesource, LLC (D/M)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
Simonds International Corp. (M)
Western Tree Equipment & Repairs (D)
Zenith Cutter Company (M)

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

Lawn Maintenance Equipment
AlturnaMATS, Inc. (D)
Bailey’s (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Ceaves Company, Inc. (D)
Bishop Company (D)
Bobcat Company (M)
Ceaves Company, Inc. (D)
Cutter’s Choice (D)
SUBJECT LISTING

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

ECHI Incorporated (M)
Fred Marvin Associates (D)
Heavy Machinery and Tractor Company (D)
Husqvarna (M)
Karl Kuemmerling, Inc. (D)
Liminator Saws, LLC (D)
Lofness/US Attachments (D)
Minnesota Wanner Company (D)(M)
Reddick Equipment Company (D)
Silky America Corporation (D)
STIHL Inc. (M)

Lease/Rental
Aerial Equipment, LLC (S)
Altec Industries, Inc. (S)
First Financial LLC (S)
MIRK, Inc./Isombs Truck & Equip. Co. (S)
RKG, Inc. (S)
Tattletele Portable Alarm Systems, Inc. (S)
WesSpur Tree Equipment, Inc. (S)

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

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

Log Splitters
Blue Ridge Arborist Supply, LLC (D)
ECHI Incorporated (M)
Rayco Manufacturing, Inc. (M)
Timberwolf Manufacturing Corporation (M)
Branch Manager Attachments/Top Notch Equipment (D)(M)
US Praxis, Inc. (M)

Lubricants
Bailey’s (D)
ESSCO Distributors Inc. (D)
Husqvarna (M)
North American Equipment Uppers, Inc. (D)(M)
Wilson Hardware Co. Inc. (D)

Macro Infusion Supplies
Barnel International, Inc. (M)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)

Material Handling (wood)
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Cleaves Company, Inc. (D)
Hawk Equipment Corp. (D)
Logrite Tools (D)(M)
Payeur Distributions (D)(M)
Portable Winch Co. (D)(M)
Scaffidi/KESLA No. American Dist. (D)

Branch Manager Attachments/Top Notch Equipment (D)

Mechanical Tree Removal
Big Beaver ReTREEver (M)

Micro Infusion Supplies
ESSCO Distributors Inc. (D)
Maugut Company (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Rainbow Treecare Scientific Advancements (SciVance) (D)

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

Miticides
Bayer Environmental Science (M)
ESSCO Distributors Inc. (D)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Tree Tech Microinjection Systems (M)

Mobile Baggers
Concept Products Corp. (D)(M)
Rotochopper, Inc. (D)(M)

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

Mulch Coloring Equipment
Alexander Equipment Co. Inc. (D)
Bandit Industries, Inc. (D)(M)
Colorbiotics (M)
Concept Products Corp. (D)(M)
Morbark, Inc. (D)(M)
Rotochopper, Inc. (D)(M)
T. H. Glennon Co., Inc. (D)(M)

Mulchers
FAE USA, Inc. (M)
Fecon, Inc. (M)
Paladin Light Construction (M)
Rayco Manufacturing, Inc. (M)
Rotochopper, Inc. (M)
Ryan’s Equipment (M)
US Praxis, Inc. (M)

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

Office Supplies
Arbor Computer Systems (D)

Organics
ESSCO Distributors Inc. (D)
Growth Products, Ltd. (M)
Monterey Lawn & Garden Products (D)
Northeast Shade Tree (D)

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

Personal Protective Equipment
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Arborlink (D)
Bailey’s (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Buckingham Manufacturing Co., Inc. (M)
Cleaves Company, Inc. (D)
Cutter’s Choice (D)
ECHI Incorporated (M)
ESSCO Distributors Inc. (D)
Fletcher Stewart Ltd (D)
Forestry Suppliers, Inc. (D)
Husqvarna (M)
J. J. Keller & Associates (D)
Jonsered Imported By Tilton Equipment Co. (D)(M)
Karl Kuemmerling, Inc. (D)
Kramer Equipment Co., Inc. (D)
Northeastern Arborist Supply (D)
Plastic Composites Co. (M)
Shelter Tree, Inc./Tree Care Products (D)
SherriTree (D)
STIHL Inc. (M)
Tattletele Portable Alarm Systems, Inc. (D)(M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)(M)
Youngstown Glove Co. (M)

Pneumatic Tools
WesSpur Tree Equipment, Inc. (D)

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

Portable Winches
Alexander Equipment Co. Inc. (D)
Bailey’s (D)
Fletcher Stewart Ltd (D)
SUBJECT LISTING

Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Portable Winch Co. (D)(M)

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

Power Pruning Equipment
ADI Tools by TOL Incorporated (M)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bailey’s (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cleaves Company, Inc. (D)
ECHO Incorporated (M)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
Husqvarna (M)
Jameson, LLC (M)
Jonsered & Imported By Tilton Equipment Co. (D)(M)
Karl Kueenmerling, Inc. (D)
Limbinator Saws, LLC (D)(M)
Midwest Arborist Supplies (D)
NESCO Sales & Rentals (D)
Northeastern Arborist Supply (D)
RedMax Zenoah America, Inc. (M)
STIHL Inc. (M)
Top Saw Tool LLC (D)
WesSpur Tree Equipment, Inc. (D)
Wilson Hardware Co. Inc. (D)

Pruning Supplies
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bailey’s (D)
Barrel International, Inc. (M)
Bartlett Arborist Supply & Mfg Company (D)(M)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Cannon Bar Works, Ltd. (M)
Cleaves Company, Inc. (D)
Corona Clipper, Inc. (M)
Cutter’s Choice (D)
ESSCO Distributors Inc. (D)
Fanno Saw Works (M)
Forestry Suppliers, Inc. (D)
Fred Marvin Associates (D)(M)
Growtech, Inc. (D)(M)
Husqvarna (M)
Jameson, LLC (M)
Karl Kueenmerling, Inc. (D)
Kramer Equipment Co., Inc. (D)
Logrite Tools (M)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Products (D)
Sheriff Tree (D)
Silky America Corporation (D)
Snyder Manufacturing U.S.A. (M)
STIHL Inc. (M)

Stokes Ladders, Inc. (D)(M)
Ver Sales, Inc. (D)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)

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

Recycling / Wood Processing
Alexander Equipment Co. Inc. (S)
Scaffidi/KESLA No. American Dist. (S)

Recycling Equipment
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
Bandit Industries, Inc. (D)(M)
Cleaves Company, Inc. (D)
Concept Products Corp. (D)(M)
FAE USA, Inc. (D)(M)
Fecom, Inc. (M)
Hawk Equipment Corp. (D)
Karl Kueenmerling, Inc. (D)
The Knifesource, LLC (D)(M)
Lamtrac International Inc. (D)
Morbark, Inc. (D)(M)
Multitek North America LLC (M)
Northeastern Arborist Supply (D)
Rotocutter, Inc. (M)
Scaffidi/KESLA No. American Dist. (D)
Shelter Tree, Inc./Tree Care Products (D)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
Woodman LLC (M)

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

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

Repair of Aerial Lift Parts & Equipment
Aerial Equipment, LLC (S)
Aerial Lift, Inc. (S)
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
Hawk Equipment Corp. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
RGW, Inc. (S)
Terex Utilities (S)

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

Repair of Chipper Knives
Alexander Equipment Co. Inc. (S)
Blue Ridge Arborist Supply, LLC (S)
ESSCO Distributors Inc. (S)
Scaffold/KESLA No. American Dist. (S)

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

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

Repair of Cranes
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
RGW, Inc. (S)
Scaffold/KESLA No. American Dist. (S)
Terex Utilities (S)

Repair of Augers - Earth & Bits
Alexander Equipment Co. Inc. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
Branch Manager Attachments/Top Notch Equipment (S)

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

Repair of Aerial Lifts
Altec Industries, Inc. (S)
American Truck & Trailer Body Co. (S)
Hawk Equipment Corp. (S)
MIRK, Inc./Toombs Truck & Equip. Co. (S)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S)
RGW, Inc. (S)
Terex Utilities (S)

Repair of Backyard Composters
Hawk Equipment Corp. (S)

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes

Repair of Augers - Earth & Bits

Repair of Cabling & Bracing Equipment

Repair of Aerial Lifts

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes

Repair of Augers - Earth & Bits

Repair of Cabling & Bracing Equipment

Repair of Aerial Lifts

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes

Repair of Augers - Earth & Bits

Repair of Cabling & Bracing Equipment

Repair of Aerial Lifts

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes

Repair of Augers - Earth & Bits

Repair of Cabling & Bracing Equipment

Repair of Aerial Lifts

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes

Repair of Augers - Earth & Bits

Repair of Cabling & Bracing Equipment

Repair of Aerial Lifts

Repair of Backyard Composters

Repair of Chain Saws

Repair of Chipper Knives

Repair of Chipper/Shredder/Vacs

Repair of Chippers

Repair of Cranes
### SUBJECT LISTING

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

| Repair of Engine & Engine Parts | Alexander Equipment Co. Inc. (S) | Bayshore Ford Truck Sales, Inc. (S) | ESSCO Distributors Inc. (S) | Heavy Machinery and Tractor Company (S) | Wilson Hardware Co. Inc. (S) |
| Repair of Excavators | Heavy Machinery and Tractor Company (S) | Terex Utilities (S) |
| Repair of Fertilizer/Aeration Equipment | Minnesota Wanner Company (S) |
| Repair of Grapples/Loaders | Alexander Equipment Co. Inc. (S) | Heavy Machinery and Tractor Company (S) | MIRK, Inc./Toombs Truck & Equip. Co. (S) | Scaffidi/KESLA No. American Dist. (S) | Branch Manager Attachments/Top Notch Equipment (S) |
| Repair of Horizontal Grinders | Alexander Equipment Co. Inc. (S) | Morbark, Inc. (S) |
| Repair of Hydraulic Tool & Equipment | Alexander Equipment Co. Inc. (S) | RBG, Inc. (S) | Reliable Equipment & Service Co Inc. (S) | Shelter Tree, Inc./Tree Care Products (S) | Branch Manager Attachments/Top Notch Equipment (S) |
| Repair of Lawn Maintenance Equipment | Alexander Equipment Co. Inc. (S) | Minnesota Wanner Company (S) |
| Repair of Mulch Coloring Equipment | Alexander Equipment Co. Inc. (S) | Morbark, Inc. (S) |
| Repair of Pneumatic Tools | Aerial Lift, Inc. (S) | Reliable Equipment & Service Co Inc. (S) |
| Repair of Power Pruning Equipment | Alexander Equipment Co. Inc. (S) | Blue Ridge Arborist Supply, LLC (S) | Bryant Air & Hydraulic, Inc. (S) | Wilson Hardware Co. Inc. (S) |
| Repair of Pruning Equipment | Alexander Equipment Co. Inc. (S) | Wilson Hardware Co. Inc. (S) |
| Repair of Recyl/Wood Processors | Alexander Equipment Co. Inc. (S) | Morbark, Inc. (S) |
| Repair of Root Cutters | Alexander Equipment Co. Inc. (S) | Northeastern Arborist Supply (S) |
| Repair of ROW/Land Clearing Equipment | Alexander Equipment Co. Inc. (S) | Heavy Machinery and Tractor Company (S) | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S) |
| Repair of Skid Loaders & Implements | Alexander Equipment Co. Inc. (S) | Heavy Machinery and Tractor Company (S) | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S) |
| Repair of Snow Removal Equipment | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S) | Branch Manager Attachments/Top Notch Equipment (S) |
| Repair of Sweepers | Branch Manager Attachments/Top Notch Equipment (S) |
| Repair of Trailers & Ramps | Alexander Equipment Co. Inc. (S) | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S) |
| Repair of Trucks & Accessories | Bayshore Ford Truck Sales, Inc. (S) | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S) | Scaffidi/KESLA No. American Dist. (S) |
| Repair of Tree Transp. Equipment | Alexander Equipment Co. Inc. (S) |
| Repair of Utility Carts | Alexander Equipment Co. Inc. (S) |
| Repellents | American Arborist Supplies (D) |
| Right of Way/Land Clearing Equipment | Alexander Equipment Co. Inc. (D) | AlturmaMATs, Inc. (D) | Bandit Industries, Inc. (D)(M) | Beaver Squeezer Grapple, LLC (M) | FAE USA, Inc. (D)(M)(S) | Fecon, Inc. (D)(M) | Heavy Machinery and Tractor Company (D)(M) | Jarraff Industries Inc. (D) | John Deere Company (M) | Lamtrac International Inc. (D)(M) | Limbinator Saws, LLC (D) | Logitec Tools (M) | MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D) | Payeur Distributions (D)(M) |
SUBJECT LISTING

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

QUADCO Equipment Inc. (M)
Ryan’s Equipment (M)
Scaffold/KESLA No. American Dist. (D)(S)
Vermeer Corporation (M)
Woodman LLC (M)

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

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

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

Rope
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
All Gear, Inc. (M)
American Arborist Supplies (D)
Bailey’s (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
Buccanero Rope Co. (D)(M)
Cleaves Company, Inc. (D)
Cutter’s Choice (D)
ESSCO Distributors Inc. (D)
Forestry Suppliers, Inc. (D)
John Deere/Sunbelt Outdoor Products (D)
Karl Kuenemming, Inc. (D)
Knot & Rope Supply (D)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
New England Ropes Corp. (M)
Northeastern Arborist Supply (D)
Petzl America (M)
Plymkrft, Inc. (M)
Portable Winch Co. (D)(M)
Reliable Equipment & Service Co Inc. (D)
Samson (M)
Shelter Tree, Inc./Tree Care Products (D)
SherriTree (D)
U.S. Rigging Supply/Pelican Rope Works (D)(M)
Ver Sales, Inc. (D)(M)
Weaver Leather, LLC (D)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Yale Cordage, Inc. (M)

Saws, Loppers
Barnel International, Inc. (M)
Corona Clipper, Inc. (M)
Fanno Saw Works (M)
Liminator Saws, LLC (M)
Ryan’s Equipment (M)
Silky America Corporation (M)

Skidsteer Loaders & Implements
Alexander Equipment Co. Inc. (D)(M)
Bailey’s (D)
Beaver Squeeze Grapple, LLC (M)
Cleaves Company, Inc. (D)
FAE USA, Inc. (D)(M)
Fecom, Inc. (D)(M)
Heavy Machinery and Tractor Company (D)(M)
J. J. Kane Auctioneers (D)
Jonsered Imported By Tilton Equipment Co. (D)(M)
Lamtrac Saws, LLC (D)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (S)
QUADCO Equipment Inc. (M)
Ryan’s Equipment (M)
Sheyenne Tooling & Manufacturing (M)
Skyco Equipment (D)
Terex Utilities (D)(M)
U.S. Pride Products LLC (D)
Vermeer Corporation (M)

Snow Removal
Branch Manager Attachments/Top Notch Equipment (S)

Snow Removal Equipment
Bobcat Company (M)
Cleaves Company, Inc. (D)
Husqvarna (M)
Lamtrac International Inc. (D)(M)
Lofnness/US Attachments (D)(M)
Paladin Light Construction (M)
Reddick Equipment Company (D)(M)
Branch Manager Attachments/Top Notch Equipment (D)(M)

Soil Amendments
Ben Meadows Company (D)(M)
Bobcat Company (M)(S)
Doggett Corporation (M)(S)
ESSCO Distributors Inc. (D)(M)
Green Pro Solutions, LLC (D)(M)
Midwest Arborist Supplies (D)(M)
Northeast Shade Tree (D)(M)
Plant Health Care, Inc. (M)(S)
Shelter Tree, Inc./Tree Care Products (D)(M)

Sprayers & Accessories
Bailey’s (D)
Ben Meadows Company (D)
Bobcat Company (M)
Contree Sprayer & Equipment Company, LLC (D)
ECH0 Incorporated (M)
ESSCO Distributors Inc. (D)(M)
Forestry Suppliers, Inc. (D)
Green Pro Solutions, LLC (D)

Stump Cutters
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Bobcat Company (M)
Border City Tool & Manufacturing Co. (M)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Green Manufacturing, Inc. (M)
Hawk Equipment Corp. (D)
Husqvarna (M)
J. P. Carlton Company, Div. DAF Inc. (M)
Karl Kuenemming, Inc. (D)
The Knifesource, LLC (D)
Leonardi Manufacturing (M)
Midwest Arborist Supplies (D)
Morbark, Inc. (D)
Northeastern Arborist Supply (D)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
SANDVIK (M)
SDM Tools (M)
Shelter Tree, Inc./Tree Care Products (D)
U.S. Pride Products LLC (D)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
WestSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Zhuzhou Cemented Carbide Works USA Inc (D)

TCI Buyers’ Guide December 2009

J. J. Kane Auctioneers (D)
J. P. Carlton Company, Div. DAF Inc. (M)
Karl Kuenemming, Inc. (D)
Minnesota Wanner Company (D)(M)
Northeastern Arborist Supply (D)(M)
Reddick Equipment Company (D)(M)
SherriTree (D)
STIHL Inc. (M)

Stump Cutter Teeth
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)(M)
American Arborist Supplies (D)
Bailey’s (D)
Bandit Industries, Inc. (D)(M)
Blue Ridge Arborist Supply, LLC (D)
Border City Tool & Manufacturing Co. (M)
Cleaves Company, Inc. (D)
ESSCO Distributors Inc. (D)
Green Manufacturing, Inc. (M)
Hawk Equipment Corp. (D)
Husqvarna (M)
J. P. Carlton Company, Div. DAF Inc. (M)
Karl Kuenemming, Inc. (D)
The Knifesource, LLC (D)
Leonardi Manufacturing (M)
Midwest Arborist Supplies (D)
Morbark, Inc. (D)
Northeastern Arborist Supply (D)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
SANDVIK (M)
SDM Tools (M)
Shelter Tree, Inc./Tree Care Products (D)
U.S. Pride Products LLC (D)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
WestSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Zhuzhou Cemented Carbide Works USA Inc (D)
SUBJECT LISTING

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

Midwest Arborist Supplies (D)
Morbark, Inc. (D)(M)
NESCO Sales & Rentals (D)
Northeastern Arborist Supply (D)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
Ryan's Equipment (M)
Sandvik (M)
SDM Tools (M)
Shelter Tree, Inc./Tree Care Products (D)
Skyco Equipment (D)
Branch Manager Attachments/Top Notch Equipment (D)(M)
U.S. Pride Products LLC (D)
US Praxis, Inc. (M)
Vermeer Corporation (M)
Vermeer Sales & Service (D)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)

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

Stump Grinders
Blue Ridge Arborist Supply, LLC (D)

Sweepers
Bailey's (D)
Bobcat Company (M)
Cleaves Company, Inc. (D)
Forestry Suppliers, Inc. (D)
Heavy Machinery and Tractor Company (D)
Jonsed Imported By Tilton Equipment Co. (D)(M)
Paladin Light Construction (M)
RedMax Zenoah America, Inc. (M)
STIHL Inc. (M)
Branch Manager Attachments/Top Notch Equipment (D)(M)

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

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

Traffic Safety
Alexander Equipment Co. Inc. (D)
American Arborist Supplies (D)
Bailey's (D)
Bartlett Arborist Supply & Manufacturing Company (D)
Ben Meadows Company (D)
Bishop Company (D)
Blue Ridge Arborist Supply, LLC (D)
DICA (M)
Fletcher Stewart Ltd (D)(M)
Forestry Suppliers, Inc. (D)
Fred Marvin Associates (D)
Karl Kuehmerling, Inc. (D)
Kramer Equipment Co., Inc. (D)
Midwest Arborist Supplies (D)
SafetyFirst Systems, LLC (D)(M)(S)
Shelter Tree, Inc./Tree Care Products (D)
Ver Sales, Inc. (D)(M)
WesSpur Tree Equipment, Inc. (D)
Western Tree Equipment & Repairs (D)
Wilson Hardware Co. Inc. (D)

Trailers/Ramps
Aerial Equipment, LLC (D)
Alexander Equipment Co. Inc. (D)(M)
AlturnaMATS, Inc. (D)
Bailey's (D)
Cleaves Company, Inc. (D)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)(S)
Northeastern Arborist Supply (D)
Payeur Distributions (D)(M)
Reddick Equipment Company (D)(M)
Skyco Equipment (D)
Branch Manager Attachments/Top Notch Equipment (D)(M)

Tree Injection/Implants
American Arborist Supplies (D)
ArborSystems, Inc. (M)
Ben Meadows Company (D)
Creative Sales, Inc. (D)(M)
Duggert Corporation (M)
ESSCO Distributors Inc. (D)
Green Pro Solutions, LLC (D)
Mauget Company (D)(M)
Midwest Arborist Supplies (D)
Northeastern Arborist Supply (D)
Plant Growth Management Systems (D)
Plant Health Care, Inc. (M)
Rainbow Treecare Scientific Advancements (SciVance) (D)(M)
Tree Tech Microinjection Systems (M)

Tree Protectors
American Arborist Supplies (D)
Ben Meadows Company (D)
Cleaves Company, Inc. (D)
Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Shelter Tree, Inc./Tree Care Pro

Tree Spades
Air-Spade® a Div. of Guardair Corporation (M)
Alexander Equipment Co. Inc. (D)
Bailey's (D)
Bobcat Company (M)
Dakota Tree Transplanter (D)(M)
Forestry Suppliers, Inc. (D)
Northeastern Arborist Supply (D)
Paladin Light Construction (M)
Vermeer Corporation (M)
Vermeer Sales & Service (D)

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

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

Tree Valuations & Inspection
Horticultural Asset Management, Inc. (S)

Trenchers
Bailey’s (D)
Ben Meadows Company (D)
Bobcat Company (M)
J. J. Kane Auctioneers (D)
NESCO Sales & Rentals (D)
Paladin Light Construction (M)
Vermeer Corporation (M)
Vermeer Sales & Service (D)

Trucks & Truck Accessories
Aerial Equipment, LLC (D)
Aerial Lift, Inc. (D)(M)
American Truck & Trailer Body Co. (D)(M)(S)
Arbortech (M)
Bayshore Ford Truck Sales, Inc. (M)(S)
CUES, Inc. (D)
DICA (D)(M)
Hawk Equipment Corp. (D)
J. J. Kane Auctioneers (D)
MIRK, Inc./Toombs Truck & Equip. Co. (D)
MRT Manufacturing, Inc. Trading As Forestry Equipment of Virginia (D)(M)
North American Equipment Uplifters, Inc. (D)(M)
Payeur Distributions (D)(M)
RBG, Inc. (D)(M)
Reading Truck Body, LLC (D)(M)
Royal Truck & Equipment, Inc. (D)(M)
Scaffold/KESLA No. American Dist. (D)(M)
SheriliTree (D)
Skyco Equipment (D)
Southco Industries, Inc. (D)(M)
V & H, Inc. Trucks (D)(M)

Tub Grinders
Alexander Equipment Co. Inc. (D)
FAE USA, Inc. (M)
Morbark, Inc. (D)(M)
QUADCO Equipment Inc. (M)
Rayco Manufacturing, Inc. (M)
Skyco Equipment (D)
Vermeer Corporation (M)

Tub Grinding
Alexander Equipment Co. Inc. (S)
Morbark, Inc. (S)

BG-22
### SUBJECT LISTING

<table>
<thead>
<tr>
<th>Category</th>
<th>Companies</th>
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<tbody>
<tr>
<td>Used Equipment</td>
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<td>Hawk Equipment Corp. (D)</td>
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<td>Heavy Machinery and Tractor Company (S)</td>
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<td>MIRK, Inc./Toombs Truck &amp; Equip. Co. (D)(M)</td>
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<td>Branch Manager Attachments/Top Notch Equipment (D)(M)</td>
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<td>Trucks &amp; Parts of Tampa (D)</td>
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<td>V &amp; H, Inc.Trucks (D)</td>
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<td>Woodsman LLC (M)</td>
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<td>Utility Bodies</td>
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<td>Kramer Equipment Co., Inc. (D)</td>
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<td>Web Design</td>
<td>ArborSoftWorx (S)</td>
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<td>Charles Hodge Customized Consulting (S)</td>
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<td>Wireless Security Systems</td>
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<td>Wood Chip Processors</td>
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<td>Concept Products Corp. (D)(M)</td>
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<td>Multitek North America LLC (M)</td>
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<td>Kiln-Direct (S)</td>
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<td>Wood Processing</td>
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<td>Bailey's (D)</td>
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<td>Bandit Industries, Inc. (D)</td>
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<td>U.S. Pride Products LLC (M)</td>
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<td>US Praxis, Inc. (M)</td>
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<tr>
<td>Work Gloves</td>
<td>Youngstown Glove Co. (S)</td>
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</tbody>
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### Winter Management Conference

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**TCI Buyers’ Guide December 2009**
What is a TCIA Affinity Partner? To further increase the value of your membership, the Tree Care Industry Association has teamed with several Affinity Partners to bring you cost savings and special services on many important everyday needs. If you are a TCIA member, contact the Affinity Partners identified by the icon by 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 on the Affinity Partners and other membership benefits.

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

What is a Student Career Day Partner? Student Career Days (SCD), held in conjunction with TCI EXPO, is a free event for students enrolled in arboriculture, forestry and related programs in two- and four-year collegiate and vocational training programs. All Student Career Days events, the trade show and all educational seminars are FREE to pre-registered students and their instructors/advisors. SCD Partners support the event and receive many rewards for their participation. The ideal recruitment platform, the Skills Competition provides SCD Partners the opportunity to work with every student to assess each student’s competency. The Job Fair gives the SCD Partner the opportunity to interview and hire the right candidate from the student pool. For more information about SCD partners, or about becoming an SCD partner, contact TCIA’s Deborah Johnson at 1-800-733-2622 or johnson@tcia.org.
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Gary Mayo

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Mr. Scott Hermann

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Mr. Mark Papuga

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E-mail: aerialinfo@aol.com
Web: www.aeriallift.com
Ms. Lori Laluna

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Fax: (715) 542-3581
E-mail: sales@ahlbornequipment.com
Web: www.ahlbornequipment.com
Mr. Woody Ahlborn

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Phone: (413) 594-4400
Fax: (413) 594-4884
E-mail: rsweet@guardaircorp.com
Web: www.guardaircorp.com
Mr. Rick Sweet

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Fax: (239) 418-1164
E-mail: mwebb@alanwilliams.net
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Mr. Jeff Williams

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Mr. Steve Johnston

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Web: www.allgearinc.com
Mr. Tom Daly

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E-mail: patty@alliance-equipment.com
Web: www.alliance-equipment.com
Ms. Janet Deckard

(M)(S) Altec Industries, Inc.
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Birmingham, AL 35242
Toll Free: (800) 958-2555
Phone: (205) 991-7733
Fax: (205) 991-9993
E-mail: sales@altecs.com
Web: www.altecs.com
Mr. Greg Law

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Fax: (814) 827-2903
E-mail: sales@allturnamats.com
Web: www.allturnamats.com
Ms. Brooke Smith

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Web: www.amcorpmanagement.biz
Mr. Chuck Arrigo

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882 South Matlack Street, Suite A
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E-mail: aas@arborist.com
Web: www.arborist.com
Mr. Dave Francis

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Fax: (678) 990-6644
E-mail: elenea@abanklease.com
Web: www.abanklease.com
Ms. Eileen Rattinger

(D)(M)(S) American Truck & Trailer Body Co.
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Phone: (800) 499-8985
Fax: (209) 836-1871
E-mail: clint@atgbinc.com
Web: www.atgbinc.com
Mr. Michael Garner
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Phone: (866) 719-0265
Fax: (800) 450-1091
E-mail: aiic-mktg@amerisafe.com
Web: www.amerisafe.com
Mr. Tyson Reed

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E-mail: arborcs@cs.com
Web: www.arborcomputer.com
Mr. Peter J. Hannan

(S) Arboriculture Canada Training & Education, Ltd.
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Fax: (866) 514-8236
E-mail: info@arborcanada.com
Web: www.arborcanada.com
Mr. Dwayne Neustaeter

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<th>(D) Distributor</th>
<th>(M) Manufacturer</th>
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<tbody>
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<td>16100 NW Cornell Road, Suite 210</td>
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<tr>
<td>Newby Road Industrial Estate Hazel Grove</td>
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<td>Mr. Clark Williams</td>
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</tbody>
</table>

Manufacturer of folding saws, curved-blade tree saws, pole saws and special-purpose saws. Also, supplier of pole pruners with wood or fiberglass poles. Fanno International, supplier of Tri-Edge pruning saws with durability in mind.

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<th>(S) Industry Support and Service Provider</th>
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<tbody>
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<td>Web: RJM.TCIAauditor.com</td>
<td>Mr. Randall McDonald</td>
<td>See our 4-color Reader Service Listing</td>
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<tr>
<td><strong>(D)(M) NESCO Sales &amp; Rentals</strong></td>
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<tr>
<td>3112 E State Rd 124</td>
<td></td>
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<tr>
<td>Bluffton, IN 46714</td>
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</tr>
<tr>
<td>Toll Free: (800) 252-0043</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phone: (260) 824-6340</td>
<td></td>
<td></td>
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<tr>
<td>Fax: (260) 824-6352</td>
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<td></td>
</tr>
<tr>
<td>E-mail: <a href="mailto:marketing@nescosales.com">marketing@nescosales.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.nescosales.com">www.nescosales.com</a></td>
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<tr>
<td>Mr. Joe Leman</td>
<td></td>
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<table>
<thead>
<tr>
<th><strong>(M) New England Ropes, Corp.</strong></th>
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<tbody>
<tr>
<td>848 Airport Road</td>
</tr>
<tr>
<td>Fall River, MA 02720-4735</td>
</tr>
<tr>
<td>Toll Free: (800) 333-6679</td>
</tr>
<tr>
<td>Phone: (508) 678-8200</td>
</tr>
<tr>
<td>Fax: (508) 679-2363</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:neropes@neropes.com">neropes@neropes.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.neropes.com">www.neropes.com</a></td>
</tr>
<tr>
<td>Mr. Bill Shakespeare</td>
</tr>
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<thead>
<tr>
<th><strong>(D)(M) NiftyLift, Inc</strong></th>
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<tbody>
<tr>
<td>825 N. Driveway</td>
</tr>
<tr>
<td>Glen Ellyn, IL 60137-6160</td>
</tr>
<tr>
<td>Phone: (630) 858-0822</td>
</tr>
<tr>
<td>Fax: (630) 858-0520</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:sales@niftylift.com">sales@niftylift.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.niftylift.com">www.niftylift.com</a></td>
</tr>
<tr>
<td>Mr. Jon Hedlund</td>
</tr>
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<tbody>
<tr>
<td>PO Box 1017</td>
</tr>
<tr>
<td>Londonderry, NH 03053-1017</td>
</tr>
<tr>
<td>Phone: (603) 624-6288</td>
</tr>
<tr>
<td>Fax: (603) 624-6289</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:kmcneil@naeuic.com">kmcneil@naeuic.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.naevic.com">www.naevic.com</a></td>
</tr>
<tr>
<td>Mr. Michael Dunican</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>(D)(M) Northeast Shade Tree</strong></th>
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<tbody>
<tr>
<td>PO Box 4434</td>
</tr>
<tr>
<td>Portsmouth, NH 03802</td>
</tr>
<tr>
<td>Toll Free: (800) 841-2498</td>
</tr>
<tr>
<td>Phone: (603) 436-4804</td>
</tr>
<tr>
<td>Fax: (603) 436-1493</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:scott@northeasternarborsolutions.com">scott@northeasternarborsolutions.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.northeasternarborsolutions.com">www.northeasternarborsolutions.com</a></td>
</tr>
<tr>
<td>Mr. Scott Prophett</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>(D)(M)(S) Northern Arborist Supply</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>50 Notch Road</td>
</tr>
<tr>
<td>West Paterson, NJ 07424</td>
</tr>
<tr>
<td>Toll Free: (800) 261-7772</td>
</tr>
<tr>
<td>Phone: (973) 837-1390</td>
</tr>
<tr>
<td>Fax: (973) 837-1391</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:neasupply@rogers.com">neasupply@rogers.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.northernarborsupply.com">www.northernarborsupply.com</a></td>
</tr>
<tr>
<td>Ms. Karen DuJets</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>(S) Northern Atlantic Financial, LLC</strong></th>
</tr>
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<tbody>
<tr>
<td>410 Turnberry Way</td>
</tr>
<tr>
<td>Souderton, PA 18964</td>
</tr>
<tr>
<td>Toll Free: (800) 710-4361</td>
</tr>
<tr>
<td>Phone: (800) 710-4361</td>
</tr>
<tr>
<td>Fax: (800) 711-0468</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:joann.cucciarre@comcast.net">joann.cucciarre@comcast.net</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.northernatlanticfinancial.com">www.northernatlanticfinancial.com</a></td>
</tr>
<tr>
<td>Mrs. Joann Cucciarre</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>(S) NRC Insurance Agency</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1012 - 11th Street, Suite L1</td>
</tr>
<tr>
<td>Modesto, CA 95354</td>
</tr>
<tr>
<td>Toll Free: (888) 436-2541</td>
</tr>
<tr>
<td>Phone: (209) 577-5132</td>
</tr>
<tr>
<td>Fax: (209) 577-6043</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:gcordle@nrcinsurance.com">gcordle@nrcinsurance.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.nrcinsurance.com">www.nrcinsurance.com</a></td>
</tr>
<tr>
<td>Mr. Jeff Eiserman</td>
</tr>
</tbody>
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<thead>
<tr>
<th><strong>(S) Ogilvy Hill Insurance</strong></th>
</tr>
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<tbody>
<tr>
<td>418 Chapala St</td>
</tr>
<tr>
<td>Santa Barbara, CA 93102</td>
</tr>
<tr>
<td>Toll Free: (800) 566-9646</td>
</tr>
<tr>
<td>Fax: (805) 966-7810</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:mshipp@ogilvyhill.com">mshipp@ogilvyhill.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.ogilvyhill.com">www.ogilvyhill.com</a></td>
</tr>
<tr>
<td>Mr. Mark Shippe</td>
</tr>
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<tr>
<th><strong>(M) Paladin Light Construction</strong></th>
</tr>
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<tbody>
<tr>
<td>2800 N. Zeeb Road</td>
</tr>
<tr>
<td>Dexter, MI 48130</td>
</tr>
<tr>
<td>Toll Free: (800) 456-7100</td>
</tr>
<tr>
<td>Phone: (734) 996-9014</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:pgms@earthlink.net">pgms@earthlink.net</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.pladinconstruction.com">www.pladinconstruction.com</a></td>
</tr>
<tr>
<td>Ms. Laurie A. Mann</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th><strong>(S) Piedmont Group Insurance Solutions</strong></th>
</tr>
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<tbody>
<tr>
<td>PO Box 664</td>
</tr>
<tr>
<td>New Market, MD 21774</td>
</tr>
<tr>
<td>Phone: (301) 865-6411</td>
</tr>
<tr>
<td>Fax: (301) 865-3033</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:molly@tpgins.net">molly@tpgins.net</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.tpgins.net">www.tpgins.net</a></td>
</tr>
<tr>
<td>Ms. Milly Kilmore</td>
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<table>
<thead>
<tr>
<th><strong>(D)(M) Plant Food Company, Inc.</strong></th>
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<tbody>
<tr>
<td>PO Box 160447</td>
</tr>
<tr>
<td>Clearfield, UT 84016</td>
</tr>
<tr>
<td>Toll Free: (877) 807-3805</td>
</tr>
<tr>
<td>Phone: (800) 566-9043</td>
</tr>
<tr>
<td>Fax: (808) 566-9043</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@plantfoodco.com">info@plantfoodco.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.plantfoodco.com">www.plantfoodco.com</a></td>
</tr>
<tr>
<td>Mr. Mark Shippe</td>
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<tr>
<th><strong>(D) Plant Growth Management Systems</strong></th>
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<tbody>
<tr>
<td>PO Box 214</td>
</tr>
<tr>
<td>Niles, MI 49120</td>
</tr>
<tr>
<td>Toll Free: (877) 902-7467</td>
</tr>
<tr>
<td>Phone: (269) 663-7467</td>
</tr>
<tr>
<td>Fax: (269) 663-7467</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:gpms@earthlink.net">gpms@earthlink.net</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.plantgrowthmanagementsystems.com">www.plantgrowthmanagementsystems.com</a></td>
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<tr>
<td>Mr. Dan Gartland</td>
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<tr>
<th><strong>(M)(S) Plant Health Alternatives</strong></th>
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<tbody>
<tr>
<td>440 William Pitt Way</td>
</tr>
<tr>
<td>Pittsburgh, PA 15238</td>
</tr>
<tr>
<td>Toll Free: (800) 421-9051</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@planthealthalternatives.com">info@planthealthalternatives.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.PlantHealthAlternatives.com">www.PlantHealthAlternatives.com</a></td>
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<tr>
<td>Dr. Jim Conroy</td>
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<thead>
<tr>
<th><strong>(M)(S) Plastic Composites Company</strong></th>
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<tbody>
<tr>
<td>8301 N Clinton St</td>
</tr>
<tr>
<td>Fort Wayne, IN 46825</td>
</tr>
<tr>
<td>Toll Free: (800) 747-9339</td>
</tr>
<tr>
<td>Phone: (260) 483-2532</td>
</tr>
<tr>
<td>Fax: (260) 483-2532</td>
</tr>
<tr>
<td>E-mail: <a href="mailto:info@plasticcomposites.com">info@plasticcomposites.com</a></td>
</tr>
<tr>
<td>Web: <a href="http://www.plasticcomposites.com">www.plasticcomposites.com</a></td>
</tr>
<tr>
<td>Mr. G. Daniel Templeton</td>
</tr>
</tbody>
</table>
ALPHABETICAL LISTING

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

(D) Plymkraft, Inc.
479 Export Circle
Newport News, VA 23601
Toll Free: (800) 992-0854
Phone: (757) 595-0364x27
Fax: (757) 595-6106
E-mail: richard@plymkraft.com
Web: www.columbianrope.com
Mr. Richard Sleight

(M) Portable Winch Co.
1170 Thomas-Tremblay St.
Sherbrooke, QC J1G 5G5, Canada
Toll Free: (888) 388-7855
Fax: (514) 227-5196
E-mail: info@portablewinch.com
Web: www.portablewinch.com
Mr. Christian Pelletier

(M) Power Great Lakes, Inc.
655 Wheat Lane
Wood Dale, IL 60191
Toll Free: (800) 551-2938
Phone: (630) 350-9400
Fax: (630) 350-9900
Web: www.powergreatlakes.com
Mr. Gary Winemaster

(M) Preformed Line Products
PO Box 91129
Cleveland, OH 44101-1129
Phone: (440) 461-5200
Fax: (440) 442-8816
E-mail: inquiries@preformed.com
Web: www.preformed.com
Robin Bartlett
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(M) QUADCO Equipment Inc.
30 Industrial
St. Eustache, QC J7R 5C1, Canada
Phone: (450) 623-3340
Fax: (450) 623-5337
E-mail: cmaclennan@quadco.com
Web: www.quadco.com
Mr. Chuck MacLennan
See our 4-color Reader Service Listing

(D)(M)(S) Rainbow Treecare Scientific Advancements (SciVance)
11571 K-Tel Drive
Minnetonka, MN 55343
Toll Free: (877) 272-6747
Fax: (952) 252-0504
E-mail: tprosser@rainbowtreecare.com
Web: www.rainbowscivance.com
Mr. Tom Prosser
See our 4-color Reader Service Listing

(D) Rapco Industries, Inc.
6000 NE 88th St Suite D104
Vancouver, WA 98665
Toll Free: (800) 959-6130
Phone: (360) 573-0090
Fax: (360) 573-0046
E-mail: Rick@rapcoindustries.com
Web: www.rapcoindustries.com
Rick Fowler

(M) Rayco Manufacturing, Inc.
4255 Lincoln Way East
Wooster, OH 44691-8601
Toll Free: (800) 392-2686
Phone: (330) 264-8699
Fax: (330) 264-3697
E-mail: rrayco@raycomfg.com
Web: www.raycomfg.com
Mr. J.R. Bowling
Manufacturers of a full line of high performance tree stump cutter machines, brush chippers and forestry mowing/mulching equipment. These machines are designed for professionals who demand maximum field production.

(D)(M)(S) RBG Inc.
317 Rte 27
Raymond, NH 03077
Phone: (603) 895-3803
Fax: (603) 895-4866
E-mail: rickg@raymondbucketguys.com
Mr. Richard Girard
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(D)(M)(S) ReachMaster, Inc.
1416 D. Stonehollow Dr
Kingwood, TX 77339
Toll Free: (866) 358-7088
Phone: (281) 358-7088
Fax: (281) 359-3500
E-mail: info@reachmaster.com
Web: www.reachmaster.com
Ms. Pamela Nielsen
See our 4-color Reader Service Listing

(M) Reading Truck Body, LLC
P.O. Box 650
Reading, PA 19607
Phone: (610) 775-3301
Fax: (610) 775-3261
E-mail: kbarr@readingbody.com
Web: www.readingbody.com
Mr. Keith Barr

(M) Redmax Zenoah America, Inc.
1100 Laval Blvd, Suite 110
Lawrenceville, GA 30043
Toll Free: (800) 291-8251
Phone: (770) 381-5147
Fax: (770) 381-5150
E-mail: sales@redmax.com
Web: www.redmax.com
Mr. Tommy Tanaka

(D)(M)(S) Reliable Equipment & Service Co Inc.
92 Steam Whistle Dr
Ivyland, PA 18974-1450
Phone: (215) 357-3500
Fax: (215) 357-0363
E-mail: Tools@reliable-equip.com
Web: www.reliable-equip.com
Mr. Norman Delan, Jr.

(S) Renegade Marketing Systems
4206 Broadway Avenue
Halton City, TX 76117
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Web: www.treecaresuccess.com
Mr. John P. Davis

(D)(M)(S) Rigguy, Inc.
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Cashiers, NC 28717
Phone: (706) 340-1288
Fax: (706) 548-9242
E-mail: steve@rigguy.com
Web: www.rigguy.com
Mr. Steve Tillitski

(S) Robert J. Hanafin, Inc.
PO Box 509
Endicott, NY 13761
Phone: (607) 754-3500
Fax: (607) 754-9797
E-mail: pat@rjhanafininc.com
Web: www.rjhanafininc.com
Mr. Robert J. Hanafin

(D)(M) Rotochopper, Inc.
217 West Street
Saint Martin, MN 56376
Phone: (320) 548-3586
Fax: (320) 548-3372
E-mail: mhight@rotochopper.com
Web: www.rotochopper.com
Mr. Monte Hight
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(S) The Rowley Agency, Inc.
PO Box 511
Concord, NH 03302-0511
Toll Free: (800) 238-3840
Phone: (603) 224-2562
Fax: (603) 224-8012
E-mail: rthetel@rowleyagency.com
Web: www.rowleyagency.com
Mr. Robert E. Bethel, CPCU, CIC

(S) The Rowley Agency, Inc.
PO Box 511
Concord, NH 03302-0511
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Phone: (603) 224-2562
Fax: (603) 224-8012
E-mail: rthetel@rowleyagency.com
Web: www.rowleyagency.com
Mr. Robert E. Bethel, CPCU, CIC

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(D)(M) Save Edge
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Phone: (800) 828-8298
Fax: (937) 376-8052
E-mail: mikko@savedge.com
Web: www.savedge.com
Mr. Mikko Laitasaalo

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2600 Virginia Ave NW Ste 1000
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Phone: (202) 333-8800
E-mail: glieber@saul.com

(D) Sheyne Tooling & Manufacturing
PO Box 647
Cooperstown, ND 58425
Toll Free: (800) 797-1883
Phone: (701) 797-2700
Fax: (701) 797-2584
E-mail: ryan@sheyennemfg.com
Web: www.sheyennemfg.com
Mr. Ryan Avdem

(D) Sierra Moreno Mercantile
19414D Leitersburg Pike
Hagerstown, MD 21742-7601
Toll Free: (800) 262-0800
Phone: (301) 791-3994
Fax: (301) 791-5446
E-mail: quercusman@aol.com
Mr. Donald F. Blair

(D)(M) Silky America Corporation
PO Box 6688
Concord, NC 28027
Toll Free: (877) SILKYSAWS (745-5972)
Phone: (704) 795-5601
Fax: (704) 795-5602
E-mail: christi@silkyusa.com
Web: www.Silkyusa.com
Ms. Christi Hovater

(M) Simonds International Corp.
135 Intervale Road, PO Box 500
Fitchburg, MA 01420-0500
Toll Free: (800) 426-6226
Phone: (978) 424-0100
Fax: (800) 513-2529
E-mail: dpurinton@simondsint.com
Web: www.simondsinternational.com
Mr. Dave Purinton

(D) Skyco Equipment
6158 Porter Road
Sarasota, FL 34240-9691
Toll Free: (800) 407-4535
Phone: (941) 371-9358
Fax: (941) 371-9317
E-mail: erin@skycoequipment.com
Ms. Erin Adams

(D)(M) Southco Industries, Inc.
1840 E Dixon Blvd
Shelby, NC 28150
Toll Free: (800) 331-7655
Phone: (704) 484-5010
Fax: (704) 484-5200
E-mail: dgoertz@southcoindustries.com
Web: www.southcoindustries.com
Mr. Richard P. Goforth

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(M) Spyder Manufacturing U.S.A.
545 Porter Way
Placentia, CA 92870
Toll Free: (800) 874-7569
Phone: (714) 528-8010
Fax: (714) 961-0707
E-mail: info@spyderman.com
Mr. Charles Rygier

(M) STIHL Inc.
PO Box 2015
Virginia Beach, VA 23450-2015
Toll Free: (800) 467-8445
Phone: (757) 486-9100
Fax: (757) 486-9158
E-mail: stihlcs@stihl.us
Web: www.stihlusa.com

(D)(M) Stokes Ladders, Inc.
PO Box 445
Kelseyville, CA 95451-0445
Toll Free: (800) 842-7775
Phone: (707) 279-4306
Fax: (707) 279-2232
E-mail: sales@stokesladders.com
Web: www.stokesladders.com
Mr. Gerald Hook

(M) Timberwolf Manufacturing Corp.
118 Syracuse St
Rutland, VT 05701
Toll Free: (800) 340-4386
Phone: (802) 775-4227
Fax: (802) 773-1275
E-mail: info@timberwolfcorp.com
Web: www.timberwolfcorp.com
Mr. Scott Reynolds

See our 4-color Reader Service Listing

(S) Sturdevant-Beach & Associates LLC
927 Beville Road, Unit 107
South Daytona, FL 32119
Phone: (386) 322-6046
Fax: (386) 845-9270
E-mail: jsturdevant@sturdevant-beach.com
Web: www.sturdevant-beach.com
Jo Anne Sturdevant

(D)(M) T. H. Glennon Co., Inc.
26 Fanaras Dr
Salisbury, MA 01952-0311
Phone: (978) 465-7222
Fax: (978) 465-3228
E-mail: rocky@glennoncompany.com
Web: www.mulchcolorjet.com
Mr. David A. Nordgaard

(D)(M)(S) Branch Manager Attachments/ Top Notch Equipment
5505 N Hwy 169 Suite 200
Minneapolis, MN 55442
Phone: (763) 398-0079
Fax: (763) 551-7916
E-mail: info@topnotchequipment.com
Mr. David A. Nordgaard

(D) Tracked Lifts Inc.
2118 Route 106
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Phone (866) 543-8575
Fax: (516) 304-7584
E-mail: info@trakclifts.com
Web: www.italmecusa.com
Mr. Mike Hryck

(D)(M)(S) Tree Management Systems, Inc./ Arbor Gold Software
4257 W Delap Rd
Ellettsville, IN 47429-9646
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Phone: (812) 876-7664
Fax: (800) 933-1955
E-mail: sales@treemanagement.net
Web: www.arborgold.com
Mr. Jon Garner
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Fax: (704) 334-6526
E-mail: avise@knauffins.com
Mr. Alan Wise

(D)(M) Trucks & Parts of Tampa
1015 S 50th St
Tampa, FL 33619
Toll Free: (800) 488-8889
Phone: (813) 247-6636
Fax: (813) 247-5167
E-mail: Lexgolden@trucks.com
Web: www.trucks.com
Mr. Lex Goldenberg
<table>
<thead>
<tr>
<th>(D)(M) U.S. Pride Products LLC</th>
<th>1516 110th Avenue</th>
<th>Hammond, WI 54015</th>
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<tbody>
<tr>
<td>Phone: (715) 246-9237</td>
<td>Fax: (715) 796-5560</td>
<td></td>
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<tr>
<td>Web: usprideproducts.com</td>
<td>Mr. Charlie Van Dusart</td>
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<tr>
<th>(M) US Praxis, Inc.</th>
<th>955 W. Prairie Drive</th>
<th>Sycamore, IL 60178</th>
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<tbody>
<tr>
<td>Phone: (815) 899-9700</td>
<td>Fax: (815) 899-9709</td>
<td></td>
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<tr>
<td>E-mail: <a href="mailto:sales@uspraxis.com">sales@uspraxis.com</a></td>
<td>Web: <a href="http://www.uspraxis.com">www.uspraxis.com</a></td>
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<tr>
<td>Jim Cornelius</td>
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<tr>
<th>(D)(M) U.S Rigging Supply/Pelican Rope Works</th>
<th>4001 W Carriage Drive</th>
<th>Santa Ana, CA 92704</th>
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<tr>
<td>Toll Free: (800) 624-1116</td>
<td>Fax: (714) 545-3311</td>
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<tr>
<td>E-mail: <a href="mailto:Rod@usrigging.com">Rod@usrigging.com</a></td>
<td>Web: <a href="http://www.pelicanrope.com">www.pelicanrope.com</a></td>
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<tr>
<td>Mr. Roderick Woods</td>
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<tr>
<th>(S) Utility Auctions, Inc.</th>
<th>601 Christiana Ave.</th>
<th>Wilmington, DE 19801</th>
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<tbody>
<tr>
<td>Phone: (302) 654-1846</td>
<td>Fax: (302) 654-1847</td>
<td></td>
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<tr>
<td>E-mail: <a href="mailto:barbara@utilityauctions.net">barbara@utilityauctions.net</a></td>
<td>Web: <a href="http://www.utilityauctions.net">www.utilityauctions.net</a></td>
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<tr>
<td>Ms. Barbara Parag</td>
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<tr>
<th>(D)(M)(S) V &amp; H, Inc.</th>
<th>1505 S. Central Ave.</th>
<th>Marshallfield, WI 54449</th>
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<tr>
<td>Toll Free: (800) 826-2308</td>
<td>Phone: (715) 486-8800</td>
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<tr>
<td>Fax: (715) 367-0657</td>
<td>E-mail: <a href="mailto:rl@vhtrucks.com">rl@vhtrucks.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.vhtrucks.com">www.vhtrucks.com</a></td>
<td>Mr. Rodney Niemuth</td>
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<tr>
<th>(D)(M) Ver Sales, Inc.</th>
<th>2509 N Naomi St</th>
<th>Burbank, CA 91504</th>
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<tr>
<td>Phone: (818) 567-3000</td>
<td>Fax: (818) 567-3018</td>
<td></td>
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<tr>
<td>Mr. Paul Ryan</td>
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<tr>
<th>(M) Vermeer Corporation</th>
<th>1210 Vermeer Road</th>
<th>Pella, IA 50219</th>
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<tr>
<td>Toll Free: (888) 837-6337</td>
<td>Phone: (641) 626-3141</td>
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<tr>
<td>Fax: (641) 621-7773</td>
<td>E-mail: <a href="mailto:salesinfo@vermeer.com">salesinfo@vermeer.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.vermeer.com">www.vermeer.com</a></td>
<td>Mr. Chris Nichols</td>
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<tr>
<th>(D)(M) Vermeer Sales &amp; Service</th>
<th>1675 126th St West</th>
<th>Burnsville, MN 55337</th>
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<tr>
<td>Toll Free: (888) 562-7062</td>
<td>Phone: (952) 890-6144</td>
<td></td>
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<tr>
<td>Fax: (952) 882-2980</td>
<td>E-mail: <a href="mailto:Sales@rodequipment.com">Sales@rodequipment.com</a></td>
<td></td>
</tr>
<tr>
<td>Web: <a href="http://www.vermeerofmn.com">www.vermeerofmn.com</a></td>
<td>Mr. R. J. Klinkhammer</td>
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<tr>
<th>(D)(M) VERSALIFT, TIME Manufacturing Co.</th>
<th>7601 Imperial Dr.</th>
<th>Waco, TX 76712</th>
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<tr>
<td>Phone: (254) 399-2100</td>
<td>Fax: (254) 399-2651</td>
<td></td>
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<tr>
<td>E-mail: <a href="mailto:info@versalift.com">info@versalift.com</a></td>
<td>Web: <a href="http://www.versalift.com">www.versalift.com</a></td>
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<tr>
<td>Ms. Amber Scott</td>
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<tr>
<th>(D)(M) Weaver Leather, Inc.</th>
<th>PO Box 68</th>
<th>Mount Hope, OH 44660</th>
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<tr>
<td>Toll Free: (800) 932-8371</td>
<td>Phone: (614) 267-4326</td>
<td></td>
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<tr>
<td>Fax: (800) 693-2837</td>
<td>E-mail: <a href="mailto:info@weaverleather.com">info@weaverleather.com</a></td>
<td></td>
</tr>
<tr>
<td>Web: <a href="http://www.weaverleather.com">www.weaverleather.com</a></td>
<td>Ms. Shelley Venis</td>
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<tr>
<th>(D)(M) WesSpur Tree Equipment, Inc.</th>
<th>1680 Baker Creek Place</th>
<th>Bellingham, WA 98226</th>
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<tr>
<td>Toll Free: (800) 268-2141</td>
<td>Phone: (360) 733-6311</td>
<td></td>
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<tr>
<td>Fax: (360) 733-6311</td>
<td>E-mail: <a href="mailto:wesspur@wesspur.com">wesspur@wesspur.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.wesspur.com">www.wesspur.com</a></td>
<td>Mr. Ryan Aarstol</td>
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<tr>
<th>(M) West Coast Shoe Co. (WESCO)</th>
<th>PO Box 607</th>
<th>Scappoose, OR 97056-0607</th>
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<tbody>
<tr>
<td>Toll Free: (800) 326-2711</td>
<td>Phone: (503) 543-7110</td>
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<tr>
<td>Fax: (503) 543-7110</td>
<td>E-mail: <a href="mailto:boots@westcoastshoe.com">boots@westcoastshoe.com</a></td>
<td></td>
</tr>
<tr>
<td>Web: <a href="http://www.wescoboots.com">www.wescoboots.com</a></td>
<td>Mr. Roberta Shoemaker</td>
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<tr>
<th>(D)(M) Wilson Hardware</th>
<th>812 Monroe Avenue</th>
<th>Rochester, NY 14607-3499</th>
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<tbody>
<tr>
<td>Phone: (585) 473-5962</td>
<td>Fax: (585) 473-5631</td>
<td></td>
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<tr>
<td>E-mail: <a href="mailto:wilhar812@aol.com">wilhar812@aol.com</a></td>
<td>Mr. David Aurand</td>
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<th>(M)(S) Woodsman LLC</th>
<th>1250 Commerce Drive</th>
<th>Farwell, MI 48622</th>
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<tr>
<td>Toll Free: (800) 553-5332</td>
<td>Phone: (989) 588-4295</td>
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<tr>
<td>Fax: (989) 588-4827</td>
<td>E-mail: <a href="mailto:sales@woodsmanchippers.com">sales@woodsmanchippers.com</a></td>
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<tr>
<td>Web: <a href="http://www.woodsmanchippers.com">www.woodsmanchippers.com</a></td>
<td>Mr. Bob Engler</td>
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<tr>
<th>(M) X-Treme Design USA</th>
<th>316 W Lake St.</th>
<th>Chisholm, MN 55719</th>
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<tr>
<td>Phone: (218) 254-5721</td>
<td>Fax: (218) 254-4339</td>
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<tr>
<td>E-mail: <a href="mailto:deldredge@xtremedesignusa.com">deldredge@xtremedesignusa.com</a></td>
<td>Web: <a href="http://www.xtremedesignusa.com">www.xtremedesignusa.com</a></td>
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<td>Mr. Dan Eldredge</td>
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<th>(M) Yale Cordage, Inc.</th>
<th>77 Industrial Park Rd</th>
<th>Saco, ME 04072</th>
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<tr>
<td>Toll Free: (207) 282-3396</td>
<td>Phone: (800) 255-9253</td>
<td></td>
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<tr>
<td>Fax: (800) 255-9253</td>
<td>E-mail: <a href="mailto:webrequest@yalecordage.com">webrequest@yalecordage.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.yalecordage.com">www.yalecordage.com</a></td>
<td>Mr. Richard Hildebrand</td>
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<th>(M) Youngstown Glove Company</th>
<th>28720 Roadside Drive #300</th>
<th>Agoura Hills, CA 91301</th>
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<tr>
<td>Toll Free: (800) 680-7177</td>
<td>Phone: (516) 889-4598</td>
<td></td>
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<tr>
<td>Fax: (516) 889-4598</td>
<td>E-mail: <a href="mailto:max@ytgloves.com">max@ytgloves.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.ytgloves.com">www.ytgloves.com</a></td>
<td>Mr. Max Hackett</td>
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<th>(M) Zenith Cutter Co.</th>
<th>5200 Zenith Parkway</th>
<th>Loves Park, IL 61111</th>
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<tbody>
<tr>
<td>Toll Free: (815) 282-5202</td>
<td>Phone: (815) 282-5202</td>
<td></td>
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<tr>
<td>Fax: (815) 282-5202</td>
<td>E-mail: <a href="mailto:cherylm@zenithcutter.com">cherylm@zenithcutter.com</a></td>
<td></td>
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<tr>
<td>Web: <a href="http://www.zenithcutter.com">www.zenithcutter.com</a></td>
<td>Mr. Doug Long</td>
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<tr>
<th>(D) Zhuzhou Cemented Carbide Works USA Inc</th>
<th>3618 West Liberty Street</th>
<th>Ann Arbor, MI 48103</th>
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<tr>
<td>Toll Free: (815) 282-5202</td>
<td>Phone: (815) 282-5202</td>
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<tr>
<td>Fax: (815) 282-5202</td>
<td>E-mail: <a href="mailto:wanxinyang@zccwusa.com">wanxinyang@zccwusa.com</a></td>
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<td>Web: <a href="http://www.chinacarbide.com">www.chinacarbide.com</a></td>
<td>Mr. Wanxin Yang</td>
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